Title Page and Copyright Page





Backs of Journals Books and Belly Bands





Spine





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SEARCH

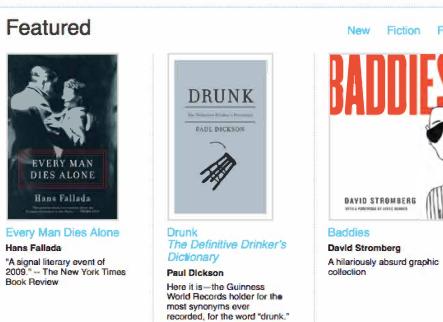
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UPCOMING EVENTS

Oct 9 David Stromberg at the RJeneration Shabbat **Dinner Talk**

New York City', 7pm David Stromberg discusses Baddies with the RJeneration crew. This event is open to the public but you must sign up first. More into to come!

Oct 10 David Stromberg at





MOBYLIVES News and Commentary About Books and Writers

Economic Crisis Karl Lydersen "They're absolutely right... * - President Barack Obama on the workers at Republic Windows & Doors

That whale is out there, man!

Takeover, and What it

Says About the





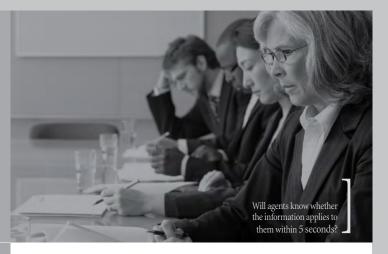






AGuide

TABLE OF CONTENTS
Principles Two and Three: Be specific; emphasize accordingly



In this toolkit, we've assembled best practice guidelines to help you develop effective communications that support the company's strategic initiatives, support agents' ability to quote, sell and service business, and, most importantly, to engage readers.

Attanial Havehone worde that easy reading is hard writing. Although the toolkit cannot alleviate all of the challenges we face when approaching a difficult assignment, it will provide guidelines that, based on our experience, can remove stumbling block. By clearing the path with single rules and practicel examples, we can a ocus on making our communications easy reading for the audience.

WHAT FOUR BASIC PRINCIPLES BUILD THE FOUNDATION FOR AN EASY READING EXPERIENCE?

 Capture readers' attention by explaining what's in it for them as soon as possible. 2. Clearly state who, what, why, when and how; show rather than tell. Determine what readers must know versus what they should know; emphasize accordingly.

4. Make every word count; minimize jargon.



We welcome you to read through the toolkit, look We welcome you to read through the tooliki, took at the examples, and consider how the four basic principles apply to your writing. Whether you are developing a concise requirements document, preparing a persuasive business case, or making a submission to the Communications Database, this guide can help you convey your message more effectively. Easy Reading Checklist for Writers

This Easy Reading Checklist expands each of the four basic principles with a series of questions. Use it as an editing tool to help your writing serve producers' needs and the company's goals.

CAPTURE READERS' ATTENTION BY EXPLAINING WHAT'S IN IT FOR THEM AS SOON AS POSSIBLE.

Have you used language that will resonate with the agents? In the introduction and at other critical points of the document, explain how the change affects the agents with respect to:

 Ease, efficiency and flexibility Time spent with customers

Finances and compensation

The appropriate "readability" level for most business writing is the eighth to tenth grade. Highly technical writing may need to be at the twelfth-grade level. To measure content readability, use a passage of at

least 100 words. Add the average number of words pe

sentence to the percentage (treat as a whole number) of words with three of more syllables. Multiply the total by .4 and round up or down to determine the

MAKE EVERY WORD COUNT: MINIMIZE JARGON.

Is the tone of the communication appropriate

Do the sentences average about 15 words?

Are the words three syllables or less?

Have you removed unnecessary words? If you must use jargon, have you clarified its meaning?

Are the paragraphs short?

READABILITY LEVELS

for agents?

Have you set aside the document then reread it later?

CLEARLY STATE WHO, WHAT, WHEN AND HOW. SHOW RATHER THAN TELL.

Is the content specific? Does it meet the needs of both the company and the agency?

Is your writing expressive, and not impressive? Have you used the format tools available with the software?

DETERMINE WHAT YOUR READERS MUST KNOW VERSUS WHAT THEY SHOULD KNOW: EMPHASIZE ACCORDINGLY.

Did you write from the agents' point of view? Is your most important point obvious? Will agents know what to do next?

grade level of your writing.



Principles Two and Three: Be specific; emphasize accordingly.

OMMUNICATION BODY

WHENEVER POSSIBLE, SHOW RATHER THAN TELL

LEAVE A STRONG FINAL IMPRESSION

FATURE THE GOOD NEWS; DON'T HIDE THE
 FATURE THE GOOD NEWS; DON'T HIDE THE
 FONdie information about how the change affects the
 rarder's workflow and/or customer interactions. The
 introduction should have alluided to the "lawer" of
 the news. The body of the communication should abult to the "lawer" of
 the news. The body of the communication should abult to the "lawer" of
 the news. The body of the communication should abult to the communications that contain background.
 Speaking points, FAQs or a time frame for
 resolution are also heipful:

Principle Four: Make every word count.

Mer ACORD 63 Fraud Statement will print with the application for certain states and lines of business. 2] Economize your language. In most cases, short words (one or two syllable) contained in short servers. Play the role of the reader; react to the material as the audience would. Ask others to read your writing and provide feedback. **ONE AND CLARITY** Is tone of your document should be

The tone shore your annung and provide recount. **TONE AND CLATTY** The tone of your document should be appropriate to your topic and purpose. Tone may be serious or humorous, formal or informal, personal or impersonal. MetLife Auto & Home uses what could be called a business casual tone in its communications It is professional without being laden with jargon; helpful but no bosy, friendly without being personal. Tone is a subjective, challenging part of writing. If you're struggling with wording, the best step is to "sleep on it."





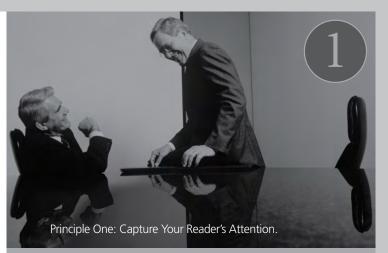
MAKE EVERY WORD COUNT

CONCISE AND DIRECT Agents guoting in CA may encounter errors ordering Motor Vehicle Reports (MVRs) due to a mismatch between the MetLife Auto & Home systems and the database for Choire@int*

MET LIFE CATALOG







TITLES

- RS Prior Carrier Look-up Function Enhanced

NTRODUCTION

1. A TELEGRAPHIC VERSION OF THE BULLETIN'S ENTIRE CONTENT:

LATIRE CONTENT: The state of Florida requires a minimum down pay amount equal to 60 days of premium for auto poli To ensure consistency across all pay plans, beginnin September 10, 2003, monthly Recurring Credit Carc (RCC, ExpressIT, payroll deduction and home acco III pay plans will require down parameter of

2. AN OVERVIEW STATEMENT SETTING UP EXPLANATORY BULLET POINTS:

3. A DIRECT STATEMENT OF WHAT THE CHANGE OR ANNOUNCEMENT IS: As a result of your feedback, we have implemented an automatic reply message for the isagentmail@ metific.com mailbox. Now, when you send customer correspondence to the mailbox, you will receive an automatic do onfirmation that your message was successfully delivered. Your request will be processe and/or replied to by our serving teams.

Communication Example

POLICY REVIEW PROCESS AUTOMATED ON ARS

The policy review process has been automated i As of April 23rd, when you access your Agent Policy Review List on Agent Resource Site (ARS), you'll see several new time-saving features and benefits. Now, customized policy reviews can fit into your work flow.

SERVICE IS A COMPETITIVE ADVANTAGE

SERVICE IS A COMPETITIVE AUVANIAGE
Service Is a competitive advantage, and policy reviews
help grow your business because they promote
long-term relationships with your customers:
Feel greater satisfaction about doing business with you,
Feel greater satisfaction about doing business with you,

 KEY FEATURES OF THE AUTOMATED PROCESS ON ARS
 Checklist data.

 Policy Review Checklist. A new link on the left navigation menu titled Policy Review will take you to an online checklist from any page within a policy.
 View and/or edit previously save reviews by clicking the Policy Review History folder at the bottom of the Checklist page.

 Policy Review View Confirmation: When you submit the online checklist ror try to exit from the policy, an online Confirmation Page.
 WHY CONDUCT CUSTOMER POLICY REVIEWS?

 According to surveys conducted by a leading rese company, customers whose insurance providers ru their needs on a regular basis are more satisfied to

Pend: ARS will automatically save customer names on your Agent Policy Review List for three months from the time they're originally added to the list, unless you complete a policy review before then. The three-month window gives you the time you need to reach out to customer you really want to contact. LEARN MORE WITH ELEARNING

#1 - CLICK POLICY REVIEW ON LEFT NAV BAR

To begin a policy review, go to your Agent Policy Review features. List on ARS and click the policy, From the Coverage Summary Page, click Policy Review in the left navigation panel. The online Checklist will display. Database of the ARS home page, then click Online Training. On the Online Training page, select Auto or Home Insurance.

- The Checklist is available for Auto, Home, Boat and PELP policies.
 The Checklist helps you track cross-selling referrals and follow-up dates.
 Conteness.Line



Complete the checklist as you discuss policy coverages, discounts, life events, etc. with your customer.

- Are more likely to retain their existing policies with you, and the Policy Review Confirmation Page when you don't finish a review, use the Save 't will finish later' button on the Confirmation Page to save the KEY FEATURES OF THE AUTOMATED PROCESS ON ARS



According to surveys conducted by a leading research company, customers whose insurance providers review their needs on a regular basis are more satisfied than

The Servicing eLEARNING modules on ARS have been updated with the new Policy Review features.

- Go to the ARS home page, then click Online Training.
- On the next page, select the type of training you
- want: Servicing Demonstration, Servicing Interactive Training or Servicing Reference Guide.
- If you have questions related to this bulletin, or would like more information, please contact your MetLife Auto & Home Regional Sales Manager.



Added performances for the holiday weekend!

Wed., Dec 29 2:00, 5:00 8:00pm	Thurs., Dec 30 2:00, 5:00 8:00pm	Fri., Dec 31 4:00, 7:00* 10:00pm*	Sat., Jan 1 2:00, 5:00 8:00pm	Sun., Jan 2 2:00, 5:00 8:00pm			
*Special New Year's Eve celebration included for the 7pm and 10pm shows.							
ASTOR PLACE THEATRE ticketmaster 800.982.2787 1.800.BLUEMAN 434 Lafayette Street NYC Group Sales 212.260.8993 BLUEMAN.COM							



"A SMASHING, LUXURIOUSLY **ENTERTAINING NEW PRODUCTION** that chills even as it generates heat. With both a

scary emotional intensity and a pitch-black sense of humor, the performances make Salome as luridly immediate as this morning's tabloids. **INSPIRED AND SEXY**

AS ALL GET-OUT." -BEN BRANTLEY, THE NEW YORK TIMES

"WHAT A HOOT! A MESMERIZING, PRODUCTION

that defiantly and outrageously crosses the line from the impossible to the brilliant. Yes folks, AL PACINO IS BACK." -LINDA WINER, NEWSDAY

"MY ADVICE? DON'T MISS SALOME. This may be a once in a lifetime chance." -LIZ SMITH



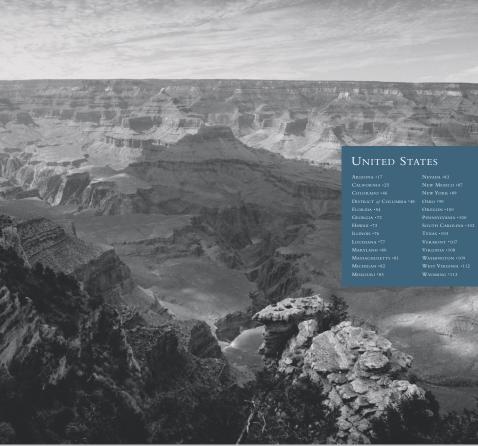
APRIL 14 - MAY 14 **26 PERFORMANCES ONLY AL PACINO KEVIN ANDERSON ROXANNE HART** in a PRESENTATION WITH MUSIC of DIRECTED BY ESTELLE PARSONS 213-365-3500 OR ORDER ONLINE AT ticketmaster.com WADSWORTH Preferred VISA

JESSICA CHASTAIN OSCAR WILDE'S MASTERPIECE

SALOME











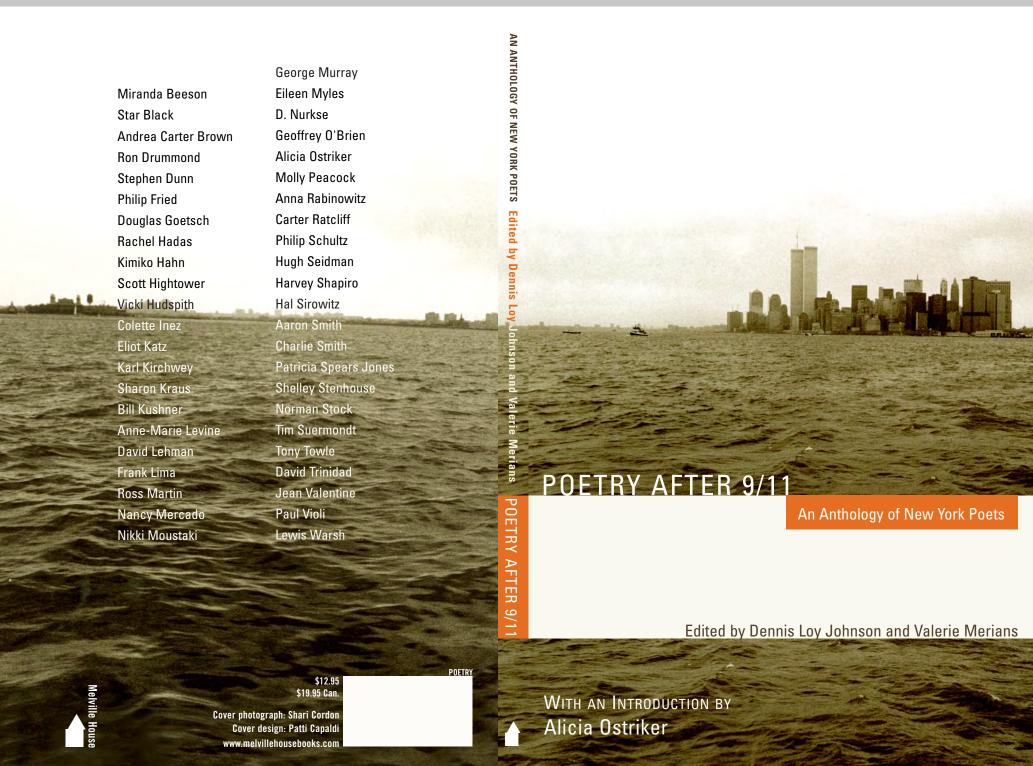














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fun finds

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92 ANIMAL HOUSE Considering adding a pet to your brood? What to think about first

94 TAKE 5 Rekindle the romance with fresh date night ideas

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Explore the

OUR COVER!



PHOTO BY Tara Donne PHOTO EDITOR Shana Faust HAIR/MAKEUP BY AKE PHOTO BY TARA DONNE; STILL BY MARK LUI



SCHOLASTIC.C

1. Ganesha's 2. My Pop-Up 3. Animal Sweet Tooth World Atlas by Anita Ganeri by Sanjay Patel & Emily Haynes Gift Beautiful,

interactive pages A fable about the Hindu god feature info about each conwriting an epic tinent, including Sanskrit poem. Love PIXAR landmarks, animator Sanjay cultural pursuits, Patel's stylized and economic activities. illustrations! Candlewick, \$19. Chronicle, \$17. Ages 2 and up. Ages 4 to 10.

GANE

Stories: The Tortoise's retold by Lari Don A spunky tale from Zambia for newly independent readers, retold in simple, familiar language. Barefoot Books, \$8. Åges 5 to 9.



38 SCHOLASTIC.COM/PARENTANDCHILD | OCTOBER 2012

PHOTOGRAPHY BY Mark Lund



4. I Say, You Say Animal Sounds by Tad Carpenter

Carpenter's goofy, playful animals are sure to delight your little one. Fun flaps help with motor skills practice! Little, Brown, \$7. Ages birth to 2.

5. Norman **Bridwell's** Clifford Collection

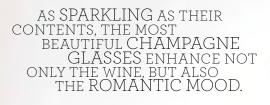
Six classic stories about America's favorite Big Red Dog-who turns 50 in February! Bridwell's verv first Clifford drawing included. Scholastic, \$13. Ages 3 and up.

6. Sleep Like A Tiger

by Mary Logue A sweet, dreamy bedtime book about how animals snooze, with whimsical illustrations by Caldecott Honor winner Pamela Zagarenski. HMH, \$17. Ages 3 to 6.

Object Lesson

-323



VARIATIONS ON A THEME What could be more elegant than rosé Champagne served in crystal? From left: A late-19th-century Venetian saucer, a contemporary stemless glass, a classic tulipshaped flute, an engraved trumpet, and a flute designed by Josef Hoffmann in the early 1900s.

TEXT BY KAREN TAYLOR PHOTOGRAPHS BY ANITA CALERO

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Object Lesson

NOTHING SETS THE MOOD quite like Champagne. And great bubbly deserves great glasses. The best stemware not only charms and seduces, but also enhances the wine, improving effervescence, aroma, and even taste.

Until relatively recently, few people contemplated these details. Originally a very sweet drink, Champagne was all about celebration and giddy insouciance. The accompanying glasses captured that sparkling mood. Glassmakers crafted flutes, which first appeared in England in the 18th century, from crystal into tall, elegant shapes, creating hugely exaggerated proportions that added to the impression of unbridled extravagance.

Perhaps this sense of excess led to the popularity of the coupe, or saucer, initially designed as a dessert dish. Think belle époque. Think Roaring Twenties. Think Greta Garbo, Marilyn Monroe, and other screen sirens. Just don't think Marie Antoinette. That coupe, made of Sèvres porcelain—and, yes, modeled after her breast—was intended for sipping milk at her dairy, in Rambouillet, France.

Despite its extensive use, the shallow saucer is the worst glass shape for savoring Champagne. Its broad surface causes the bouquet, and the bubbles, to dissipate too rapidly. Even widemouthed flutes aren't ideal for today's drier and more sophisticated



ALL SHAPES AND SIZES Champagne saucers, flutes, and trumpets are party glasses par excellence. Clear stemware affords a view of the subtleties of the wine's color and the streams of bubbles rushing merrily to the surface. From left: Two early-20th-century saucers by Josef Hoffmann; a contemporary trumpet; a gold-rimmed, diamond-cut flute designed in 1907; a flute from the Czech Republic; a flute designed in Austria in the 1950s; a modern etched stemless glass; and a gold-flecked Murano-glass flute. SEE GUIDE FOR SOURCES

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HOW TO MAKE A CLASSIC CHAMPAGNE COCKTAIL

Place a sugar cube in a flute. Add 3 drops bitters, and let it soak in. Add 1 ounce Cognac, then fill flute with 4 ounces Champagne.

Champagnes. Aficionados now prefer a tulip shape, which lets the aroma develop, and concentrate, in the glass.

If, however, your breakfront is filled with gorgeous crystal saucers, not to worry. The Elysée Palace still serves bubbly in Baccarat coupes. If you're feeling truly decadent, fill one with caviar and add a tiny mother-of-pearl spoon. Serve with Champagne.

good things

have a cookie, have a heart

This Valentine's Day, offer loved ones homemade treats wrapped in paper that echoes your heartfelt sentiments. All you need to transform plain waxed paper into lovely gift wrap is some tissue paper, a heart-shaped craft punch, and an iron. Use the paper to wrap cakes, stacks of cookies, and other goodies. Then finish each package with some waxed twine and a colorful gift tag. For the how-to, turn the page.

> PHOTOGRAPHS BY ELLIE MILLER



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Good Things

heart-covered waxed paper how-to

Fold a piece of tissue paper in half three times, forming eight layers. Using a heart-shaped craft punch (see the Guide), cut out hearts. Cover the surface of an ironing board with paper towels; place a sheet of waxed paper on top. Arrange hearts on waxed paper, and cover with another sheet of waxed paper. Cover with more paper towels. Run an iron, set to medium heat, lightly over the layers to set.





1. Using fabric shears, cut a 4½-inch-diameter circle from a piece of felt. Cut a piece of matching ribbon slightly shorter than 4½ inches. Using wire cutters, cut a piece of floral wire slightly shorter than the length of ribbon. 2. Using craft glue, affix the wire to the middle of the felt circle. Glue ribbon on top, covering the wire. Let dry 30 minutes. 3. Fold the felt circle in half, using the wire as a guide, so ribbon is inside cookie. Next, angle the sides toward each other, bending the wire at its halfway point and forming a fortunecookie shape, as shown. 4. Assemble the fortune cookies. Carefully peel back one flap of the felt cookie, and insert a paper fortune and a few candies. Fold the flap back over to close cookie around contents.



HOW TO MAKE A FORTUNE COOKIE OUT OF FELT

Share your wishes—and some candy—with friends and family. Share your wishes—and some canay—with rriends and family. Felt fortune "cookies" make charming place settings or party favors. After you've shaped the cookies, cut 4-inch strips from paper, and write messages on them. Slip the fortunes inside the cookies, along with some chocolates.



2 Portraying Talent



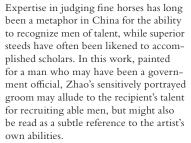
元 趙孟頫 人馬圖 卷 Zhao Mengfu (1254-1322) Groom and Horse, dated 1296

Handscroll, ink and color on paper, 11 $\%\times$ 17 % in. (30.3 \times 43.5 cm) Gift of John M. Crawford Jr., 1988 (1988.135)

The imported "celestial steed," treasured by early emperors and noble warriors, was a subject favored by such leading painters as Han Gan (active ca. 742–56; no. 1) and Li Gonglin (ca. 1041–1106; no. 7). In the early Yuan period (1271–1368), when alien Mongol rulers curtailed the employment of Chinese scholar-officials, the theme of "groom and horse" became a metaphor adopted to plead for the proper use of scholarly talent, and the famous saying of the Tang essayist Han Yu (762–824) was frequently quoted: "There are always excellent steeds, but not always a Bole, the excellent judge of horses." In Zhao Mengfu's painting, executed in early 1296, when Zhao had recently retired from serving under Khubilai Khan (r. 1260–94), the circular, abstract form of the horse serves as a deliberate foil to the sensitively rendered figure of the groom—a portrait, perhaps, of the painting's recipient (identified in Zhao's dedication at left), who may have been a government recruiter.

Although Zhao Mengfu's horse recalls *Night-Shining White* (no. 1), Zhao has radically transformed eighth-century precedents. His foreshortened three-quarter view appears more naturalistic than the earlier profile image, while his disciplined brushstrokes, particularly the parallel arcs defining the hindquarters, are more self-consciously calligraphic.





Zhao Mengfu's drawing balances representational concerns—evident in his subtle use of ink wash along the horse's contours—with a desire to inflect each line with calligraphic nuances.

3 Exquisite Discipline



唐 傳鍾紹京 楷書靈飛經 冊 Attributed to Zhong Shaoqing (active ca. 713-41) Spiritual Flight Sutra, ca. 738

Album of nine leaves (four above), ink on paper, each leaf $8\frac{1}{4} \times 3\frac{1}{2}$ in. (20.8 × 8.9 cm) Ex coll.: Weng Tonghe (1830–1904) Purchase, The Dillon Fund Gift, 1989 (1989.141.1)

The copying of sutras, the sacred texts of Buddhism and Daoism (Taoism), was an act of devotion as well as a means of propagating the faith. It required a special brush, paper of a conventional size with a vertical grid, and the use of the strictest, most formal type of calligraphy, known as standard script. This hallowed fragment of a Daoist religious text meets all those requirements yet has an elegance and fluency that elevate it beyond normal sutra writing. Wen Fong has described the sutra as follows:

Commissioned in 738 by the princess Yuzhen, a daughter of the emperor Xuanzong [r. 712–56], [it] exemplifies the highly sophisticated court style of the High Tang period. The small-size standard script \ldots is balanced and harmonious, with every stroke, hook, and dot perfectly defined and executed. Applied with a stiff, long-pointed brush, each stroke shows clean, crisp movements, with graceful, sabersharp turns. Individual characters are straight and upright, firmly built and with a rectangular frame of supports and walls. The construction of the characters reveals an analytical process, whereby different types of brushstrokes are seen as "forces" (*shi*) of a dynamic composition, each having a perfect form and "method" (*fa*) of interacting with another stroke, and each character, with its elegant, carefully considered deployment of these forces, exemplifying a model of physical equilibrium and spiritual repose.

In the early seventeenth century this sutra was acquired by the influential painter, calligrapher, and theorist Dong Qichang (1555–1636), who regarded it as one of the finest extant examples of Tang dynasty small writing.

Detail, third leaf from right, above



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Traditional Chinese texts are generally written in columns that are read from right to left. Each column is written from top to bottom, and each character is also written according to a fixed stroke order that proceeds from top to bottom and from left to right. In standard script, characters are composed within an imaginary grid. Thus, while characters may be denser or more open depending upon their number of brushstrokes, each occupies the same amount of space.

MAY

					NEMDER NUN MEMOER
тни 1	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
FRI 2	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SAT 3	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SUN 4	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
TUE 6	7рм	S	MATTESON/GUTIERREZ/		\$14/\$22
			GONZALEZ/ACHUGAR		
THU 8	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
FRI 9	7рм	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SAT 10	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SUN 11	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
TUE 13	7PM	S	MATTESON/GUTIERREZ/		\$14/\$22
			GONZALEZ/ACHUGAR		
тни 15	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
FRI 16	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SAT 17	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SAT 17	2рм	FM	FAMILY MATTERS*	CHILD	\$10
			LAVA	ADULT	\$15
SUN 18	7PM	ME	SARA EAST JOHNSON/LAVA		\$20/\$32
SUN 18	TBA	FM	FAMILY MATTERS*	CHILD	\$10
			ELLEN ROBBINS	ADULT	\$15
TUE 20	7PM	S	MATTESON/GUTIERREZ/		\$14/\$22
			GONZALEZ/ACHUGAR		
тни 22	7рм	ME	JOHN JASPERSE		\$20/\$32
FRI 23	7рм	ME	JOHN JASPERSE		\$20/\$32
SAT 24	7PM	ME	JOHN JASPERSE		\$20/\$32
SUN 25	7рм	ME	JOHN JASPERSE		\$20/\$32
TUE 27	7PM	FT	FRESHTRACKS ARTISTS TBA		\$14/\$22
THU 29	7PM	ME	JOHN JASPERSE		\$20/\$32
FRI 30	7PM	ME	JOHN JASPERSE		\$20/\$32
SAT 31	. 7рм	ME	JOHN JASPERSE		\$20/\$32
SAT 31	TBA	FM	FAMILY MATTERS*	CHILD	\$10
			ELLEN ROBBINS	ADULT	\$15

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/\$22				ELLEN ROBBINS	ADULT	\$15
	TUE	3 7PM	FT	FRESHTRACKS ARTISTS TBA		\$14/\$22
/\$32	THU	5 7рм	ME	JOHN JASPERSE		\$20/\$32
/\$32	FRI	б 7рм	ME	JOHN JASPERSE		\$20/\$32
/\$32	SAT	7 7рм	ME	JOHN JASPERSE		\$20/\$32
/\$32	SAT	7 ТВА	FM	FAMILY MATTERS*	CHILD	\$10
/\$22				ELLEN ROBBINS	ADULT	\$15
	SUN 8	8 7pm	ME	JOHN JASPERSE		\$20/\$32
/\$32	SAT	8 TBA	FM	FAMILY MATTERS*	CHILD	\$10
)/\$32				ELLEN ROBBINS	ADULT	\$15



* Family Matters and Ellen Robbins' events for children and youth are listed for your convenience, but are not further discounted for members. These events will go on sale by phone and at the box office August 15. Programs, dates and artists subject to change Special thanks to the following for supporting the DTW WorldWideWorks and Inter/National programs: Asian Cultural Council /\$32 Consulate General of the Netherlands in New York The National Performance Network National Dance Project of the New England Foundation for the Arts The Rockefeller Foundation The Trust for Mutual Understanding 25 US Department of State

AND GET SPECIAL MEMBERS-ONLY 40% DISCOUNTS ON TICKETS.

When you become a DTW Member, you get the deepest discounts we have to offer plus great benefits. Your membership is taxdeductible, and goes directly to support the artists you'll love seeing at the new DTW performance center. It's a win-win partnership - so join today!

DTW Associate Artist \$45

- You get up to two member-priced tickets per performance at 40% off
- Discounts on DTW classes and workshops
- Rush notification via e-mail (if you wish)
- Eligibility for DTW's group health insurance plan (at additional cost)
- Access to Fresh Tracks auditions and inhouse resources

DTW Performer \$65

- · You get up to two member-priced tickets per performance at 40% off
- Free exchange privileges up to 48 hours before curtain time
- E-mail reminders (with your permission)
- Free season calenders mailed to your home or office
- Advance notice on events added during the season

Ticket Prices:

THE MAIN EVENT SPONSORED BY AT&T Members \$20 Non-members \$32 You Save \$12

CARNIVAL WORLDWIDEWORKS Members \$17

Non-members \$27 You Save \$10

With Gratitude: for its support of the Inaugural Season, DTW is grateful to AT&T, Philip Morris Companies Inc., New York City Department of Cultural Affairs, the DCA Cultural Challenge Program, New York City Council, New York State Council on the Arts, and the National Endowment for the Arts. Among the private foundations providing exemplary support for both commissioning and the Inaugural Season are The Greenwall Foundation, Horace W. Goldsmith Foundation, The Jerome Foundation, The Joyce Mertz-Gilmore Foundation, The Andrew W. Mellon Foundation, The Scherman Foundation, The Shubert Foundation, Inc., and The Lila Acheson Wallace Theater Fund.

DTW's 2002 private funding for initiatives to help grow DTW's audience are funded by The Robert Sterling Clark Foundation and The Emma A. Sheafer Charitable Trust. Special thanks to Time Out New York, DTW's Media Sponsor for the Bessie S Awards. And to the Arts & Business Council and American Express for invaluable audience development training and support via the National Arts Marketing Project.



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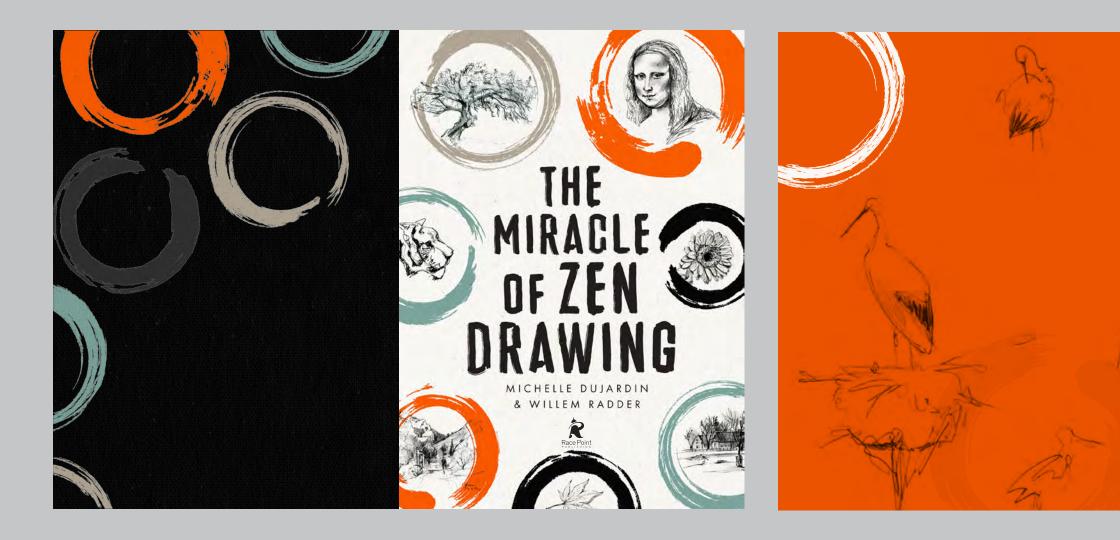
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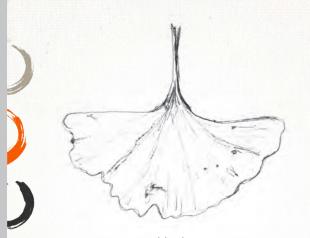
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THE MIRAGLE OF ZEN DRAWING



Leaf of a ginko tre

us feel better and gives inspiration.

22

These different approaches to art result in different "art rules," things you are allowed or not allowed to do.

CHAPTER NAME HERE

THE RULES OF ZEN ART

While you are practicing Zen drawing, keep in mind the following fundamental rules of Zen art.. It is important to obtain all necessary skills and perform each phase in the creation process step-by-step. For example, you need to combine mental and physical skills and use your intuition and rational thinking. If one of the steps in the creation process is not completed, the whole creation might not be a success.

It is also important to psychologically prepare yourself for whatever you are about to do. Most artists before they begin will take time to silence their mind and then focus and concentrate on the task at hand. It's like standing on a high springboard: You need to gather all your courage to jump into the swimming pool. When the moment comes, you may feel an inner urge and know it is "now or never."

It should be obvious that inner silence is very difficult to achieve when you are talking to someone at the same time. Becoming silent is something you may have to get used to, and it might feel unnatural in the beginning. Even worse, when you still have a very active mind, that mind may become rebellious. Be prepared for some funny things to happen when you try to reach inner silence. Your body might suddenly get very active and feel the urge to move, or you might have a sudden and ill-timed urge to cough!

[ILLO] 044 banana.jpg

Just like when jumping off a springboard, there is no way back once you've begun drawing in the Zen technique. When you perform, you

23

THE MIRAGLE OF ZEN DRAWING

Right speech means understanding that all the words you use can have an effect on how you look at yourself. For instance, it means you do not lie to yourself (and others) about a drawing you have just made. It also means you should not make comments about drawings other people have made. The things you say or write should always enhance your own life and the lives of others. Simply said: Pay particular attention to the way you say things, your intonation, timing, and intention.

Right action, the second guideline to awakening the morality of your heart, basically describes all the things you should not do during your life. In the context of drawing, for example, practicing right action means that you handle everything you draw with the utmost respect. In life generally, right action applies to people, animals, trees, plants, and even cars, motorbikes, boats, and so forth. The same is true for the way you earn a living, or the practice of right livelihood, as Buddha calls it. He teaches us that you should earn your living in a way that does not harm other people, plants, or animals. But that is not everything: You should also avoid earning a living by exploiting people's weaknesses.

Last but certainly not least, here are the three guidelines to improve your mental capabilities: right effort, right mindfulness, and right concentration. Right effort basically teaches us the importance of a positive attitude in attempting to achieve our goals. For example, in practicing right effort, you might say to yourself, "I don't care how much effort it takes, I'm going to do it!" This attitude makes sure that the energy you use for making a drawing, for instance, is expressed in the best possible way.

8

want to let you in on a little secret: You don't need any knowledge of drawing techniques to make a drawing. The truth is that, with-L out exception, everybody can draw!

The only thing you need to know is that you, like everyone else, have an inner artist that already knows what to do and how to do it. This inner artist looks at the world in silence, and when it is awake something magical happens: Your hands move simultaneously along with your eyes. This makes your hands able to draw everything your eyes can see

This book is as much about drawing as it is about becoming aware and balanced—which, in turn, will awaken your inner artist. It is a book about the joy you feel for what the world looks like when your inner artist is awake. All you have to do is be willing to become silent and learn from your own experiences.

Stork in Holland

CHAPTER NAME HERE

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Once you start using the techniques in this book for your drawing, you will gradually become aware of all the things that are happening in your mind. You will see that your mind filters information and puts it away in compartments. For example: "This is good," "I do not like that," "That is an odd shape," "That yellow is the wrong color," and so forth. The trick is to learn to first look at all the judgments your mind makes, and then bypass this judging mind so you can look at the world through our heart. When you start to see reality as it really is, that is called right mindfulness.

Buddha's last guideline in the Eightfold Path, right concentration, is best described as the focus of all your attention on what you are drawing at any specific time. So, when you are drawing a flower, this flower is all you see, and you don't get distracted by

other things. You do not hear the sound of a radio playing in the background or a car going by. If you have decided to draw just one little petal of a flower, then this is all you see. The rest of the flower, its branches, the vase it might be in, the table on which the vase stands—everything seems not to be there. The more you practice, the longer you will be able to keep this concentration over an extended period of time. This "learning to be still," to quiet your chatty mind, is called meditation.

In that respect, Zen drawing can also be referred to as a "The purpose of our lives meditation technique. It is simple, easy, and joyful; it will

is to be happy. -Dalai Lama

9







"Daringly lyrical....Focuses on the breakout generation of Berliners-artistic, imaginative, introspective-who grew up after the Wall came down." -O magazine

n nine luminous stories of love and loss, loneliness and hope, Judith Hermann's stunning debut collection paints a vivid and poignant picture of a generation ready and anxious to turn their back on the past, to risk uncertainty in search of a fresh, if fragile, equilibrium.

A restless man hopes to find permanence in the purchase of a summer house outside Berlin. A young girl, trapped in a paralyzing web of family stories and secrets, finally manages to break free. A granddaughter struggles to lay her grandmother's ghosts to rest. A successful and simplistic artist becomes inexplicably obsessed with an elusive and strangely sinister young girl. Against the backdrop of contemporary Berlin, one of Europe's most vibrant and exhilarating city, Hermann's characters are as kaleidoscopic and extraordinary as their metropolis, united mostly in a furious and dogged pursuit of that "narrow strip of sky over the rooftops."

An international bestseller and translated into twelve languages, Summerhouse Later, heralds the arrival of one of Germany's most arresting new literary talents.

"Hermann's writing achieves a fullness that's almost magically spun. . . She's a master at capturing what teems beneath placid surfaces. Arresting." -New York Times Book Review

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Pretentiousness: Why It Matters is for anyone who has braved being different, whether that's making a stand against artistic consensus or running the gauntlet of the last bus home dressed differently from everyone else. Why do we choose accusations of elitism over open-mindedness? What do our anxieties about "pretending" say about us?

"Epoch-making, epic, historic, unforgettable, triumphant, age-old, inevitable, inexorable, and veritable. Pretentiousness will never look the same." -Elif Batuman, author of The Possessed

"Dan Fox's book celebrates the art in artifice, the 'let's pretend' in pretentiousness, arriving at an eloquent, important understanding of how culture has always provided an escape from the dreariness of routine work and productive life. Exhaustively researched and passionately written, recognizing those who audaciously 'pretend' to beauty beyond their present means, Pretentiousness is a deeply optimistic and affirming book." —Chris Kraus, author of *I Love Dick*

"Pretentiousness: Why It Matters is more than a smartly counterintuitive encomium: it's a lucid and impassioned defense of thinking, creating, and, ultimately, living in a world increasingly dominated by the massed forces of social and intellectual conservatism

—Tom McCarthy, author of Satin Island

"Fox makes a very good case for a reevaluation of the word 'pretentious." The desire to be more than we are shouldn't be belittled. Meticulously researched, persuasively argued-where would we be as a culture if no one was prepared to risk coming across as pretentious? Absolument nowhere, darling—that's where." —Jarvis Cocker





POETRY



ROBERT A.B. SAWYER was born in Brooklyn, bought up in Los Angles, came of age in Santa Cruz, and entered the real world in New York City. There he spent 30 years creating advertising for some of the world's largest brands, as well as some you'd need a séance to find.



Sawyer was invited to read in the 2017 Festival Internacional de Poesía en el Caribe, PoeMaRio, in Barranquilla, Colombia. He was a winner of the 2003 Discovery / The Nation Poetry Competition, and has had poems published in The Nation, Margie: The Journal of American Poetry, and New Millennium Writings. His poem "How I know She's Coming Home" was selected by Natasha Trethewey for Meridian Best New Poets 2007. He has also published work n Adbusters, Afterimage: The Journal of Media Arts and Cultural Criticism, and The New York Times.



Exits but no Escapes[®]Press, New York DESIGN: Patti Capaldi

from in this unsteady time. This book is a virtual encyclopedia of poetics histories in colonial resistances. Thoroughly steeped in signature inimitable musicality and flourishing image verse. this encompassing, jazz-inspired, paramount collection brings us to our knees and delivers us back into the beauty of life amidst all its human complications and conditions. Into the spirit stains, perfumes, and lingual intensities bridging migrations, languages, and cultures to reel in lucidity and create a balancing nest of home. A socially artistic creation by a seasoned genius, Beneath the Spanish is on time, in time, and Victor Hernández Cruz delivers one of the most gorgeously stunning and remarkable contributions to the canon to date. Go on, lose yourself in this." —Allison Adelle Hedge Coke, author of *Streaming*

BENEATH THE SPANISH is history, the clash and melt of cultures, the conquest of the New World, colonialism, bilingualism, fragmentation, and cubism. Poems built of tobacco, sugar, café; Spanish, Arabic, English; José Martí, Federico García Lorca, and William Carlos Williams. A history and exploration of Hernández Cruz's Caribbean roots as well as a documentation of and counterpoint to the origin of the European cultural intrusion into the New World, Beneath the Spanish deconstructs and reconstructs a wounded history, offering a prayer for communication between distances, oceans, music, dance, and mountains, revealing the past in the present moment we live.



VICTOR HERNÁNDEZ CRUZ is the author of several collections of poetry including, most recently, The Mountain in the Sea and In the Shadow of Al-Andalus, Featured in Bill Movers's The Language of Life series, Cruz's collection Maraca was a finalist for the Lenore Marshall and Griffin Poetry Prizes. He divides his time between Morocco and his native Puerto Rico.

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Judith Hermann

STORIES

"Nine glimpses of post-wall Berlin that shimmer with dark wit and intelligence."-Elle magazine

summerhouse, later

RETENTIOUSNESS

WHY IT MATTERS



NICHOLAS LEMANN, born in New Orleans in 1954, began his journalistic career there and then worked at Washington Monthly, The Washington Post, and Texas Monthly, of which he was executive editor in 1981-83. A frequent contributor to national magazines, he was national correspondent of The Atlantic Monthly in 1983-98 and is now a staff writer at The New Yorker. His last book was the prizewinning The Promised Land: The Great Black Migration and How It Changed America (1991). He lives in Pelham, New York, with his family.

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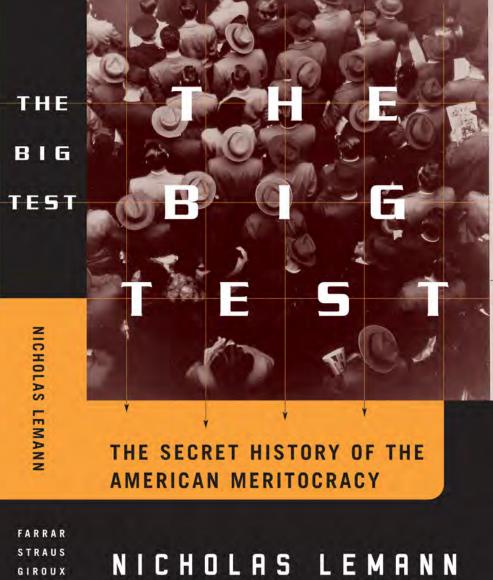
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Lemann's narrative goes across a huge range of subjects, places, and times-from Cambridge and wartime Washington to contemporary California, from the think tanks and policy centers where educational testing was invented to the schools and classrooms where the test forms are handed out. And he describes the consequences, for individual lives and for society as a whole, of this effort to create a new meritocracy.

For the utopian experiment didn't turn out as planned. It created a new elite but also generated conflict and tension, particularly over the issue of race, and America is now a society whose best-educated, most privileged, and most powerful people seem to be leaders without followers-prosperous, resented figures who don't hold the country together around their ideas yet who are trying, like the old elite, to perpetuate themselves down through the generations. Lemann shows that this American meritocracy is neither natural nor inevitable, and it does not apportion opportunity equally or fairly.

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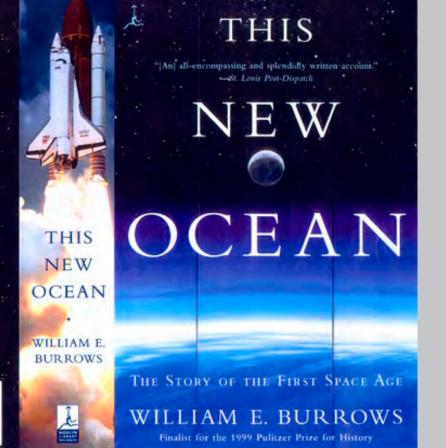
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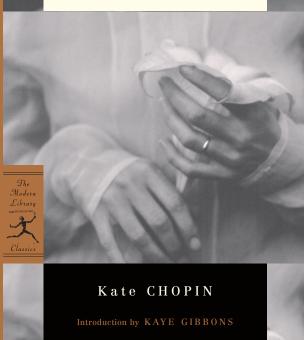
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CHLOE CALDWELL is the author of the novella Women and the essay collection Legs Get Led Astray. Her work has appeared in Lenny Letter, Vice, Salon, the Rumpus, the Sun, and Hobart, among others. She teaches personal essay and memoir writing in New York City and lives in Hudson.







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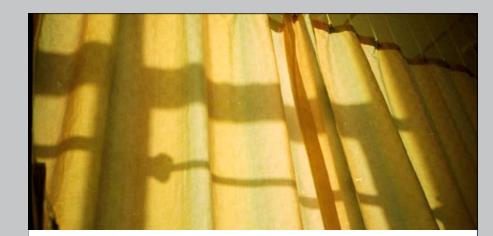
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