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Clearance and Copyright is the industry-standard guide to almost every conceivable rights issue that filmmakers, videomakers, television producers, and Internet content creators might encounter.

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Clearance and Copyright is the industry-
standard guide to almost every conceivable
rights issue that filmmakers, videomakers,
television producers, and Internet content
creators might encounter. From the initial

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Needs To Know acquisition of material through the rights issues that arise during preproduction, production, postproduction, and release, this legalese-free guide now extensively revised, updated, and expanded will help you protect yourself and your work from disastrous legal actions. Among this edition's new features are links to 25 downloadable contracts and 50 illustrative film clips.

This well written, legalese-free guide provides film makers with essential advice on almost every conceivable rights issue they might encounter -- from the initial

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acquisition of material to the situations encountered in reproduction, production, post-production and final release. Armed with this book, film makers can protect themselves and their work from disastrous legal actions and save thousands of pounds in legal fees. The first book devoted to the clearance and copyright issues that affect the film and video community, Clearance and Copyright is a must read for all film makers -- especially producers, directors, and screenwriters -- whether they make features, shorts, documentaries, or music videos.

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This well-written legalese-free guide provides filmmakers with essential advice on almost every conceivable rights issues they might encounter -- from the initial acquisition of material through the situations encountered in pre-production, production, post production, and final release. Armed with this book, filmmakers can protect themselves and their work from disastrous legal actions and save thousands of dollars in legal fees. This is the first book devoted to the clearance and copyright issues that affect the film and video community, is a must read for all filmmakers

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Needs To Know -- especially producers, directors, and screenwriters -- whether they make features, shorts, documentaries, or music videos.

Now extensively revised, updated, and expanded, "Clearance and Copyright" is the industry-standard guide to almost every conceivable rights issue that filmmakers, video-makers, and television producers might encounter: from the initial acquisition of material through the rights situations that arise during pre-production, production, post-production and release. Legalese-free, well-written, it's a must-read for all producers,

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Needs To Know directors, and writers -- whether they make feature films, shorts, documentaries, television programs, music videos, or Internet content -- and those who advise them. Armed with this book, you can protect yourself and your work from disastrous legal actions and save thousands of dollars in attorney fees. You can even learn how to save money by exercising your rights to use certain materials without paying anyone.

Hollywood Dealmaking has become the go-to resource for new and experienced entertainment attorneys, agent trainees,

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Needs To Know

business affairs executives, and creative executives. Entertainment attorneys and Hollywood insiders Dina Appleton and Daniel Yankelevits explain the negotiation techniques and strategies of entertainment dealmaking and detail the interests and roles of producers, writers, actors, directors, agents, and studio employees in crafting a deal. This new edition captures the dramatic changes over the past five years in the film and television industry landscape, with two new chapters: "Reality Television" details the sources of revenue, syndication possibilities, and format sales of these

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shows as well as the talent deals that are made, and the "Internet/New Media" chapter delves into new digital formats such as mobile phones, game consoles, video-on-demand, and web-based apps, and explains where today's revenues are generated, where the industry is headed, and talent negotiation issues. All the ins and outs of negotiating are explained, including back ends, gross and adjusted gross profits, deferrals, box office bonuses, copyrights, and much more. This easy-to-follow reference is packed with expert insights on distribution, licensing, and merchandising.

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The book's invaluable resource section includes definitions of lingo for acquisition agreements and employment deals, twelve ready-to-use sample contracts, and a directory of entertainment attorneys in both New York and Los Angeles. In Hollywood Dealmaking, readers will recognize the key players in the process, understand the "lingo" of crafting deals, learn how to negotiate agreements for the option and purchase of books and screenplays, be able to negotiate employment deals for all members of a film or television crew, understand payment terms and bonuses, and be able to register copyrights in scripts

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and other literary works. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often

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Needs To Know publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

Film & Video Financing offers the independent producer a plethora of approaches to the complex and arduous task of financing the low-budget (\$10 million or less) feature.

Contents include information on current attitudes and approaches to finding investment through limited partnerships, equity investments, banking issues, split-rights deals, debt equity deals, blocked funds, foreign pre-sales, and much more. plus

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Insider's Tips To Know from independent producers and money raisers for such films as sex, lies, and videotape, Dirty Dancing, and Kiss of the Spider Woman.

* How can you use a state's film tax credits to fund your film? SEE PAGE 63. * You have an idea you want to pitch to a production company; how do you safeguard your concept? SEE PAGE 77. * How can you fund your production with product placement? SEE PAGE 157. * How do you get a script to popular Hollywood actors and deal with their agents? SEE PAGE 222. Find quick answers to these and

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Needs To Know hundreds of other questions in this new edition of The Pocket Lawyer for Filmmakers. This no-nonsense reference provides fast answers in plain English-no law degree required! Arm yourself with the practical advice of author Thomas Crowell, a TV-producer-turned-entertainment-lawyer. This new edition features: * New sections on product placement, film tax credits and production incentive financing, Letters of Intent, and DIY distribution (four-walling, YouTube, Download-to-own, Amazon.com, iTunes, and Netflix) * Updated case law * Even more charts and graphics to help you find the

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Needs To Know information you need even more quickly. This book is the next best thing to having an entertainment attorney on retainer!

This book is for working film/TV professionals and students alike. If you're a line producer, production manager, production supervisor, assistant director or production coordinator--the book has everything you'll need (including all the forms, contracts, releases and checklists) to set up and run a production--from finding a production office to turning over delivery elements. Even if you know what you're doing, you will be

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Needs To Know thrilled to find everything you need in one place. If you're not already working in film production, but think you'd like to be, read the book -- and then decide. If you choose to pursue this career path, you'll know what to expect, you'll be prepared, and you'll be ten steps ahead of everyone else just starting out. New topics and information in the fourth edition include: * Low-budget independent films, including documentaries and shorts * Information specific to television production and commercials * The industry's commitment to go green and how to do it * Coverage of new travel and shipping regulations * Updated

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Needs To Know information on scheduling, budgeting, deal memos, music clearances, communications, digital production, and new forms throughout

Never fear another negotiation! Powerhouse entertainment lawyer and negotiating guru Michael Donaldson has distilled a lifetime of negotiating success into a simple, straightforward plan to get you what you want, when you want it-without the angst. If you've ever been uncertain before a negotiation, felt beaten up after, or thought you could have and should have negotiated better, Fearless Negotiating shows you, step

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by step, how to erase your fears and preconceptions and tap into the master negotiator that lives within you. This short and compelling guide is an essential companion to achieving more rewarding, meaningful, and mutually satisfying business and personal relationships and outcomes. Donaldson introduces his remarkably effective Wish-Want-Walk Method, which has been successfully presented in seminars around the world: WISH-set a goal for the negotiation WANT-know where the market is most likely to push the results WALK-draw the line that you will not cross “Wish, Want, Walk” will be

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Needs To Know your guide, telling you when to start the bidding, when to quit while you're ahead, and when to cut your losses. Establishing these three points beforehand will make you more comfortable at the negotiating table, reduce your stress, and even help you predict the likely outcome. Donaldson also shows you how to make the most of your time between creating your Wish-Want-Walk plan and when you go into the negotiating session. He helps you get in touch with your inner, natural-born negotiator, making it easier to make opening offers, bargain with confidence, and seal the deal you want.

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This book is the perfect resource for burgeoning film artists with an idea, in need of a guide to get them through inception. It is a practical, prescriptive book with all the contracts, employment and nondisclosure agreements, and licensing deals you'll need. Each chapter contains a general road map for the phase of filmmaking covered by that chapter, including the relevant forms and contracts, which come with plenty of explanatory info and some select negotiating tips."

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