

## Getting Your Rights Right!

There's a lot of confusion about rights these days, what with the advent of electronic use of writer's words as more and more publications go "on line." Here's a brief glossary of the kinds of rights you might be asked to offer:

**ALL RIGHTS** - This means just what it says. You're selling all rights to your work. Usually not a great idea and can often be negotiated. (Sometimes, if you're just starting out and building a file of clips, you may not mind if a publisher insists. But usually you can talk them into **First Rights** instead.)

**FIRST RIGHTS** - The article or book is being offered for sale to this publisher exclusively for its first publication.

**FIRST NORTH AMERICAN RIGHTS** - The writer is offering the publisher the right to be first to publish the work in North America.

**FIRST NORTH AMERICAN SERIAL RIGHTS** - The writer is offering first rights to publish the piece in a magazine in North America.

**ONE-TIME RIGHTS** - The writer is offering the use on the work once. It may or may not be the first or only time the piece has been or will be published.

**SECOND RIGHTS** - The work has appeared somewhere else. Although first rights can be sold only once, second rights can be sold as many times as you like.

**E-RIGHTS** - Electronic rights is a catch-all term and allows the buyer to use the writer's work in electronic media anywhere. Many publishers are now offering extra compensation for these rights. If your contract mentions e-rights, ask for more money.

**Carol Perry, © 2003, from *Travel Writers International Network Newsletter*, November, 2003**