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Q: Someone else is self-publishing a first book that she has written, and has asked me to illustrate it. What types of (financial and rights) terms would be reasonable for me to negotiate for? Also, I wonder if you can suggest a website or book that deals with this type of issue for illustrators.

In general, I think you'd be better off trying to market your work to an established publisher, but if you want to pursue this, Agent Scott Treimel of S@ottTremill NY literary agency, recommends that you "Ask an upfront per-copy royalty (five to ten percent of retail price) for the first printing. The agreement can be renewable upon each re-printing.

Another option, but one he calls a riskier arrangement, would be to have the author/publisher "compensate you with an advance against royalties, payable bi-monthly, semi-annual, or etc. Here your earnings would be reliant upon sales— plus accurate accounting and timely payment— so seek a higher royalty. Be sure earnings are payable as the books sell and not after the production/distribution/etc. investment is recouped."

As for a book, or website, you may want to check with the Graphic Artists Guild at www.gag.org. About.com also has a section on illustration, <http://publishing.about.com/cs/illustration>, which may be of interest. 11-12:02