

North American Nature Photography Association



Preliminary Program

Wednesday: January 12, 2000

11:00 AM – 7:00 PM Portfolio Reviews

Chair – Niki Barrie (Separate registration required. See page 13 for instructions and choices of reviewers.)

11:00 AM – 4:00 PM Pre-Summit Field Workshop

LADY BIRD JOHNSON WILDFLOWER RESEARCH CENTER
(Separate registration required. See registration form on pages 7-8.
Fee includes transportation cost, box lunch, and entrance fee.)

Photo Leader – Mark Warner, **Workshop Host** – Linda Helm

Visit this renowned wildflower research center with macro photography specialist Mark Warner in a special field workshop. Following a guided tour explaining the various projects, participants will have the opportunity to engage in close-up photography and join Mark for hands-on instructions. Also offered after the Summit on Sunday, January 16.

12:00 PM – 4:00 PM Pre-Summit Workshop

MARKETING TO THE PAPER PRODUCTS INDUSTRY

Workshop Speaker – Darrell Gulin
(Separate registration required. See registration form on pages 7-8.)

This special workshop will focus on the large paper products industry and how you can market your photographs for calendars, note cards, and posters. It will show you how to increase your odds of making sales by knowing what to photograph, using marketing techniques, knowing your competition, and building relationships with the buyers. Learn how to sell your images through self-marketing, developing the needed resources and contacts to begin targeting your potential clients and then marketing your work. Also, find out how to choose and build a relationship with the right stock agency to represent your work. Included are discussions and examples of how to edit your files, how to respond quickly to photo requests, and how to create presentations that will help you stand out to potential buyers. Finally, there will be group participation on why certain images work for buyers and others don't.

4:00 PM – 7:30 PM Exhibit Hall Opens

4:00 PM – 7:30 PM Infinity Foundation
Silent Auction opens

(Bid on items until Saturday afternoon.)

4:30 PM – 6:30 PM Pro's Meeting

(See page 8 to register for this free event.)

Moderator – George Lepp

(For the first time, this popular meeting is included in the registration fee, but please register separately for the event on the registration page to ensure space is available.) This year we will have open discussion on land access in both national and state public areas, legal and copyright issues, and other topics of concern to practicing professionals. Participants are encouraged to speak up but to limit their remarks because of time constraints.

6:30 PM – 7:30 PM Opening Night Welcome

(Chips, Soft Drinks and Cash Bar)

6:30 PM – 7:30 PM Exhibitor Demonstration Sessions

(Demonstrators to be announced in the on-site program.)

Thursday: January 13, 2000

7:30 AM – 8:30 AM Continental Breakfast

8:30 AM – 8:45 AM President's Message

Larry W. Richardson

8:45 AM – 9:00 AM Summit Opening

Master of Ceremonies – Wayne Lynch

9:00 AM – 10:00 AM Opening Session

HORNBILL TO HARPIES: CANOPY SHOOTING AND OTHER FAR-FLUNG ADVENTURES

Main Speaker – Tui De Roy

From ascending tall rainforest trees to swimming with whales to sharing an ice floe with emperor penguins, Tui will discuss the variety and scope of what it means to be a dedicated wildlife photographer, with flexibility and low impact being the guiding principles.

10:00 AM – 10:30 AM Break

10:30 AM – 12:00 PM Portfolio Reviews

(Separate registration required. See page 13.)

10:30 AM – 12:00 PM Seminar Sessions

BREAKOUT 1 – CLOSE-UP PHOTOGRAPHY

Speaker – Mark Warner

Great close-ups take more than a casual approach. Proper equipment and technique are necessary when photographing small subjects. Mark will discuss the pros and cons of various types of equipment, costs, exposure, lighting, close-up flash, film choices and problem solving. This seminar will open your eyes to an exciting new world!

Breakout 2 - ABSTRACTS AND PATTERNS IN NATURE

Speaker - Larry Michael

This session will include both technical and artistic aspects of abstract photography. Highlights include finding opportunities, thinking "fine art," and achieving creative expression by breaking the rules. Larry will teach the difference between "looking" and "seeing" and how to create "feeling" on film through various techniques.

Breakout 3 - DIGITAL 2000: FROM WILD TO IMPOSSIBLE

Speaker - Ron Sanford

A few years ago photographic skills and field perseverance were enough to sell images. Today's marketplace requires the same skills and commitment, but they are now only the first step! Photo buyers who have seen "more" won't accept less. This digital "show and tell" session will illustrate the transition from digital dabbling to what's selling.

Breakout 4 - TEXAS: AN IMAGE OF DIVERSITY

Speaker - Wyman Meinzer

Learn more from one of Texas' own about the varied landscapes and wildlife that exist in the Lone Star State. Wyman has been called the foremost authority on where and what to shoot in Texas and he will include examples of scenes and species within a 350-mile radius of Austin.

Breakout 5 - HOW TO LOCK THE DEAL IN TODAY'S MARKET: THE ART OF PRICING AND NEGOTIATING

Speaker - Deborah Free

This interactive seminar will focus in on the questions you need to ask and what you need to know in order to negotiate a deal that both you and your client can be happy with. Attention will also be given to what is needed to be a professional in today's highly competitive stock photography market. Be prepared to interact and to have fun!

12:00 PM - 1:30 PM Lunch

1:00 PM - 1:30 PM Special Infinity Foundation Auction

This year for the first time, the Infinity Foundation during the second half of lunch will be auctioning off an hour of personal one on one sessions with several masters of photography and gift certificates to local restaurants.
(See page 14 for further details.)

1:30 PM - 3:00 PM Seminar Sessions

BREAKOUT SESSIONS 1 - 5 REPEATED

(See 10:30 AM - 12:00 PM for session titles and descriptions.)

3:00 PM - 4:00 PM General Session

REFLECTIONS OF A NATURALIST

Main Speaker - Kennan Ward

Being a nature and wildlife photographer is demanding, but all hardship is forgotten when eye-to-eye contact is made with a wild animal. Or when a window opens up in the clouds and the light shines on a glorious landscape. Kennan will reflect on his most inspiring moments of more than 20 years photographing in the wilderness.

4:00 PM - 7:30 PM Exhibit Hall Open

4:00 PM - 7:30 PM Exhibitor Demonstration Sessions

(Demonstrators to be announced in the on-site program.)

5:30 PM - 6:30 PM Get-together
(Soft Drinks and Cash Bar)

7:30 PM - 9:30 PM Members' Slide Shows

Group 1 - moderated by Bob Rozinski & Wendy Shattil

Group 2 - moderated by George Lepp

(See page 16 for instructions on how to participate.)

Friday: January 14, 2000

7:30 AM - 8:20 AM Continental Breakfast

8:20 AM - 8:30 AM Fellowship Awards

8:30 AM - 9:30 AM Opening Session

PHOTOGRAPHY FOR THE PURE FUN OF IT

Main Speaker - John Netherton

"I got into nature photography quite simply because I enjoy it. So why turn it into work with stress?" John will share with us how to have fun and not take ourselves too seriously while pursuing our photography.

9:30 AM - 10:00 AM Break

10:00 AM - 11:30 AM Portfolio Reviews

(Separate registration required. See page 13.)

10:00 AM - 11:30 AM Seminar Sessions

Breakout 6 - MARKETING THE WHOLE PICTURE

Speakers - Larry and Donna Ulrich and Marguerite Powers

Are you ready to start marketing your photographs? Whether you want to sell a few here and there to pay for your "habit" or if you want to set up a full-time business, there are many skills you need to master. This seminar will cover the various types of market and revenue sources available to today's photographer. Topics of discussion include self-promotion, how to find and maintain client relationships, and how to figure out what sells.

Breakout 7 - WINNING OVER THE AUDIENCE: HOW TO DELIVER POWERFUL MESSAGES WITH YOUR SLIDES

Speaker - Mark Jones

Using the example of how seabirds survive at sea, this session will show how to assemble action-packed photo stories for presentations, both to convey information and instill awareness and admiration for diverse topics. Together with Tui de Roy, Mark has impressed audiences worldwide with his photo presentations. Learn how to use the power of still photography for maximum impact!

Breakout 8 - WIRELESS DREAMS

Speaker - Gil Lopez-Espina

Journey with this artist/photographer into his hidden dreams, where one finds a world of unique places and cre-

Saturday: January 15, 2000

ative emotional experiences. This will be a diverse presentation containing fascinating wildlife, breathtaking scenery, humor, intriguing patterns, creative slide manipulations, and surrealistic concepts.

Breakout 9 – THE RECORDING AND USE OF NATURAL SOUNDS

Speakers – Kevin FitzPatrick, Dennis Hyson and Paul Matzner

This seminar will demonstrate the basics of sound and field recording, simple recording equipment, and use of music in presentations. Using numerous examples, Kevin, Dennis and Paul will show how natural sounds and music can be integrated with imagery to creatively document all aspects of nature.

Breakout 10 – FOREVER WILD: PROMOTING NATURE WITH WORDS AND PICTURES

Speaker – Bill Silliker

From mountaintops to north woods ponds, Maine's Baxter State Park provides habitat for many species. Combining the power of words with images, Silliker will tell an inspiring story of how one person made a huge difference and show how nature photographers who think beyond the image can help to promote biodiversity.

11:30 AM – 1:00 PM Lunch

1:00 PM – 2:00 PM General Session

ARTISTIC DIVERSITY IN SEARCH OF BIODIVERSITY

Main Speaker – James Balog

James Balog's provocative photographs of animals – wild, captive and those caught on the border between both worlds – challenge our perceptions of nature and humanity's relationship with it. His latest book, "Animal," presents the breadth of his diverse work, from traditional field studies and "concerned photojournalism" to stylized portraits and black-and-white treatments with a \$15 camera. Jim will give us an in-depth look at the philosophy and motivation behind it all.

2:00 PM – 3:30 PM Seminar Sessions

BREAKOUT SESSIONS 6 - 10 REPEATED

(See 10:00 AM – 11:30 AM for session titles and descriptions.)

3:30 PM - 4:30 PM General Session

AIMING THE CAMERA AT ENVIRONMENTAL ISSUES: SIBERIA, ALASKA, BORNEO

Main Speaker – Boyd Norton

Boyd will share his continuing experiences in these three crucial areas that hold spectacular wildlife and habitats. They also have enormous conservation problems coupled with troubled economics, political unrest and cultural conflicts.

4:30 PM – 7:30 PM Exhibit Hall Open

4:30 PM – 7:30 PM Exhibitor Demonstration Sessions

(Demonstrators to be announced in the on-site program.)

5:30 PM – 7:00 PM Author Signing Reception

(Soft Drinks and Cash Bar.)

(See page 14 for more information.)

7:30 AM – 8:30 AM Continental Breakfast

8:30 AM – 8:50 AM Members' Showcase

Images by sixteen photographers, selected by a panel of editors, publishers and photographers from Thursday evening's Members' Slide Shows, will be merged together by George Lepp into a digital program set to music.

8:50 AM – 9:45 AM State of NANPA Report (Business Meeting)

9:45 AM – 10:00 AM Break

10:00 AM – 11:30 AM Seminar Sessions

Breakout 11 – SYNERGISTIC ALLIANCE: MERGING THE FIELD BIOLOGIST AND NATURE PHOTOGRAPHER

Speakers – Connie Bransilver and Larry W. Richardson

Larry and Connie will introduce you to field research photography. See the benefits of offering your time and skills to field biologists and sell yourself as an asset to their work. Gain access to research facilities in North America and around the world. Use your craft for the benefit of science and conservation – and for yourself!

Breakout 12 – EXTENDING NATURAL VISION

Speaker – Heather Angel

Heather will reveal what motivated her to take images for her latest book, "Natural Visions," from around the world. Throughout her presentation she will offer tips about composition, lighting and metering. Finally, she will show her new digital art images, which extend her vision beyond the camera.

Breakout 13 – NATURE OF CREATIVITY

Speaker – Lisl Dennis

As a travel photographer, Lisl will explore the nature of creativity in various cultures in an adventurous and instructional program. Lisl will emphasize the spontaneous photographic response to people and to a wide variety of subjects and situations in foreign cultures as the key to developing a personal style. The program will be illustrated with Lisl's graphic images from around the world, including an audio-visual program on Morocco.

Breakout 14 – THE WORKING PHOTOGRAPHER'S GUIDE TO SAVING YOUR BACK AND SHARPENING YOUR MIND

Speaker – Lynda Kirk

Hauling equipment, wrangling cameras, contorting your body to capture that special angle – all can wreak havoc on your back, neck, joints, nerves, and muscles. And when your body feels tired or achy, it's hard to maintain the mental sharpness and creative edge you need to photograph. Lynda, an authority on clinical and peak performance applications of biofeedback, will demonstrate and teach quick and effective biomechanical and mind-body techniques that you can use immediately in the field, lab, or anywhere.

Breakout 15 – WANT TO PUBLISH? JUST ADD WORDS!

Speakers – Budd Titlow and Chris Ridout

You have thousands of photos that win compliments and awards, and you know they are publishable but don't

know how to begin marketing them. Budd and Chris will show you how to put together photo-text packages guaranteed to catch an editor's eye and earn publication credits. Over the past two years, their system has successfully placed articles in more than 25 publications.

Breakout 16 — BIODIVERSITY: IF THEY SEE IT, WILL THEY CONSERVE IT? THE ROLE OF NATURE TOURISM

Speaker — John S. C. Herron

Nature tourism, like nature photography, promotes awareness of our unique natural resources. Local projects such as the Great Texas Coastal Birding Trail are helping Texas communities appreciate and conserve nature in their own backyards. John, who is program director of the Wildlife Diversity Program at the Texas Parks and Wildlife Department, will present information on the economics of nature tourism in local communities, as well as demographics about such tourists and how the public supports nature tourism.

11:30 AM – 1:00 PM

Lunch

11:30 AM – 3:00 PM

Exhibit Hall Open

11:30 AM – 3:00 PM

Exhibitor Demonstration Sessions

(Demonstrators to be announced in the on-site program.)

12:30 PM – 1:00 PM

"Members Speak" Session

12:30 PM – 1:45 PM

Infinity Foundation Silent Auction

(Last chance to bid for items. For more information see page 14.)

3:00 PM – 4:30 PM

Seminar Sessions

BREAKOUT SESSIONS 11 – 16 REPEATED

(See 10:00 AM – 11:30 AM for session titles and descriptions.)

4:30 PM – 6:00 PM

Free time

6:00 PM – 6:30 PM

Banquet Reception
(Cash Bar only.)

6:30 PM – 7:45 PM

6th Anniversary Banquet

(Separate registration required. See registration form on pages 7-8 to purchase Banquet tickets. For the first time, there will be assigned seating at the banquet. Look for instructions at registration.)

8:00 PM – 8:30 PM

Student Slide Presentations

8:30 PM – 9:00 PM

NANPA Awards Presentations

9:00 PM – 9:30 PM

Break

9:30 PM – 10:30 PM

General Session

FROM THERE TO HERE WITH NO ROAD MAP!

Main Speaker – Thomas Mangelsen, Recipient of the NANPA Outstanding Photographer of the Year Award

Sunday: January 16, 2000

7:00 AM – 12:30 PM

Post-Summit Field Workshop

BARTON CREEK HABITAT PRESERVE

Workshop Leaders – Connie Gelb, George Lepp and Dan Snodgrass

(Separate registration required. See registration form on pages 7-8. Fee includes transportation cost, continental breakfast and entrance fee.)

Explore and photograph The Nature Conservancy's 4,000-acre Barton Creek Habitat Preserve on the outskirts of Austin with a Nature Conservancy land manager and naturalist, a photo editor and a renowned photographer. Nestled along four miles of meandering creek, the scenic preserve protects the habitat of two species of endangered songbirds, the black-capped vireo and the golden-cheeked warbler. Raptors that can be seen at Barton Creek in January include northern harriers and red-tailed and red-shouldered hawks. The habitat also shelters the rare Barton Springs salamander.

9:00 AM – 12:00 PM

Post-Summit Workshop

SETTING UP YOUR OWN WEB SITE

Workshop Speaker – Theresa Husarik

(Separate registration required. See registration form on pages 7-8.)

The Internet has quickly become a powerful marketing and promotional tool. Photo buyers regularly search the Internet for images and photographers, and photo enthusiasts check out sites of interest. Enter the new century with increased knowledge of what a Web site can do for you. Participants of this special workshop will be introduced to many of the issues involved in creating a presence on the Internet, including choosing a host, defining the audience, design considerations, image optimization, HTML basics, search engine placement, and advanced techniques for getting your site noticed. Theresa teaches Web design, digital imaging and computer programming, and also serves as NANPA's Web designer and Communications Committee chair.

9:00 AM – 2:00 PM

Post-Summit Field Workshop

LADY BIRD JOHNSON WILDFLOWER RESEARCH CENTER

Photo Leader – Mark Warner, **Workshop Host** – Jane Kinne

(Separate registration required. See registration form on pages 7-8. Fee includes transportation cost, box lunch and entrance fee.)

Visit this renowned wildflower research center with macro photographyspecialist Mark Warner in a special field workshop. Following a guided tour explaining the various projects, participants will have the opportunity to engage in close-up photography and join Mark for hands-on instructions. Also offered prior to the Summit on Wednesday, January 12.

10:00 AM – 12:00 PM

Post-Summit Workshop

THE EDITOR'S POINT OF VIEW

Workshop Speaker – Kent Kobersteen

(Separate registration required. See registration form on pages 7-8.)

Director of Photography and Senior Assistant Editor at *National Geographic* magazine, Kent will discuss the use of natural history photography at the magazine, highlighting what the editors are looking for in images and photographers and the process of approving proposals. He will also address digital alteration of photographs, the use of captive animals, the degree of financial commitment to each coverage, and other topical issues. There will be plenty of time for audience discussion.