

October 2024 Edition MONTHLY INDUSTRY NEWSLETTER

IN ASSOCIATION WITH MUNCE GROUP



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increasing in value, or fully understanding a situation.

It's Pastor Appreciation Month! So what should we do? That depends on our definition of "appreciation," which can mean recognizing something's full value,

Here's the good news: we don't have to choose.

Jesus does all three, and so can we. 1. Jesus appreciates pastors by honoring them. Peter encourages faithful pastors with a promise—

"when the chief Shepherd appears, you will receive the unfading crown of glory" (1 Peter 5:4). Jesus will honor faithful pastors and calls the church to do the same (1 Thessalonians 5:12-13).

While an appreciation Sunday may be encouraging, token appreciation (offered only once a year) can feel like an insult. The pastor who receives genuine appreciation all year long will hardly miss a special Sunday. Each month, write a note of encouragement highlighting a valued aspect of your pastor's ministry.

2. Jesus appreciates pastors by increasing their value. Good pastors are "profitable" to a church (Hebrews 13:17). But valuable pastors weren't born that way. God makes us "competent to be ministers of a new covenant" (2 Corinthians 3:6). God calls, strengthens, appoints and equips pastors through the Spirit, the Scripture and the saints. Every pastor, given by Christ "to equip the saints for the work of ministry" (Ephesians 4:12), was once a saint being equipped for ministry. Jesus never stops "appreciating" pastors, helping them become more beneficial to His flock.

or intentional sabbaticals. 3. Jesus appreciates pastors by fully understanding their situation. Christ is able "to sympathize with our weaknesses" because "he has been tempted in every way as we are" (Hebrews 4:14-16). Jesus can appreciate: being hated for no good reason (Matthew 2:16).

Consider "appreciating" your pastor by providing continuing education, conference opportunities

• depending on others' generosity (Luke 8:2-3). being rejected by family (Mark 6:1-4; John 7:5). hearing, "That's not how we've always done it!" (Mark 7:1-5). desiring solitude but being hounded by needs (Matthew 14:13).

• being celebrated and condemned within a week (Matthew 21–27). grieving unresponsiveness (Matthew 23:37-39).

- facing ministry-ending plots (Matthew 26:2-4). profound sadness over a ministry assignment (Matthew 26:38-39). • being betrayed by friends and mistreated by authorities (Luke 22:47–23:25).
- receiving unjust condemnation, mockery and abuse (Matthew 27). The list could go on, but suffice it to say, the Great Shepherd understands every challenge that

facing Satanic assaults (Matthew 4:1-11).

• being criticized for your company (Matthew 9:11).

exhaustion (John 4:6).

- pastors face.
- We can grow in sympathy by serving alongside our pastors, asking good questions and listening to understand. But, most importantly, we should point pastors to Jesus who can help them because He can appreciate them. "For since he himself has suffered when he was tempted, he
- who lived, died, rose again and reigns on a throne of grace at which "we may receive mercy and find grace to help us in time of need" (Hebrews 4:16). Beginning today, take practical steps to regularly "appreciate" pastors in every sense of the word!
- **Eric Schumacher** is an author, podcaster, songwriter and has served in pastoral ministry for over two decades. He is currently the pastoral ministry director for the Baptist Convention of Iowa. Along with Elyse Fitzpatrick, he is the coauthor of Worthy and Jesus and Gender, and the sole

God designed our weakness

author of *Ours and My Last Name*. Eric and his wife, Jenny, live in Iowa with their five children.

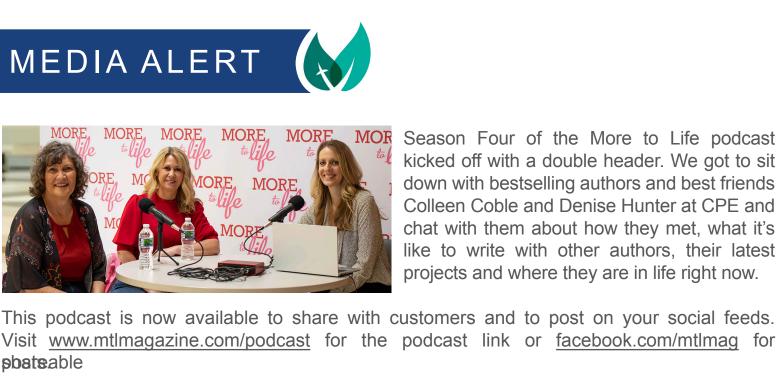
is able to help those who are tempted" (Hebrews 2:18). Remind your shepherds of the Shepherd

to draw us closer to Himself GOOD The Good Gift of Weakness by Eric Schumacher helps believers learn to accept weakness in order to experience true strength. To order, contact your sales rep today.

Monthly Bestsellers List



MOR



CPE UPDATE Register Early for Your Chance to Win!

> All retailers registered by October 31, will be entered into a drawing to win an additional \$100 in cash reimbursement. Retailers, invite your vendor friends and fellow retailers. Vendors, invite your

> CPE Winter 2025 is expected to be one of the largest attended shows to date, so be sure to register and book your rooms before it's too late. You must book using the link on the CPE website in order to qualify for reimbursement and receive CPE's discounted room rates, which includes a

retail friends and customers.

Season Four of the More to Life podcast kicked off with a double header. We got to sit down with bestselling authors and best friends

Colleen Coble and Denise Hunter at CPE and chat with them about how they met, what it's like to write with other authors, their latest projects and where they are in life right now.

discounted valet fee and waived resort fee. Saddlebrook Resort is currently under construction and under new management. Renovations are set to be finished by January 2025, and Saddlebrook already has events booked prior to our tradeshow. CPE attendees will be some of the first guests to enjoy this completely refurbished



If you plan on getting here early, join us on Saturday, February 15, for a welcome reception from CPE Winter 2025 will be February 16-18, at Tampa's world-class golf resort and hotel, Saddlebrook Resort. Registration is always FREE for retailers and includes a generous reimbursement

Saddlebrook's picturesque golf courses, pickle ball courts, pools and spa, plus the newly renovated deluxe guest rooms and suites, make this one of Florida's premier meeting and



in Atlanta. According to Gifts & Decorative Accessories, they were two of the nearly 15 buying groups and trade associations to attend. According to Karen Olson, Atlanta Market Andmore executive vice president and chief marketing officer, "These collaborative initiatives

CRA Partners with the Gift Market

In her article "How to Take Advantage of America's 'Next Great Decorating Holiday", retailer Carol Schroeder talks about the best way a small store can take advantage of this opportunity. Although costumes and candy are the top-selling category, the only way a small store could effectively compete in this arena would be to offer a wide selection of costumes and discounted bulk candy. Even though costumes and candy are a big part of trick-or-treating, one thing that Christian retailers can offer that other stores cannot are tracts. Many people who shop in Christian retail view trick-or-treating as an evangelistic opportunity. Make sure you have some tracts on hand as Halloween approaches.

Still, the NRF reports that decorations actually rank higher than candy in total spending. According to Schroeder, "This is a category in which a specialty shop can really excel." This Halloween, she suggests carrying décor that could easily transition into the next season, Thanksgiving. Consider decorations with pumpkins or anything that has the word pumpkin, such as "Hey

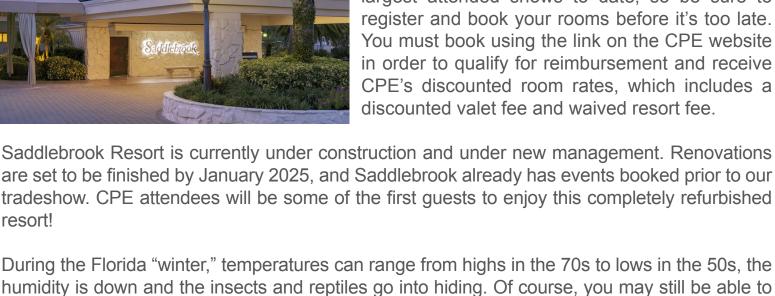
> Tyndale senior acquisitions editor Elizabeth Jackson says, "Becca's stories deliver a great balance between a fun sense of humor and a refreshing amount of depth, striking the right chord for fans of contemporary romance, a genre

to acknowledge the American Christian Fiction Writers for their ongoing support to inspirational fiction authors. **Revell**, a division of Baker Publishing Group, publishes books that help bring the Christian faith to everyday life. Whether through fiction, Christian living, self-help, marriage, family, or youth books, each Revell publication reflects relevance, integrity, and excellence. Bethany House, a division of Baker Publishing Group, seeks to uplift readers' families, faith, and free time with our library of industry-leading fiction and bestselling, Christ-centered nonfiction.

Edith by Becca Kinzer. In this romantic comedy, Kinzer delivers a heartwarming story of mistaken identities, second chances, and finding love in unexpected places.

Each month, the Evangelical Christian Publishers Association (ECPA) publishes a list of the top 50 bestselling titles in Christian retail. To help retailers boost sales, CRA has provided a link on our website to the complete list of bestsellers. That list will now be included in the monthly newsletter. Below are the top 5 Christian bestsellers for September. 1. What Happens Next by Max Lucado RISTIAN (9781400260003) Thomas Nelson Publishers 2. *Practicing the Way* by John Mark Comer (9780593193822) Waterbrook, an imprint of Penguin Random House 3. A Crown That Lasts by Demi-Leigh Tebow (9781400343584) Thomas Nelson Publishers 4. The 5 Love Languages by Gary Chapman RETAI (9780802412706) Moody Publishers 5. KJV Standard Lesson Commentary® Large Print Edition 2024-2025 Standard Publishing (9780830786633) David C Cook The ECPA Bestsellers Lists rank the bestselling books published by ECPA members from the previous month, as reported to NPD BookScan. For the full list of titles appearing on the Christian Bestsellers Lists, visit www.christianbookexpo.com/bestseller www.christianretailassociation.org.

BESTSELLER LIST



vacation destinations.

7-9 PM.

see the baby alligator that is a resident on property.

opportunity. To learn more about CPE, visit www.cpeshow.com.

Register Today

The Christy Award.com FB: Christy Award X: @Christy Award IG: @the christy award

MEMBER BENEFITS

This summer, CRA and the Munce Group partnered with and attended the Gift Market

offer a unique chance for both members and non-members to engage directly with influential

industry partner, CRA retail members were able to receive up to two nights complimentary hotel

INDUSTRY TRENDS

at the Atlanta or Vegas Summer Gift Marts.

Grateful

industry organizations and buying groups."

The Christy Award is the foremost award honoring and promoting excellence in Christian fiction since 1999, and is named for Catherine Marshall's novel, Christy, which has sold over 10 million copies since its publication in 1967. ECPA assumed ownership and administration of the award in 2017 to focus and grow the unique opportunity of fiction in Christian publishing.

CRA serves as a representative for the Christian retail industry at the Gift Market. Board members and Munce Group staff look for the latest product trends in gifts and home décor and bring those findings to CPE through retail training sessions and exhibitors on the show floor. And as an

Almost the Most Popular

Holiday Decorating Season

Not that long ago, decorating for Halloween only went as far as putting a light in a carved pumpkin on the porch. Now, it's a full-blown production with orange house lights, motionsensor animatronics and 13-feet tall inflatables.

According to the National Retail Federation, 73 percent of people plan to celebrate Halloween this year, with an \$11.6 billion in total dollars spent. Costumes and decorations are the top two spending categories, closely followed by

Pumpkin" pillows, mugs, yard flags and door signs. Even with the hype of Halloween, Christian retailers can still find a way to be a light in their community and successfully turn this holiday into a profitable selling season.

HISTORICAL ROMANCE

9781493443710; \$16.99; Paper

uncovers a connection to the father she never knew through a 100-year-old

Bethany House; September 26, 2023; ISBN 9780764241055; Ebook ISBN

Art historian Gwen Monroe is evaluating paintings at a British estate when she

readers are flocking to right now." Becca Kinzer is a critical care nurse and a 2018 ACFW First Impressions Contest winner as well as a 2019 Genesis Contest winner and a 2021 Cascade

Hollywood. "I've loved Stephanie's work from her first release with us. I hope this recognition brings new reader attention to this title and her previous works as well," says the Tyndale fiction publisher, Karen Watson.



The Legacy of Longdale Manor by Carrie Turansky

plots. Tyndale received the Carol Award in the Debut category for *Dear Henry, Love*

> The winner in the Historical category, Code Name Edelweiss by Stephanie Landsem, transports readers to 1933, revealing the true story of a Jewish

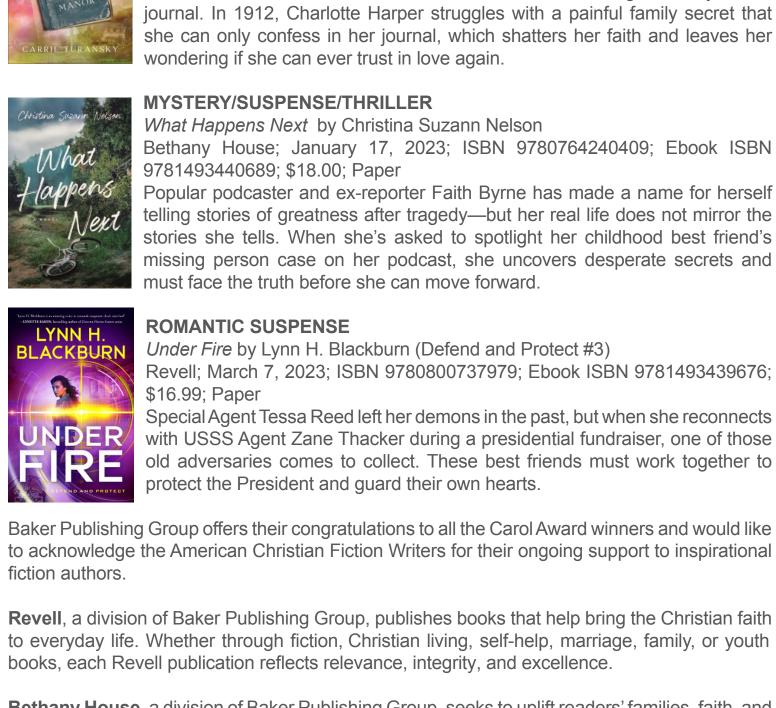
STEPHANIE LANDSEM encouragement.

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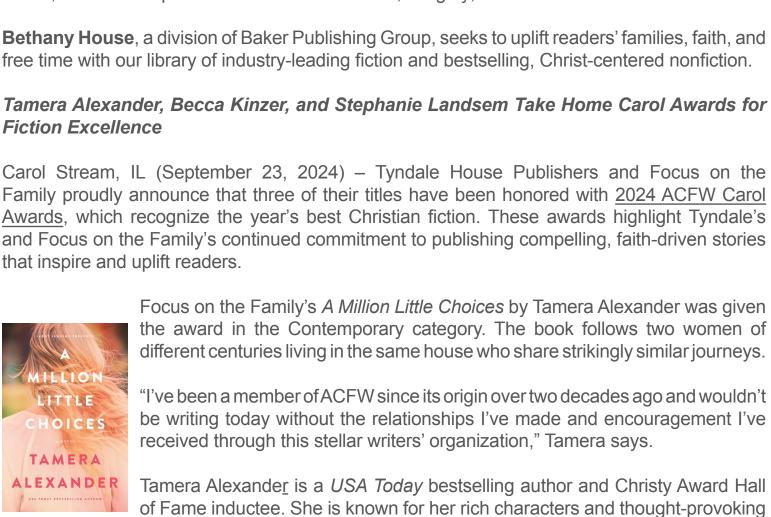
Christy at christy.dollins@munce.com

Andrea at andrea.stock@munce.com



Award winner. Her second novel, Love in Tandem, released in April 2024, and First Love, Second Draft will release in April 2025.

CODE NAME EDELWEISS



lawyer and a group of spies who uncovered Adolf Hitler's plan to take over

Stephanie Landsem has traveled the world to learn about women of the past and writes to honor their lives and to bring today's women hope and **CRA | Christian Retail Association** 800.868.4388 www.christianretailassociation.org www.cpeshow.com

For company announcements, press releases and editorial submissions, please contact