

# BARNES & NOBLE BOOKSELLERS, INC.

## BUSINESS DEVELOPMENT DEPARTMENT

*Supporting Schools, Institutions, Businesses, and Nonprofits*



### DISCOUNTS

- **20% discount on purchases ranging between \$0 – \$999**
- **30% discount on purchases ranging between \$1,000 – \$4,999**
- **35% discount on purchases ranging between \$5,000+**

Discounts and bulk ordering options are also available on other departments in store including toys, games, gift, DVD, music, Nook, eBooks, backpacks and more. Tiered discounting does not apply. Work with your local representative for discounting options. Curation and recommendation services are also available and can factor in your local demographics, social/emotional needs, new releases, deadlines, budget constraints, and more!

## EXCLUSIVE PRODUCTS

### BOOK BUNDLE BACKPACKS



Cinch sack filled with a curated set of high interest, grade level titles to promote literacy and family engagement.

### COLLECTION OF HILO BOOKS



High Interest, low readability titles designed to engage and motivate struggling readers.

### PHONICS & DECODABLES

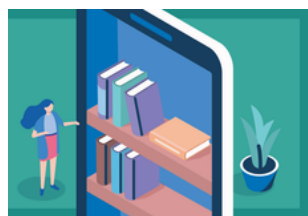


Classroom sets of phonics and decodable resources to support early learning reading fluency and comprehension.

## ONLINE ORDERING OPTIONS

BARNES & NOBLE

&CLASSWORK



Our secure purchasing portal, &CLASSWORK, provides authorized users with 24/7 access to millions of K-12 books and professional development resources. &CLASSWORK can also integrate with your institution's procurement system through a PunchOut connection, streamlining the purchasing process and giving you direct access to our catalog.

## CONTACTS

### LOCAL REPRESENTATIVE

#### Rob Lippert

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Rob has been with Barnes & Noble for 11 years and works with schools, libraries, and other organizations in Central CA, Montana, and Central OR, where he currently resides

