Pegasus Spiele – Tips for Game Designers

You have designed your own game that you would like us to consider for publication? Fantastic!
We have gathered some tips and helpful information in this document to help you with this process, especially in regards to your presentation of the game in front of Pegasus Spiele or other publishers.

Content

Developing your game

So far, you have probably played your game mostly with your relatives and friends. This is a great way to test and improve your game as you develop it. However, relatives and friends often tend to give "friendly" feedback as they do not want to offend you.

If possible, we strongly recommend you also look for ways to test your game with people you do not know. You should also consider the target audience for your game and, if possible, test your game with players in that group. It also usually makes sense to test your game with players of different ages.

You may find it beneficial to network with other game designers and test your game designs together. You can find and contact regional groups of game designers on the Game Designers' Association website: www.spieleautorenzunft.de!

Lots of additional helpful information can be found here: http://www.gamemakersguild.com/resources/game-design/

You should also familiarize yourself with the market to find out if there are games available already that are similar to yours. This can help you avoid developing a game that is almost identical to another game already on the market. To put it figuratively: do not spend your time reinventing the wheel; instead, create something new using your knowledge of the wheel that does not exist in this form, yet.

Your rulebook

In order to submit a game for playtesting, you will need to provide not only a sample (a so-called "prototype") of your game, but also a rulebook. The following content should be included with your rulebook:

• Your name, e-mail address, and your postal or parcel address
• A working title for your game
• Player count and duration of play for the game
• A detailed list of the game components with illustrations or photos to make them easier to identify
• All the rules of the game

Organize the rules for your game using rulebooks from other modern games as a guide. The following outline provides a useful list of what to include and in what order: Introduction - Components – Setup – Goal of the Game – General Sequence of Play – Detailed Sequence of Play – End of Game – Credits (including contact details, etc.). In some cases, a different structure might make more sense.

Please take the time to write a good rulebook. In addition to testing your game, you must also test your instructions! Make sure one or more test groups who are **new** to the game use your rules to learn the game.

Important: During these tests, do not explain anything yourself! Just watch how the test group learns the game based on your rules. This is the best way to discover any parts of your rulebook that are unclear or even completely missing.

Are we the right publisher for your game?

Before contacting us about your game, please take a look at our catalog of published games, preferably the one on our homepage at www.pegasus.de/en! This way, you can gain a better impression of whether your game fits into our catalog or not.

In general, we offer a wide range of games (from children's games for ages 3+ to heavy expert games), However, for the games we develop directly with the designers, we are only looking for family games and what we call "Kennerspiele" in German. These are a little more demanding than family games, but not as heavy as expert games. We are also very interested in card games.

Important factors for us include:
• Great fun
• High replayability
• New game mechanisms
• Fresh, unused topics and themes
• Something special/unique that makes the game stand out from other games

We are currently NOT looking for the following types of games:
• Games for children below the age of 6
• Roll and move dice games
• Quiz games
• Complex strategy games such as "Tainted Grail" or "Spirit Island"
• War Games
• Games for only 2 players

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How to contact Pegasus Spiele

We look forward to getting to know you and your game. The best way to meet us is to register for our *Pegasus Designer Days*, where you can present your game to us in a short video conference. You can find the date for the next event and the registration form at:

www.pegasus.de/en/community/events/pegasus-designer-days

You can also meet our editorial team periodically at events such as the Göttingen Game Designers Convention, the International Game Inventors Fair in Nuremberg (which is part of the International Toy Fair now), the UK Games Expo in Birmingham, and Gen Con in Indianapolis.

Please do NOT send us any games or prototypes without a request from us! We will not consider unsolicited submissions.

Presenting your game

The time has come! You have a meeting with someone from our editorial team via a video conference or at an event to present your game. We have put together a few tips so that your presentation can be as successful as possible.

First, the most important tip of all: Don't come to our meeting unprepared!
This means: Practice your presentation beforehand, perhaps in front of a mirror or with your family/ friends. Practice makes perfect! First, it gives you the opportunity to improve things you are not satisfied with beforehand. Second, this will help you develop a routine. Routine is generally very helpful in a presentation because it may prevent nervousness. In addition, your routine will help you present your information more concisely so you can make the most of the usually very limited time for our discussion.

Overall:
• Never forget: You are not presenting yourself, but your game. Please have a prototype prepared!
• Do not be surprised if we address you by your first name. It is common in the
  gaming community to be more casual with each other.
• Make sure you do not exceed the agreed-upon time limit.

Presentation content:

- Do not start your presentation with detailed rules! Instead, begin with a **very brief** overview (no more than 30 seconds) of the type of game, the mechanisms and the topic, as well as the player count and the typical duration of the game. Include information as to whether your game is cooperative (you win and lose together) or competitive (you play against each other).
- Then **briefly** (!) summarize the general course of your game. Explain the game's structure, for example, whether the game runs over several rounds and/or turns and what a typical turn might look like. Name a maximum of 3 of the most essential actions players take in the game. Most importantly, explain the goal of the game, in other words, how to win the game.
- Only after this introduction to your game should you begin to explain the rules for your game in more detail. Concentrate on the most important rules that are absolutely necessary to understand the game.
- Do not try to explain small details! At this point, we just want to find out whether your game is of general interest to us. We do not need to know every special rule to do this.
- If possible, explain how to play your game using examples. Go through a turn or two! In practice, we usually understand your game much better this way rather than from a purely theoretical explanation.
- Plan in advance which game situations you want to present. Sometimes, it might be helpful to demonstrate how the game is set up at the beginning of the game. But other times, a situation that develops later in the game may be more appropriate for demonstration. It depends on the game, there is no magic formula.
- If possible, end your presentation by **summarizing in one sentence** what makes your game special.

Prepare yourself for these typical questions we might ask you:

- How does the game develop over the course of play (dynamics, progression)?
- How does the game change in terms of tension and excitement?
- How do players interact during the game?
- What games would you compare your game to and how is your game better?

Special considerations regarding video conference presentations

When presenting your game by video conference it is even more important for you to practice your presentation beforehand. At our *Pegasus Designer Days*, our appointments last only 10 minutes per game. This means you must be able to present your game in about 8 minutes, and you will only manage that by practicing!

At our *Designer Days*, we use the video conference tool *Zoom*. You neither need to install the *Zoom* software nor do you need to set up a *Zoom* account in order to use this tool.

However, if you have never used *Zoom* before, it might make sense to do both, so that you may familiarize yourself with the various functions and practice your presentation under the same circumstances as during the actual meeting with us.

In any case, please **test your camera settings before the video conference!**

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Zoom allows you to share your computer screen, which gives you some additional options for your presentation. Here are some examples:

- **Photos:** You can take photos of different game situations in advance to then share them with us on screen. This is much faster that resetting the game yourself.
- **PowerPoint:** Instead of showing us your prototype on camera, you can prepare a PowerPoint presentation to show us instead. For example, this would allow you to provide visual examples with text overlays as you discuss important rules. You could also integrate photo examples of different game situations.
- **Tabletop Simulator and similar portals:** Online board game portals allow you to upload your game materials and play your game online. These portals are generally very suitable for game presentations. However, you will need time to familiarize yourself with the technical implementation of your game on the portal. Please note that you may not be able to implement some mechanisms on all portals.

Shortly before the *Designer Days*, we will send you an e-mail with your time slot and a *Zoom* link to the video conference. On the day of the *Designer Days*, please click on your *Zoom* link at least 5 to 10 minutes before your appointment! You will be sent to a waiting room automatically before being given entry to the reception area. A Pegasus Spiele employee will welcome you there. This is where you can test if your camera and sound work as you intended. Once you are ready, the employee will send you to your appointment with our editorial team.

In case you do not live in Germany: Please keep the differences between time zones in mind! The times for our appointments are based on the Central European Time (CET, roughly from November to March) or Central European Summer Time (CEST, roughly from April to October), respectively.

Special considerations regarding presentations in person

A personal presentation at a live event differs in many ways from a video conference. The biggest difference is that you can briefly play the prototype of your game with us, provided the complexity of the game and the available time window will allow it. In addition, player interaction and emotional reactions can be demonstrated more effectively.

If haptics (i. e. physical stimulations of touch or movement) are an important element in your game, they will be better demonstrated in person.

Another tip: Prepare a so-called sell sheet (1 page in letter or DIN A4 size) that includes the most important information about your game:

- A working title for your game
- Type of game, mechanism(s), theme, play style (cooperative or competitive)
- Player count and duration of the game
- A maximum of 3 things that makes your game special and sets it apart from other comparable games on the market
- A photo of the game components (perhaps a setup of the game)
- Your name and contact details (incl. your e-mail address)

Bring an adequate amount of copies of this sell sheet with you to the event so that you can give them to us or representatives from other publishers!

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Prototype

If we like your game and want to test it further, we will ask you to send us a prototype.

- The prototype must contain EVERYTHING needed to play the game.
- It is essential that you follow our notes regarding the instructions (see 'Your Rulebook', page 2)!
- If possible, please pack your game material in a game box rather than an envelope. Be sure to include the working title for the game on the outside of the box along with your name and contact information. Then, this can all be packed in a post box for shipping.
- Send your prototype to the address we will provide.

Prototype testing by Pegasus Spiele

Our first plays of your prototype will be with our editorial team and it will be tested for several different aspects. If it passes this process, we will then expand our playtesting to external playtest groups. All of this takes time. Therefore, please expect to wait approximately 2 to 4 months before you receive feedback from us.

There are a variety of reasons for rejecting your game. We are happy to try to provide the most important reasons, but it is not always possible due to the large volume of game submissions. Of course, we will return your prototype to you when we are done.

If your game passes both our editorial and publisher processes, we will offer you a contract for the publication of your game. Your royalties will be based on a percentage of the net sales price to dealers.

Exclusivity

Please let us know if you are sending prototypes of the same game to other publishers. If you do not let us know, we will assume that you are providing us with an exclusive prototype. Remember, we are ready to invest time and money in evaluating your game!

Confidentiality

It is self-evident that we will treat your game with complete confidentiality. There is no need to worry that we may use your game or any of its elements in any way without your consent. If we did this, word would get around very quickly and we would no longer be offered any new games. Clearly, this is not in our interest.

We look forward to your original and exciting game presentation!

Playing is Passion!
www.pegasusna.com

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