

- The NZSA recommends that a formal agreement or contract is signed by all parties before any work is commenced.

The following rates are based on A4 book projects. For oneoff or single illustrations, add 20%.

#### *Roughs*

Depending on detail required, research involved and conceptual input required:

- \$ 55 black & white
- \$ 82.50 colour

#### *Black and white book illustration*

- \$190 quarter-page or chapter head
- \$300 half-page
- \$400 full-page
- \$500 double-page spread

#### *Colour book illustration*

- \$300 quarter-page or chapter head
- \$400 half-page
- \$660 full page
- \$800 double-page spread
- \$1150 cover

#### *Kill Fees*

Where an illustrator has been commissioned to provide final art, either black and white or colour, and the commissioner cancels the project, the illustrator is entitled to a kill fee of 25% of the original fee for any roughs provided.

The NZSA is in the process of developing a model standard contract for book illustrators.

#### **Ghostwriters Rates**

Ghostwriting is an agreement between a commissioner and a ghostwriter to produce a piece of written work.

#### *What to Charge:*

There are three suggested methods of payment:

*Flat Fee* –The writer works out how long the project will take and quotes a flat fee. This is the preferred method provided there are clear guidelines. Ensure that any changes to the brief incur extra charges.

*Hourly rate* – where the ghostwriter charges by the hour (usually between \$25 -\$55). This works better for smaller projects.

*Cents per word* – the ghostwriter charges x cents per word of the final draft. This can range from .05 to .60 cents per word or more. (.10 –.15 cents would be the average).

Using a word count can have problems – if the manuscript is 100,000 and the commissioner wants to cut it back to 70,000 for commercial reasons, the ghostwriter will only be paid for 70,000.

#### *Fee indications:*

The story of a celebrity personality \$15,000 – \$30,000.

An individual who will probably self-publish \$5,000 – \$15,000.

Illustrated corporate history \$25,000 – \$80,000

Corporate history (smaller scale) \$15,000 – \$20,000

Small family history \$5,000 – \$10,000

*The information provided here is of a general nature and may not be up to date. NZSA will not be liable for any reliance placed on this material and specific professional advice should be sought in any specific circumstance*



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# Guidelines for Anthology Payments

(INCLUDING ROYALTY RATES)

**Book Illustrators Rates**  
**Ghostwriter Rates**

*NZ Society of Authors (PEN NZ Inc)*  
TE PUNI KAITUHI O AOTEAROA

## Anthology Royalty Rates

These guidelines are intended to assist writers to enter negotiations with publishers from a position of knowledge. They cannot and do not attempt to cover every permutation of possible arrangements.

The NZSA is pleased to discuss special cases with any publisher contemplating an anthology and will inform NZSA members when a variation of the following formula seems justified. No such decision is binding and members are at all times urged to negotiate above the minimum rates.

Payment for anthology contributions can be either a oneoff payment, or paid as a percentage of the royalty rate. This will vary depending on the contract but it normally 10 percent of the retail price or 17.5 percent of net receipts.

Payment should be proportional to the length of the contribution.

For anthologies that consist of the reproduction of existing material, the royalty percentage is usually divided up on the basis of 25 percent to the editors(s) and 75 percent to the writers.

Where a book is a collection of freshly written material, the 75:25 split does not apply. Some other split, in which the writers receive not less than 50 percent of the royalty, should be negotiated between the parties, dependent on the extent of editorial input.

Payments on reprints should be pro rata.

A copy of the book should be presented to each contributor on publication.

Overseas sales should be negotiated separately. The above provisions relate to New Zealand sales.

Publishers may prefer to negotiate their own fees and rates for anything outside these guidelines.

## Poetry Anthology Rates

These are the minimum rates for the publication of previously published poems.

The minimum payment is \$50 per poem in any publication. Where a condition of publication is that the poem has not been previously published, the first publication rates (below) should be used.

Up to 40 lines	\$110
41-60 lines	\$165
61-90 lines	\$250
91-150 lines	\$410
Over 151 lines	\$550

The average rate is \$1.10 per line per 1000 copies printed, with a minimum payment of \$50 per poem. Rates are given for a minimum print run of 250 copies and then in stages of 250 or 500 copies. Rates are rounded up to the nearest dollar (see the table below).

Print run	Number of lines					
	10 lines	15 lines	20 lines	30 lines	40 lines	50 lines
500	\$50	\$50	\$50	\$50	\$50	\$50
1000	\$50	\$50	\$50	\$50	\$50	\$60
1500	\$50	\$50	\$50	\$55	\$70	\$85
2000	\$50	\$50	\$50	\$70	\$90	\$110
2500	\$40	\$50	\$60	\$85	\$110	\$135
3000	\$40	\$55	\$70	\$100	\$130	\$160
3500	\$40	\$63	\$80	\$115	\$150	\$185
4000	\$40	\$70	\$90	\$130	\$170	\$210

There is an option for poets published in anthologies to be paid royalties of 10 percent of the recommended retail price rather than a one-off payment, with the payment to each contributor to be based on their number of poems (see opposite). A sequence of poems is treated as a number of separate poems.

## Prose Anthology Rates

Where possible payments to contributors to anthologies should be paid on a rate per thousand words times the print run. (This is the Australian Society of Authors formula.)

The Society's recommendations for payment for prose anthologies are based on reasonable royalties, bearing in mind that an editorial fee is usually paid as well.

### Minimum Rates for Previously Published Material

Price per 1000 words or part thereof on first 5000 or part thereof where:

the RRP is less than \$25	\$130
the RRP is \$25-39	\$200
the RRP is \$40-55	\$260

Plus, per 1000 words on each subsequent 5000 copies where:

the RRP is less than \$25	\$162.50
the RRP is \$25-39	\$260
the RRP is \$40-55	\$325

Additional payments above the first 5000 copies can be made on a pro rata basis for each additional 1000 copies.

### Minimum Rates for Original Material

Where material for an anthology is specifically commissioned or previously unpublished, a minimum rate of \$325 per 1000 words or part thereof should be paid in addition to the minimum rate for previously published material.

These rates apply to all kinds of anthologised prose.

### Book Illustrators' Rates

The minimum rates recommended by the Australian Society of Book Illustrators represent a recognition of professional standards, as well as the time and effort that go into book illustration. Please note:

- NZSA members are encouraged to negotiate for rates higher than the minimum suggested.
- These rates cover flat fee payments.
- Another fee should be negotiated if further use of the work is required.
- The artwork and copyright of the work remain the property of the artist unless assigned and agreed to in writing