



Planting Book Seeds...

and reaping the financial benefits

ODIN Advisory Committee Meeting: 16 November 2021 * 2-4PM
Presenter: Phyllis Kuno, Library Director, Trinity Bible College & Graduate School

Overview...

- How it worked for us
- How it can work for you
- Tips & Links

DISCLAIMER: All new ventures involve risk and following this path of selling library books (like we are) does not guarantee you will have as much trouble as we did. Hopefully you will be more successful and can teach us a few new tricks.

How it Worked for Us

- We suddenly had 940 boxes of books that needed homes
- Approximately 25,000 books (plus many boxes of journals)
- Figured out a plan – “If you get lemons, make lemonade!”
- Put the plan into action – mostly trial and ERROR first few months
- Reap the benefits – Many items that have been cut out of our budget over the years, we can now actually purchase!

Reaping the Benefits...

- In past five years (give or take...)
 - Sent 3 or 4 boxes to My Empty Shelves (since May 2019) – we have immediately earned \$55-\$60 per box [they pay shipping and provide free boxes]
 - Earned \$1,100 in commission on our BWB (about 12% of their gross sales of our books (Since January 2017)[they pay shipping and provide free labels and boxes]
 - Earned \$11,500 on Amazon book sales – our average price from selling 450 books is about \$26 a book (Since February 2017)
 - We generally make \$200-\$400 a year in local sales
 - We funnel all of these funds into a special fund and are allowed to purchase unbudgeted for items from this – if you are a math whiz, just know that it took a bit before the Business Office starting putting all of our earnings in this fund!
 - Right now our special fund has about \$13,000 in it
 - We are still hoping for a remodel of the lower level of the library, but at least the seed has been planted and is beginning to bloom!

Do Whatever is Necessary...

Sorting books...



Pack them...again...



Three (not so) Simple Steps...

Collect Information

- From other ODIN Libraries
- From Your Library
- From Amazon

Create Information Slips/Labels

- Create Spreadsheet or Database
- Add Information
- Create Labels

Make Your Decisions

- Keep
- Sell
- Give Away

- What information do you want to collect?
- What is the best way for you to create an information slip?
- What are your decisions going to be based on?

Collect Information

- General Information
 - Accession Number
 - Initials
 - Date
 - ISBN (or other identifying #)
 - Author
 - Title
 - Copyright
- ODIN/ALMA Information
 - Owned by other libraries?
 - If so, how many?
 - Are their copies loanable to you
 - in Reference?

General/ODIN Information

ITEM #	IN	TODAY	ISBN	AUTHOR	TITLE	YEAR	ODIN	OREF
1	TR	7/17/2018	1880689332	GRANT	BEYOND THE SHAME	2013		
2	TR	7/17/2018	9781624231056	GRANT	COURAGEOUS COMPASSION	2014		
3	TR	7/17/2018	9781937756819	DETRICK	GROWING DISCIPLES ORGANICALLY	2013		
4	TR	7/17/2018	9781930153301	BRITTON	HOW TO LEAD A CHRIST-CENTERED	2011		
5	TR	7/17/2018	1576832201	SJOGREN	101 WAYS TO REACH YOUR COMMU	2001		
6	TR	7/17/2018	802493483	DUNN	REACHING A GENERATION FOR CHRI	1997		
7	TR	7/17/2018	9780977405176	WATERHOU	JESUS AND HISTORY	2017		
8	TR	7/17/2018	9781732297609		KOREA REBORN	2018		
9	TR	7/17/2018	9781732297609		KOREA REBORN	2018		
10	TR	7/17/2018	9781475231359	DAVIS	TRANSFORMING CONFLICT: RELATIC	2017		
11	TR	7/17/2018	9781680671650	BROGDEN	LIVE DEAD JOY	2014		
12	TR	7/17/2018	9781629121130	SMUCKER	LIVE DEAD THE STORY	2014		
13	TR	7/17/2018	9780998178905	BROGDEN	LIVE DEAD THE JOURNEY	2016		
14	TR	7/17/2018		SANDS	LIVE DEAD JOURNAL: THE HEART SPE	2016		
15	TR	7/17/2018	9780998178943	BROGDEN	THIS GOSPEL: A COLLECTION OF MIS	2018		

Collect More Information...

- From Your Library

- Do you have it?
- How many?
- Where – what collections?
- Call#, if available
- Is this a duplicate of a book you own?
- How many loans on your copy?
- DNH: no one in ODIN owns it
- After item is sold, a place to post that amount

- From Amazon

- Lowest price for that used book
- How many offers?
- Is price under or over \$10?
- After an item is sold, a place to post that amount

Your Library/Amazon Information

STX	REF	ARCHV	LOANS	CALL #	LOW	HIGH	OFFERS	NOOK	AMAZON	DNH	DUP	< \$10	> \$10
										X			
2			14	BJ1475 .G73 2014									
1			1	BV4520 .D48 2013	\$2.00		91				X	X	
					\$14.00		1			X		X	
2			2	BV3770 .S53 2001	\$1.00		135				X	X	
				BV4447 .R38 1997	\$2.00		93				X	X	
					\$3.00		17			X		X	
					\$6.00		56			X		X	
					\$6.00		56			X		X	
					\$15.00		11			X			X
										X			
1			2	BV4501.2 .S683 2014							X		
										X			
										X			
										X			
										X			

Collect Even More Information...

- Where could it end up?
 - Swap?
 - Catalog?
 - Sell on Amazon or similar company
 - Send to BWB or similar company
 - Give away - FREE
 - Recycle (throw away ☹)
- Notes
 - Name of donor
 - Who suggested we keep?
 - Does someone on your staff want first dibs on buying book?
 - Anything information you feel needed that doesn't fit anywhere else!

Where It Ends Up/Notes

SWAP ▾	CAT ▾	BWB ▾	FPHC ▾	BIBLE ▾	FREE ▾	NOTES ▾
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TO BE ADDED TO STX'S DAVE, BENNI
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TO BE ADDED TO ARCHIVES BENNET
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TIFFANY WOULD LIKE STUDENT LIFE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	FOUND PRICE ON AUTHOR'S WEBIS
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STUDENT LIFE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	CATALOGING- REFERENCE, STUDEN
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	WATERHOUSE, STEVEN
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	HYUNDAI MOTOR
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	HYUNDAI MOTOR
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	JACOB, DAVE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	KEEP ADD TO STX JACOB, DAVE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	KEEP ADD TO ARCHIVES JACOB, DAV
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	ADD TO STX JACOB, DAVE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	ADD TO STX JACOB, DAVE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	ADD TO STX JACOB, DAVE

Creating Labels

All Access ...

Search...

Tables

NEW GIFTS

Reports

NEW MASTER LABELS

NEW GIFTS
NEW MASTER LABELS

<p>1 TR 7/17/2018 1880689332 2013 GRANT BEYOND THE SHAME # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$ HI:\$ OFFERS: DNH: X DUP: UNDER \$10: OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: TO BE ADDED TO STX'S DAVE, BENNETT</p>	<p>2 TR 7/17/2018 9781624231056 2014 GRANT BJ1475 .G73 2014 COURAGEOUS COMPASSION # IN CDINI IRS: RFF ONI Y? STX:2 REF: ARCHV: LOANS:14 LO:\$ HI:\$ OFFERS: DNH: DUP: UNDER \$10: OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: TO BE ADDED TO ARCHIVES BENNETT, DAVE</p>	<p>3 TR 7/17/2018 9781937756819 2013 DETRICK BV4520 .D48 2013 GROWING DISCIPLES ORGANICALLY # IN CDINI IRS: RFF ONI Y? STX:1 REF: ARCHV: LOANS:1 LO:\$2 HI:\$ OFFERS:91 DNH: DUP: X UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: TIFFANY WOULD LIKE STUDENT LIFE</p>
<p>4 TR 7/17/2018 9781930153301 2011 BRITTON HOW TO LEAD A CHRIST-CENTERED SMALL GROUP # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$14 HI:\$ OFFERS:1 DNH: X DUP: UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: FOUND PRICE ON AUTHOR'S WEBSITE STUDENT LIFE</p>	<p>5 TR 7/17/2018 1576832201 2001 SJOGREN BV3770 .S53 2001 101 WAYS TO REACH YOUR COMMUNITY # IN CDINI IRS: RFF ONI Y? STX:2 REF: ARCHV: LOANS:2 LO:\$1 HI:\$ OFFERS:135 DNH: DUP: X UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: STUDENT LIFE</p>	<p>6 TR 7/17/2018 802493483 1997 DUNN BV4447 .R38 1997 REACHING A GENERATION FOR CHRIST # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$2 HI:\$ OFFERS:93 DNH: DUP: X UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: CATALOGING- REFERENCE, STUDENT LIFE</p>
<p>7 TR 7/17/2018 9780977405176 2017 WATERHOUSE JESUS AND HISTORY # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$3 HI:\$ OFFERS:17 DNH: X DUP: UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: WATERHOUSE, STEVEN</p>	<p>8 TR 7/17/2018 9781732297609 2018 KOREA REBORN # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$6 HI:\$ OFFERS:56 DNH: X DUP: UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: HYUNDAI MOTOR</p>	<p>9 TR 7/17/2018 9781732297609 2018 KOREA REBORN # IN CDINI IRS: RFF ONI Y? STX: REF: ARCHV: LOANS: LO:\$6 HI:\$ OFFERS:56 DNH: X DUP: UNDER \$10: X OVER \$10: [SWAP] [CATALOG] [BWB] [FPHC] [BIBLE] [FREE] NOOK: \$ _____ AMAZON: \$ _____ NOTES: HYUNDAI MOTOR</p>

Typical Label...

5347 HJS 11/15/2021 068719217X
1955 BUTTRICK, ED.
INTERPRETER'S BIBLE VOL. XI
#IN ODIN LIBS: REF ONLY?
STX: REF: ARCHV: LOANS:0
LO:\$2 HI:\$ OFFERS:31
DNH:X DUP: UNDER \$10:X OVER \$10:
[]SWAP []CATALOG []BWB []FPHC []BIBLE []FREE
NOOK: \$ _____ AMAZON: \$ _____
NOTES:GIFT- REV. ALLEN WORLIN

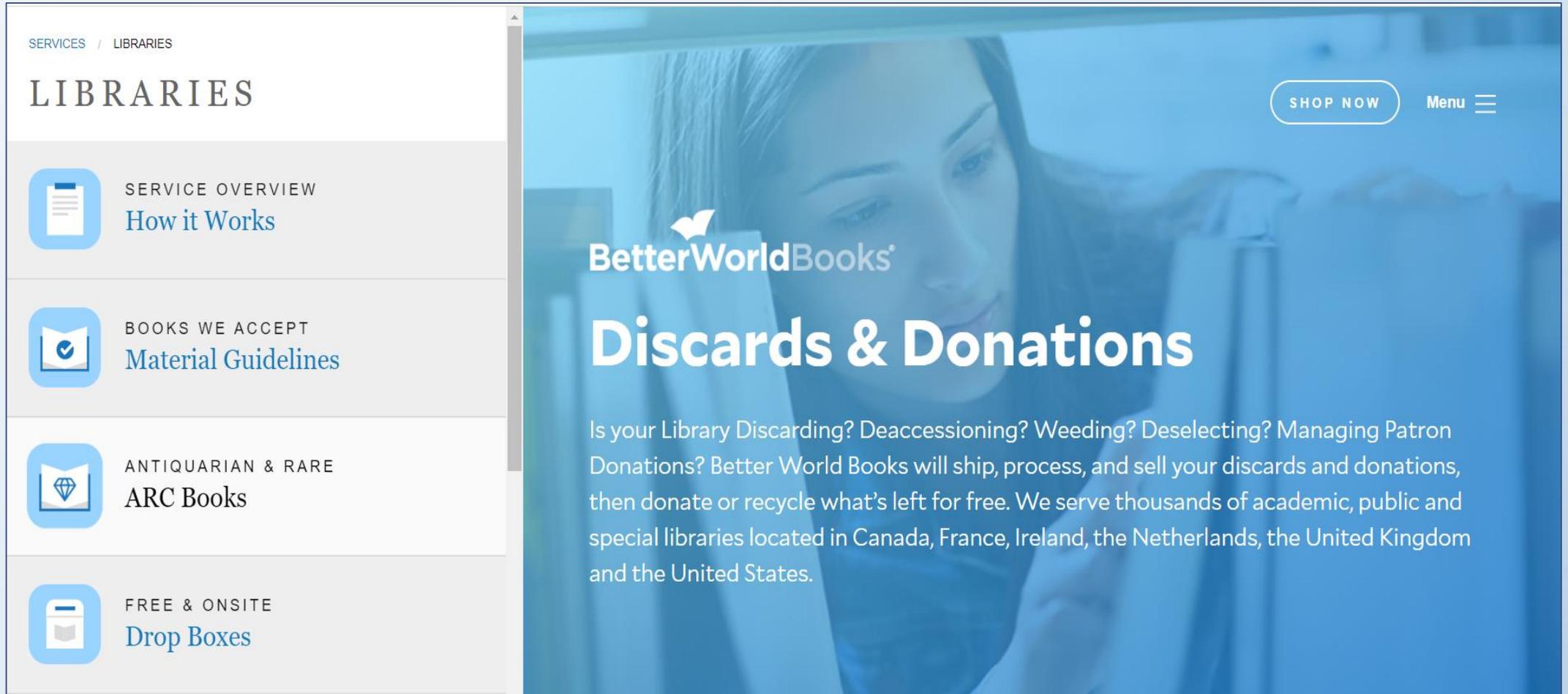
Places to plant your book seeds...



Sell at home first...

- Display them so easily read
- Keep your prices low
- Run sales
- Ship them off
- Start over again

BETTER WORLD BOOKS



SERVICES / LIBRARIES

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-  BOOKS WE ACCEPT
[Material Guidelines](#)
-  ANTIQUARIAN & RARE
[ARC Books](#)
-  FREE & ONSITE
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MY EMPTY SHELVES

Collect Cash, Not Dust...

Do you want to get paid for your donated or discarded books? Empty Shelves can do that by sorting, storing, and selling your used books for you.



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Seller fulfilled

0 Pending **1 Unshipped** [Canceled](#) [Shipped](#) [View FBA orders >](#)

Quick Filters: [Ship by today](#) [Premium unshipped](#) [Business customer unshipped](#)

Refine by:

Ship by date

All dates

Ship by today

Ship by tomorrow

Sales channel

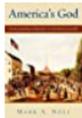
Amazon.ca

Amazon.com

Shipping service

Hide Filters **1 orders** Last 7 days Date Range: Last 7 days Ship-by date (ascending) Results per page: 15 Set Table Preferences Refresh

Action on 0 selected: [Buy shipping](#) [Print packing slip](#) [Confirm shipment](#) **NEW Try Shipping Setting Automation to set accurate delivery promise and sell more!**

<input type="checkbox"/>	Order date	Order details	Image	Product name	Customer option	Order Status	Action
<input type="checkbox"/>	16 hours ago 11/15/2021 4:02 PM PST	114-6975773-7887436 Buyer name: Danita Fulfillment method: Seller Sales channel: Amazon.com		America's God: From Jonathan Edwards to Abraham Lincoln ASIN: 0195182995 SKU: MB-LUYI-0U0K Quantity: 1 Item subtotal: \$12.57	Standard Ship by date: Nov 16, 2021 to Nov 17, 2021 Deliver by date: Nov 22, 2021 to Dec 8, 2021	Unshipped (1)	Buy shipping Confirm shipment Print packing slip Cancel order More information

More places to plant your book seeds...

- Donate to a good cause
- Give away on a FREE shelf
- Recycle: Last Resort...

Tips I Promised...

DO...

- use all CAPS when adding to spreadsheet – quicker/easier
- try some of these ideas – then do what works best for you
- your best to keep your rating on Amazon as high as possible
- be generous and kind to customers- both local and online
- be brutally honest about the condition of books you are selling
- keep information slip with book until its final disposition (sold, given away, or dumped)

More Tips I Promised...

DON'T...

- put articles (A, An, The) on titles
- use Microsoft Access unless you are already a pro with it
- glue labels in books
- remove labels, markings, pockets, etc. when selling books
- sell anything under \$10
- try to sell books in poor condition
- ever turn down a donated book!

[My Empty Shelves](http://myemptyshelves.com) myemptyshelves.com

[Better World Books](https://services.betterworldbooks.com/libraries/) <https://services.betterworldbooks.com/libraries/>

Amazon.com

For more information, samples, etc., contact:

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Have fun and make
lots of money!

