

Film Business A Handbook For Producers

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Film Business is an amazing book from Australia that probably isn't deeply stocked on American shelves. It's an essential read for producers who want to make more than one feature or documentary. Though I've read all the books on indie producing, legal matters, business plans, and marketing, none cover the very real responsibilities of a producer to themselves: to stay in business.

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The Producer's Business Handbook provides a model for making a successful business of independent filmmaking. It will give you a comprehensive understanding of the business of entertainment and supply you with the information and tools you'll need to successfully engage all related aspects of global production and exploitation. The handbook also provides a global orientation to the relationships that the most successful producers have with the various participants in the motion picture industry. This includes how producers direct their relationships with domestic and foreign studios, agencies, attorneys, talent, completion guarantors, banks, and private investors. It provides a thorough orientation to operating production development and single purpose production companies, from solicitation of literary properties through direct rights sales, and the management of global distribution relationships. Also presented is an in-depth discussion of the team roles needed to operate these companies, as well as how to attach and direct them. For those outside of the US, this book also includes information about how to produce successful films without government funding. This edition has been updated to include comprehensive information on the internal greenlighting process, government financing, and determining actual cost-of-money. It includes new simplified project evaluation tools, expediting funding and distribution. Together with its companion CD-ROM, which contains valuable forms and spreadsheets; tutorials; and samples, this handbook presents both instruction and worksheet support to independent producers at all levels of experience.

Tapping experts in an industry experiencing major disruptions, *The Movie Business Book* is the authoritative, comprehensive sourcebook, covering online micro-budget movies to theatrical tentpoles. This book pulls back the veil of secrecy on producing, marketing, and distributing films, including business models, dealmaking, release windows, revenue streams, studio accounting, DIY online self-distribution and more. First-hand insider accounts serve as primary references involving negotiations, management decisions,

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workflow, intuition and instinct. The Movie Business Book is an essential guide for those launching or advancing careers in the global media marketplace.

Well-regarded guide for film professionals

The updated second edition of this text introduces readers to the business of film at every stage of the filmmaking lifecycle, from planning and production to distribution. Authors Paula Landry and Stephen R. Greenwald offer a practical, hands-on guide to the business aspects of this evolving industry, exploring development, financing, regional/global/online distribution, business models, exhibition, multi-platform delivery, marketing, film festivals, production incentives, VR/AR, accounting, and more. The book is illustrated throughout with sample financing scenarios and charts/graphics, and includes detailed case studies from projects of different budgets and markets. This new and expanded edition has further been updated to reflect the contemporary media landscape, including analysis on major new players and platforms like Netflix, Amazon, Google and Vimeo, shifting trends due to convergence and disruption from new technology, as well as the rise of independent distribution and emergent mobile and online formats. An eResource also includes downloadable forms and templates, PowerPoint slides, quizzes and test banks, and other additional resources.

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

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

This book is the bible for independent film producers on how to set up, finance, and run a successful and ongoing film development/production company or single-picture film.

A highly successful, award-winning independent producer shares his funny, practical, and innovative approach to breaking into film or television, whether you want to direct, act, write, or produce. It doesn't take film school or expensive, high-tech equipment to make a brilliant—and marketable—movie today, says successful maverick producer Dean Silvers. For aspiring filmmakers, it's easier than ever to produce—and sell—their work. *Secrets of Breaking into the Film and TV Business* is packed with concrete, proven advice to help you follow in the footsteps of today's cinematic giants, many of whom broke out with runaway independent successes. Drawing from his own experience as a filmmaker, Silvers offers essential tips and a wealth of invaluable knowledge about every aspect of the moviemaking business, from Internet shorts to how to adapt, option, and collaborate on feature-length films (with shoestring budgets).

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In this updated edition of the industry staple, veteran media executive Jeff Ulin relates business theory and practice across key global market segments—film, television, and online/digital—providing you with an insider's perspective that can't be found anywhere else. Learn how an idea moves from concept to profit and how distribution dominates the bottom line: Hollywood stars may make the headlines, but marketing and distribution are the behind-the-scenes drivers converting content into cash. The third edition: Includes perspectives from key industry executives at studios, networks, agencies and online leaders, including Fox, Paramount, Lucasfilm, Endeavor, Tencent, MPAA, YouTube, Amazon, and many more; Explores the explosive growth of the Chinese market, including box office trends, participation in financing Hollywood feature films, and the surge in online usage; Illustrates how online streaming leaders like Netflix, Amazon, Apple, YouTube, Hulu and Facebook are changing the way TV content is distributed and consumed, and in cases how these services are moving into theatrical markets; Analyzes online influences and disruption throughout the distribution chain, and explains the risks and impact stemming from changing access points (e.g., stand-alone apps), delivery methods (over-the-top) and consumption patterns (e.g., binge watching); Breaks down historical film windows, the economic drivers behind them, and how online and digital delivery applications are changing the landscape. Ulin provides the virtual apprenticeship you need to demystify and manage the complicated media markets, understand how digital distribution has impacted the ecosystem, and glimpse into the future of how film and television content will be financed, distributed and watched. An online eResource contains further discussion on topics presented in the book.

In this new and updated ultimate filmmaker's guide, Louise Levison gives you easy-to-use steps for writing an investor-winning business plan for a feature film, including: A comprehensive explanations for each of the eight sections of a plan Full financial section with text and tables A sample business plan A companion

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website with additional information for various chapters and detailed financial instructions advanced math not needed An explanation on how feature documentary, animated and large-format films differ A guide to pitching to investors: who they are, what they want and what to tell them Words of advice: Filmmakers share their experiences raising money from equity investors

"This book is about how to work with people in the film industry, about who they are, what they do, and what they need. Most importantly for you, it is also about how to become one of them. Make your movie is a straightforward and comprehensive must-read for any aspiring filmmaker with an ounce or two of determination. With a down-to-earth, tell it like it is approach, the author offers insight through relatable, real-world experience and one-on-one interviews with working professionals who are already at the top of their game. Having an insider's understanding of the entire filmmaking process from start to finish, fundraising to distribution, is imperative and will allow you to anticipate and navigate avoidable setbacks. This clear and concise guide candidly describes what you need to know about both the business and politics of the industry to get your movie made."--Cover.

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