CHAPTER 12: ADVANCES

• Will you receive an advance? If so, how much is it?
• Will your advance be delivered in one payment, or several?
• Will your advance be delivered on signing, on a specific date, or on the completion of a milestone event, such as manuscript delivery?
• How will your advance be recouped?
• Is your advance subject to cross-collateralization?
• Under what circumstances will you have to repay your advance, and on what terms?
CHAPTER 13: ROYALTIES

• How are your royalties calculated?
• Does your royalty rate escalate when your book sells a certain number of copies?
• Is there a limit on how much of a reserve your publisher can hold against returns? If so, for how long?
• Does your royalty rate change if your book is sold at a deep discount?
• Under what conditions can your publisher remainder your book? What is your royalty rate in the event your book is remaindered? Will you be given a chance to buy remaindered books?

CHAPTER 14: ACCOUNTING

• How often will you receive statements?
• What information will each statement contain?
• Does your contract have a pass-through clause covering licensing revenue?
• Can you request an audit of your account? If so, under what terms?