

***Our
Common
Welfare***



**World Service Conference
3-9 May 2026**

**PowerPoint 6 of 6
2026 Conference Agenda Report**

Pricing Our Literature

1. Introduction to CAR
2. Motions
3. Gender-Neutral and Inclusive Language
4. DRT/MAT in NA: Helping Members Take Root
5. Literature, Service Material, and Issue Discussion Topics survey



2026 CAR
PowerPoints

6. Pricing Our Literature

These PowerPointPoints only cover the main points of the CAR.

We encourage all members to read the CAR itself.

Please visit
na.org/conference
for the complete 2026 CAR.



2026 CAR
PowerPoints

Pricing Our Literature

“We use all our resources in an effort to fulfill our vision and carry the message to the addict who has yet to find us.”

2026 Conference Agenda Report

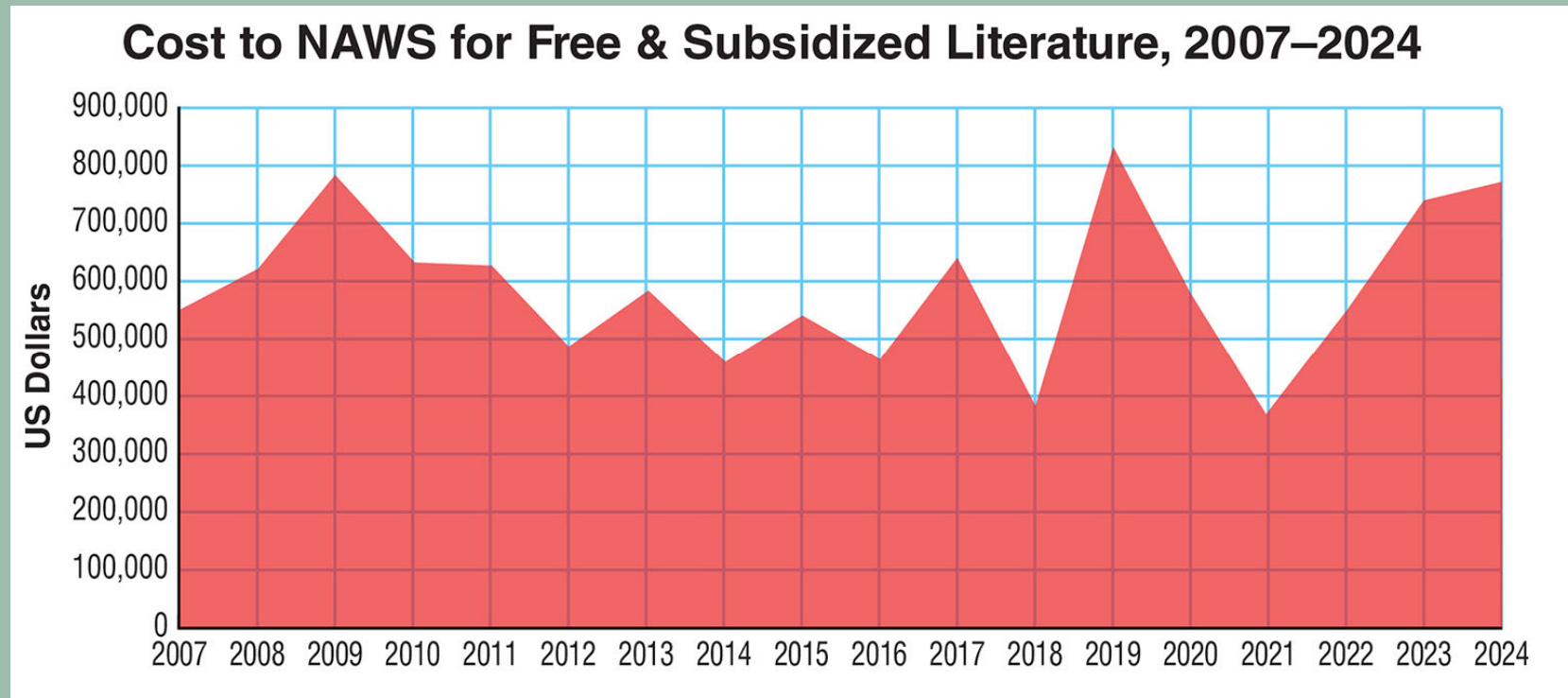
Price Increase

Did not raise prices on IPs, booklets, keytags or chips in 2023.

Rising costs for printing production, warehousing and logistics have the potential to reduce annual revenue by an estimated \$671,000.

Beginning 1 January 2026 - 15% price increase on literature (*Excludes NA Survival Kit)

Free & Subsidized Literature



FY 2024 = \$769,958

Availability vs. Sustainability

- Literature available in over 60 languages on na.org.
- Basic Text audio available in 12 languages.
- *Introductory Guide* audio now posted in English and Spanish.
- All literature online also on inmate tablets available to over a million incarcerated addicts.
- Rise in virtual NA adds to the decline in literature revenue.
- eLit sales are low and margins are minimal.

Availability vs. Sustainability

- Literature sales remain NA World Services' primary funding source.
- Online availability and through tablets represent an estimated over \$1 million annually in lost revenue.
- Direct contributions have kept World Services afloat in recent years.



We have a book!

QUANTITY

ITEM

N.A. Basic Text (\$8.00 each).....

WORLD SERVICE ORDER FORM

GROUP NAME _____ CONTACT _____
ADDRESS _____ CITY _____
STATE _____ ZIP _____ PHONE (____) _____

Ship the following order to the address above. Enclosed is full purchase price. Any item out of stock will be placed on back order and purchaser notified.

QUANTITY	ITEM	PRICE
_____	N.A. Basic Text (\$8.00 each).....	_____
_____	World Directory (\$4.50 each).....	_____
_____	World Directory Update Service (Includes 4 updates) (\$4.00 per year)	_____
_____	Temporary Working Guide To Our Service Structure (\$1.50).....	_____
_____	Literature Committee Handbook (\$2.50 each).....	_____
_____	H & I Committee Handbook (\$1.50 each).....	_____
_____	Public Information Handbook (\$1.50 each).....	_____
_____	I.P. #18 Starter Kit (\$.50 each).....	_____
_____	N.A. White Book (1 to 99 copies \$.50, 100 or more \$.40).. (Also in Spanish and German)	_____

SUB-TOTAL _____
INFORMATION PAMPHLET (1-99; \$.15 each, cumulative order of
100 or more \$.13 each)

_____	#1 Who, What, How and Why (Also in Spanish).....	_____
_____	#2 The Group.....	_____
_____	#3 For Those We Love and Others.....	_____
_____	#5 Another Look.....	_____
_____	#6 Recovery and Relapse.....	_____
_____	#7 Am I an Addict?.....	_____
_____	#8 Just for Today.....	_____
_____	#9 Living the Program.....	_____
_____	#11 Sponsorship.....	_____
_____	#12 Triangle of Self-obsession.....	_____
_____	#13 Youth and Recovery.....	_____
_____	#14 One Addict's Experience.....	_____
_____	#16 For the Newcomer.....	_____

SUB-TOTAL OF I.P. ORDER _____

N.A. Key Tags with Logo, each item \$.25

_____ Pink (Welcome)	_____ Blue (6 months)
_____ White (30 days)	_____ Yellow (9 months)
_____ Green (60 days)	_____ Moonglow (1 year)
_____ Red (90 days)	

TOTAL KEY TAG ORDER _____

N.A. WAY SUBSCRIPTION: Please enter the above name and address
for one subscription to the N.A. WAY MAGAZINE: \$12.00 per
subscription per year. (Use reverse for additional subscription
address if necessary).

SUBSCRIPTION ORDER _____

Make payment to: _____ TOTAL PURCHASE ORDER _____
W.S.O., INC. FOR ALL PURCHASES MADE BY CA RESIDENTS
16155 Wyandotte St. YOU MUST ADD CA SALES TAX(X 6.5%) _____
Van Nuys, CA 91406 ADD 10% SHIPPING _____

May 84

Date shipped _____
Control Number _____

AMOUNT ENCLOSED _____

All purchases from outside the
U.S. must be made by cashiers
check or money order drawn in
U.S. currency.

Lower-Cost Basic Text

- 19 motions since 1983 to lower the cost of the Basic Text.
- The Fellowship has never supported such a motion — understanding that literature sales fund our essential services.
- Some of the push for lower-cost books stems from the early issues with the Basic Text, having gone through 5 editions over the first 5 years.



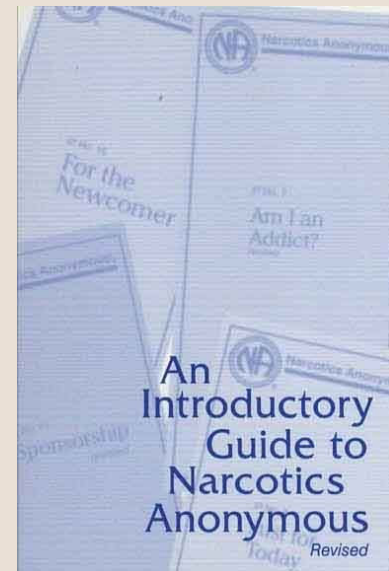
Narcotics Anonymous

Unauthorized Literature

The Fellowship has repeatedly affirmed that NA World Services is the exclusive publisher and distributor of NA literature and the most recently published edition of the text is the only approved edition for use in NA meetings.

Intro Guide

- To address ongoing calls for lower-cost options, the Fellowship created *An Introductory Guide to NA*.
- Combines ten IPs with the Twelve Steps chapter from the Basic Text.
- Priced at \$2.45 starting January 2026. Also free online at na.org/ips and na.org/audio.



The Lion's Share

- Inflation from \$8.00 Basic Text in 1983 = over \$26 today.
- Price effective 1 January - \$15.65
- 2024 – 401,000 copies sold (39% of all book sales)
- Since 1983 more than 13.4 million copies sold (over half of all books sold)

Stewardship

Groups may struggle with a decision that seems to impede their efforts to carry a message of recovery, for instance, the need to increase the price of literature. Until we zoom out to consider what is necessary for the whole neighborhood or community—our common welfare.

WORLD SERVICE OFFICE

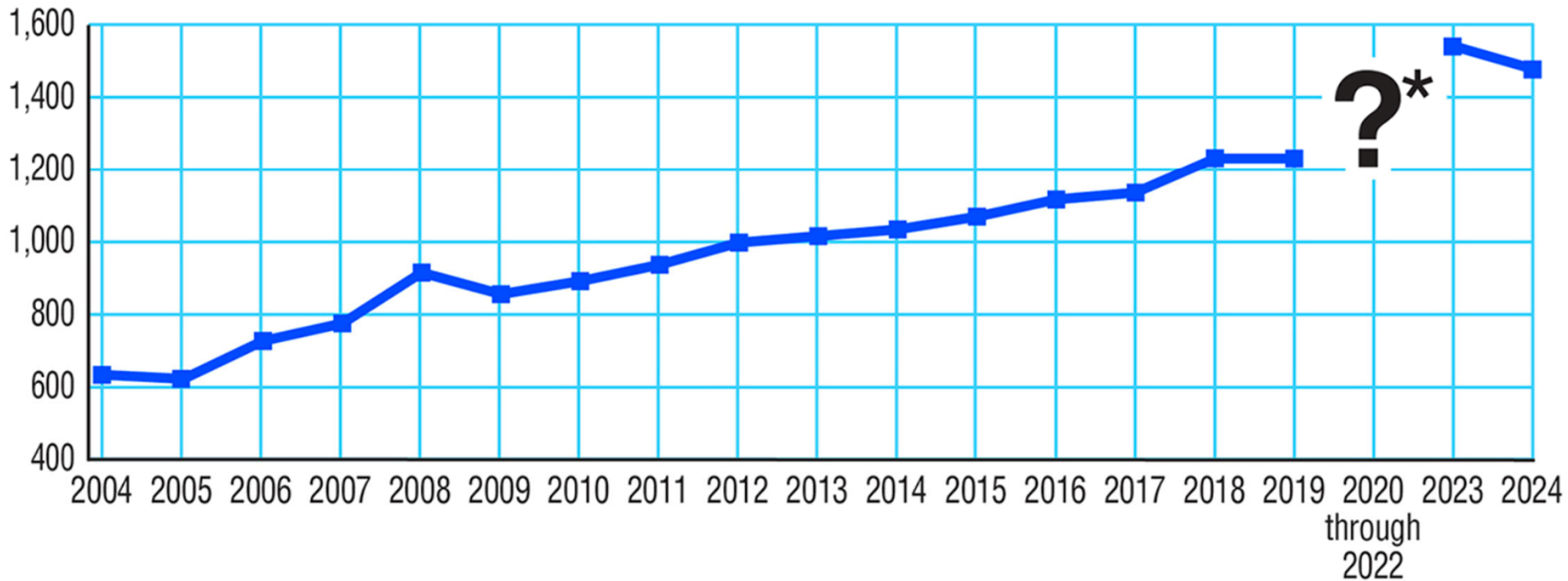
N.A. NEWSLINE

WORLD SERVICE OFFICE, INC., P.O. BOX 9999, VAN NUYS, CA 91409; (818) 780-3951
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There is a crisis facing the office that only the fellowship at large can resolve. Gone are the days when the WSO produced excess income from literature sales that could be used for new projects, services, or staff. There are three solutions: cut WSO activity, increase prices, or receive direct contributions from members, groups, areas, and regions. I do not know what solution you will select, but failure to increase the funds available to meet the needs of addicts around the world dooms them to an early death. N.A. is the only antidote, and only you the member have the key to its use.

Meetings per NAWS Staff

Number of worldwide meetings
divided by number of staff



*Due to the pandemic, we do not have accurate meeting numbers for 2020-2022

What is the answer?

- Without direct recurring contributions this would have been a much larger issue that arose sooner, so we are thankful.
- World Services goal is to increase direct recurring member contributions to 3,000 per month
- Currently just under 1,000 per month now with an average amount of \$28.
- At that average it would take more than 20,000 to reach complete self-support.

na.org/contribute

Every direct contribution matters. Any member, group, or service body can give through na.org/contribute.

- Five other PowerPoints available online
- CAR survey available online
- CAR available for download



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na.org/conference

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