

IngramSpark Returns Risk Worksheet

Use your own current numbers to understand one return, compare return settings and record your decision.



CURRENT NUMBERS



RETURN MATH



YOUR DECISION

Companion to the guide IngramSpark Returns Explained

This worksheet belongs to: _____

Book: _____

Started: _____

Use one worksheet per book and market.

How to use this worksheet

This worksheet goes with the SimpleLifeCalc guide IngramSpark Returns Explained. The guide explains how returns work; this is where you put your own numbers to them.

- Use it for one book at a time, and one market at a time.
- Get your platform numbers from your own IngramSpark account or calculator, not from memory and not from this worksheet.
- Anything marked current value should be rechecked before you rely on it.
- The example figures come from a made-up book and are illustrative only.
- This worksheet doesn't predict how many returns your book will get. It models the financial effect of a return, not the likelihood of one.

Fictional example: Salt Marsh Mornings: A Year of Coastal Birdwatching by Nell Radley, published by Tidewater Lane Press - a fictional US-market paperback.

MY BOOK AT A GLANCE

Book title:

Format:

Primary market:

Current return setting:

Current list price:

Date I'm doing this worksheet:

My Numbers Today

Write down the numbers IngramSpark currently shows for this book. Everything after this page uses them.

Book: _____ **Market:** _____

CURRENT RETURN SETTING

☐ Non-returnable ☐ Yes - Destroy ☐ Yes - Deliver

Current list price: _____

Current wholesale discount: _____

Current wholesale price: _____

Current publisher compensation per normal sale: _____

Where that compensation figure came from:

☐ IngramSpark calculator ☐ IngramSpark account or title screen

☐ Other current IngramSpark source: _____

Current Yes-Deliver shipping and handling, if relevant: _____

Date these values were checked: _____

Where I checked: _____

Use the compensation amount IngramSpark currently shows for your book. Do not rebuild it from an older formula, and do not use a figure from another calculator.

SMALL CHECK

- ☐ These numbers are all for the same book and the same market.
- ☐ The discount and return setting are the current ones.
- ☐ I wrote down the date I checked them.

What One Return Costs Me

Part A: building the return charge

What you are doing: working out what you would be charged if one sold copy came back, and comparing it with what you received on that sale.

THE RETURNABLE SETTING I AM MODELLING

☐ Yes - Destroy ☐ Yes - Deliver

If your book is currently non-returnable and is not inside a transition period, there is no current wholesale return charge to work out under that status. Use this page only if you want to see what Yes-Destroy or Yes-Deliver would look like for your book.

If you are inside a transition period after switching to non-returnable, use the treatment IngramSpark currently shows for that transition rather than the lines below.

STEP 1 - THE RETURN CHARGE

Wholesale price (W): _____

Shipping and handling (S): _____

Yes-Destroy has none, so enter \$0. For Yes-Deliver, enter the current amount shown in your account.

RETURN CHARGE (R)

Yes-Destroy: $R = W$ | Yes-Deliver: $R = W + S$

STEP 2 - WHAT YOU RECEIVED

Compensation on a normal sale (C), from W1: _____

STEP 3 - THE COMPARISON

Net result if that sold copy is later returned (C - R): _____

Difference to recover, if R is more than C (R - C): _____

If R is the same as C or less, there is no difference to recover using this method, and you can skip Part B.

FICTIONAL / ILLUSTRATIVE - NELL'S BOOK, MODELLING YES-DESTROY

W \$7.65 | S \$0 | R \$7.65 | C \$2.83 | C - R = -\$4.82 | difference to recover \$4.82

Note. The charge uses the wholesale price in effect when the return is processed. If you change your price or discount later, redo this page.

Recovery Ratio

Part B: use the ratio only when the arithmetic allows it

First, two questions.

☐ Is C above zero? Yes ☐ No

☐ Is R more than C? Yes ☐ No

IF YOU TICKED YES TO BOTH

Normal positive-compensation sales needed to offset the difference = $(R - C) / C$

My result: _____ sales

If C is zero or negative: stop here. There is not a positive per-sale amount to recover the difference with, so the ratio has nothing to work from. Revisit your current pricing and wholesale setup before modelling recovery.

If R is the same as C or less: there is no positive difference to recover using this method.

FICTIONAL / ILLUSTRATIVE - NELL'S BOOK

Yes-Destroy: $\$4.82 / \$2.83 =$ about 1.7 positive-compensation sales.

Yes-Deliver, US address: shipping and handling of \$3.00 per book, an illustrative current value verified 17 September 2026 - check your current account. R becomes \$10.65, the difference to recover is \$7.82, and $\$7.82 / \2.83 is about 2.8 sales.

WHAT THIS MEANS

The ratio is a way of seeing one return in the same units as your sales. It is not a prediction of how many returns you will get.

Two Discounts Side by Side

Change one thing - the wholesale discount - and see what moves on both sides.

To see what the discount changes, keep the list price and return setting the same in both scenarios. If you change several things at once, you will not know which change produced the difference.

KEEP THESE THE SAME FOR BOTH SCENARIOS

Book: _____ **Market:** _____

List price: _____

Return setting: _____

Shipping and handling, if Yes-Deliver: _____

SCENARIO A - MY CURRENT WHOLESALE DISCOUNT

Wholesale discount: _____

Wholesale price: _____

Current compensation shown by IngramSpark (C): _____

Return charge (R): _____

Difference to recover, if $R > C$: _____

Offset ratio, if $C > 0$ and $R > C$: _____

SCENARIO B - ANOTHER WHOLESALE DISCOUNT CURRENTLY AVAILABLE IN MY ACCOUNT

Wholesale discount: _____

Wholesale price: _____

Current compensation shown by IngramSpark (C): _____

Return charge (R): _____

Difference to recover, if $R > C$: _____

Offset ratio, if $C > 0$ and $R > C$: _____

Before Scenario B: check which discounts your title setup page currently offers for this market. The minimum can change, so use what your account shows today rather than a number from a blog or older worksheet.

What Changed on Both Sides?

Use this page to compare the two scenarios without picking a winner for you.

Compensation on a normal sale: _____

Return charge: _____

Difference to recover: _____

Offset ratio: _____

QUESTIONS WORTH ANSWERING IN WRITING

What happened to my compensation on a normal sale?

What happened to the return charge if a copy comes back?

Which scenario would be easier for my publishing plan to absorb?

Does either scenario conflict with the distribution goal I set for this book?

MY NOTES

WHAT THIS MEANS

Changing the discount moves both sides at once. There is no better number here in the abstract - there is the one that fits how you want this book sold.

My Returns Buffer or Reserve Plan

A reserve is optional. This page just gives you somewhere to decide whether you want one, and what it looks like.

MY METHOD

- ☐ A percentage of compensation - my percentage: _____ %
- ☐ A fixed amount - my amount: \$_____
- ☐ Keep a number of months or payouts untouched - my method: _____
- ☐ Another method: _____
- ☐ No formal reserve right now

WHY THIS FITS MY BOOK AND MY BUSINESS

Where I'll keep or track it:

When I'll check it:

What would make me change it:

WRITE THIS DOWN

Whatever you choose, note the date. A reserve decision made before your first return is easier to judge later if you can see when you made it.

If I Change My Setting

Switching to non-returnable

What you are doing: thinking the change through before you click Save.

Current setting: _____

Setting I'm considering: _____

Market: _____

Date I'm considering this: _____

Current IngramSpark guidance checked on: _____

Where I checked it: _____

IF I AM SWITCHING TO NON-RETURNABLE

Switching off does not stop returns straight away. Booksellers keep the right to return copies for a set period after the notice date, and copies already sitting in stores are included.

Current transition period shown by IngramSpark: _____

Verified 17 September 2026: current IngramSpark guidance shows 180 days. Confirm the current period in your account or the current User Guide before relying on it.

Date that period would end: _____

COPIES ALREADY IN STORES I SHOULD KEEP IN MIND

WHAT THIS MEANS

If you are on Yes-Deliver and switch off, returns that arrive during the transition period are handled as Yes-Destroy under current guidance.

If I Change My Setting

Switching to returnable

Current guidance says eligible copies bought earlier can become returnable as soon as the change takes effect, not just copies ordered afterwards.

☐ Current guidance confirmed? Yes

Checked on: _____

EXISTING STOCK OR ORDERS I AM THINKING ABOUT

THE FINANCIAL EXPOSURE I WOULD WANT TO BE READY FOR

BEFORE YOU CHANGE IT

- ☐ I checked current guidance in my account or the current User Guide.
- ☐ I understand this affects more than future orders.
- ☐ I know which market I am changing.
- ☐ I have recorded the date.

WHAT THIS MEANS

Changes to price, discount and returns status go out on IngramSpark's weekly cycle rather than instantly, so give the change time to reach the network before you judge it.

My Decision and Review Date

MY RETURN SETTING FOR THIS BOOK

☐ Non-returnable ☐ Yes - Destroy ☐ Yes - Deliver

If my account uses different wording, record it here: _____

My market: _____

WHY I CHOSE THIS

THE NUMBERS I BASED IT ON

Current compensation: _____

Return charge: _____

Difference to recover, if applicable: _____

Offset ratio, if applicable: _____

My buffer or reserve choice: _____

WHAT WOULD MAKE ME REVISIT THIS

- ☐ New market ☐ Changed list price
- ☐ Changed wholesale discount ☐ Returns activity on this title
- ☐ New IngramSpark policy ☐ A different distribution goal
- ☐ Other: _____

Review date: _____

Current guidance last checked: _____

My Returns Snapshot

Your own record of what you decided and what it was based on. Platform values change, so check your current account before relying on any line here.

Book: _____ **Market:** _____

Current return setting: _____

List price: _____ **Wholesale discount:** _____ **Wholesale price:** _____

Current publisher compensation: _____

Yes-Deliver shipping and handling, if relevant: _____

Return charge: _____

Difference to recover, if applicable: _____

Offset ratio, if applicable: _____

Returnable setting these three figures model: _____

This modelled setting may differ from the current setting above.
Buffer or reserve method: _____

Decision date: _____ **Review date:** _____

Current guidance last checked: _____

Quick Reference

Non-returnable - wholesale returns are not accepted under that status, outside any existing transition period.

Yes - Destroy - the current wholesale charge-back applies, and the returned unit is destroyed.

Yes - Deliver - the current wholesale charge-back applies plus the current applicable shipping and handling, the copy is sent to you, and its condition is not guaranteed.

CHECK CURRENT TERMS

- The return options available for your market
- Current return shipping and handling
- Current transition rules if you change your setting
- Your current compensation figure

WHERE TO GO NEXT

IngramSpark Returns Explained: What "Returnable" Really Means for Your Book - the companion guide, which explains everything this worksheet asks you to record.

From SimpleLifeCalc

[IngramSpark Seller Hub](#)

[Publishing with IngramSpark \(course\)](#)

[IngramSpark Publishing Checklist](#)

Last verified: 17 September 2026.

SimpleLifeCalc is independent and is not affiliated with IngramSpark. Platform charges and return terms can change. Salt Marsh Mornings, Nell Radley and Tidewater Lane Press are fictional, and every figure attached to them is illustrative.

NOTES