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# The Biz The Basic Business Legal And Financial Aspects Of The Film Industry

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A Real-world Approach

The Independent Filmmaker's Guide to Writing a Business Plan for Investors, 2d ed.

The Movie Business Book

The Directors Guild of America and the Construction of Authorship

Producing for TV and Video

Changing Business as We Know it

Book Business: Publishing Past, Present, and Future

A Legal Toolkit for Independent Producers

Timeless Business Tools

How to be Your Own Publicist

7 Steps to Earning More, Working Less, and Living the Life You Want

Financing, Shooting, and Distributing Independent Films and Series

250+ Forms You Can Customize  
Routledge Handbook of Cultural and Creative Industries in Asia  
A Concise Handbook of Movie Industry Economics  
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Toward a Political Economy of Culture  
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Taxation of the Entertainment Industry  
Introduction to Media Distribution  
A Guide for Financial Analysis  
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The Business of Film  
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An Economic Analysis of Principal Agent Relationships in the U.S. Motion Picture Industry  
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How to Manage Your Storytelling Career from the Desk to the Stage  
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**AIYANA MIDDLETON**

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**A Real-world Approach** Greenwood  
Publishing Group  
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, workflow, intuition and instinct. The Movie Business Book is an essential guide for those launching or advancing careers in the global media marketplace.

The Independent Filmmaker's Guide to Writing a Business Plan for Investors, 2d ed. Cambridge University Press

Over the past two decades, investors from outside the motion picture industry have increasingly supplied equity to U.S. film productions. Today, these so-called co-financing arrangements are a common phenomenon in Hollywood.

While the large studios usually carry out the operative tasks of movie production and distribution, the financiers as co-owners of the completed films have rights to the residual profits. Kay H. Hofmann analyzes the conflicts of

interest and the organizational problems that may arise between the experienced major studios and investors with comparably low industry expertise.

Guided by principal agent theory, the empirical analysis provides evidence for adverse selection and multiple aspects of moral hazard during production as well as distribution. Based on these findings, the author develops solutions that are not only relevant for current and future investors but also for studios and film producers who rely on the long-term availability of external funds.

**The Movie Business Book** St. Martin's Press

Everything you need to know in order to start, maintain, and provide service for a business collection, and to research virtually any business topic. • Includes

hundreds of topical chapters that cover key resources in-depth • Provides a core list of the most essential library business resources • Contains contributions from an all-star cast of experienced business librarians • Bibliographic information regarding key resources is woven throughout the book

**The Directors Guild of America and the Construction of Authorship**

Columbia University Press

Cathrine Kellison gives insight into the different roles and functions a producer needs in the field of television and video. Her text is accompanied by interviews with working producers.

*Producing for TV and Video* ABC-CLIO

Business development is the most effective way for new and old economy companies to grow bigger and stronger

very quickly -- and this guide explains what it is and how it works. Business development is not just sales, marketing, or mergers and acquisitions. It entails aligning a company with complementary partners to meet or exceed goals with new economy speed. Regardless of a company's size, how long it has been in business, or the product it produces, this guide will help it prosper and grow by providing proven and practical tips, checklists, and toolkits on how to use business development.

*Changing Business as We Know it*

Routledge

Business models are the beating heart of your firm's value proposition. Great business models drive rapid growth; bad business models can doom the most promising ventures. Brilliant Business

Models clearly shows you how to create, test, adapt, and innovate successful and appropriate business models in any business context. Every company has a business model. When the business model works, the company creates value. Brilliant Business Models combines the latest research, straightforward tools and current examples to bring this surprisingly tricky topic to life. Straightforward cases from the author's research and experience highlight key lessons. This book applies a novel, life-cycle based approach to make business models relevant to your company's development stage. Your company changes over time—so should your business model. Understand how and why business models matter to your organisations success Learn how to

evaluate and test business models to identify the most appropriate model Use the business model life-cycle approach to keep your business model relevant and successful. “Clever, innovative, and simple -- a must read workbook for entrepreneurs!” Charles CHEN Yidan, Co-Founder, Tencent Holdings. “Buy it. Read it. Most importantly, use it!” John Mullins, London Business School, Author of The Customer-Funded Business and The New Business Road Test. “This may well turn out to be your scrapbook for business models. An excellent resource that will get your ideas flowing!” Shane Corstorphine, VP, Regional Growth (Global Regions) and General Manager (Americas), Skyscanner. *Book Business: Publishing Past, Present, and Future* [ReadHowYouWant.com](http://ReadHowYouWant.com)

Taxation of the Entertainment Industry (Ninth Edition) is an insightful treatise that helps practitioners spot unique issues before they become problems, interpret rules and regulations correctly, make business decisions that lower taxes, and ensure compliance with the law. This valuable reference by expert practitioner and author, Schuyler Moore, provides in-depth treatment of the taxation of film and television industries, including music and sports. It provides insights on proven strategies and techniques for achieving solid bottom-line results for those practitioners with clients within the entertainment industry.

A Legal Toolkit for Independent Producers Bloomsbury Publishing  
Managing Electronic Media recognizes

the changes in technology in the global marketplace and the impact these innovations have on media organizations and their integral business practices. It goes beyond the typical media management book by covering media enterprises as large scale businesses that must operate in a converged environment, rather than in separate silos of activity. Managing Electronic Media lays the groundwork for understanding and participating in digital content creation, marketing, and distribution. It provides the concepts and vocabulary that managers use to meet the challenges of today's market and to position their organizations to succeed in a relentlessly dynamic 24/7 business environment. Day in the Life sections highlight the daily activities of top media

executives, providing insight into the excitement, the fun, and the challenges, of careers in today's media industries. Case studies utilize exercises to promote further understanding of real-world situations. \* Arm yourself with the tools to succeed in content-producing organizations--a growing industrial sector that brings in more revenue to the U.S. than any other industry \*

Understand contemporary media management as it is really practiced \* Learn how managers plan, produce, and profit from high-value content

**Timeless Business Tools** Routledge

This short handbook collects essays on all aspects of the motion picture industry by leading authorities in political economy, economics, accounting, finance, and marketing. In addition to

offering the reader a perspective on what is known and what has been accomplished, it includes both new findings on a variety of topics and directions for additional research. Topics include estimation of theatrical and ancillary demand, profitability studies, the resolution of evident paradoxes in studio executive behavior, the interaction of the industry and government, the impacts of the most recent changes in accounting standards, and the role and importance of participation contracts. New results include findings on the true nature of the seasonality of theatrical demand, the predictive power of surveys based upon trailers, the impact of the Academy Awards, the effectiveness of prior history measures to gauge cast members and



directors, and the substitutability of movies across different genres.

How to be Your Own Publicist W. W. Norton & Company

This business book is written for solopreneurs and small companies. Simple, practical, effective and customer-pleasing business tools are arranged in eight operational groups. These 255 tools focus on small, one-percent improvements. The book layout and design facilitate rapid information retrieval and simple tool evaluation and implementation. This is a fast-read professional resource that is brief, clear and easy on the eyes.

7 Steps to Earning More, Working Less, and Living the Life You Want Pearson UK

\* You have an idea you want to pitch to a production company; how do you

safeguard your concept? \* There's a painting in the background of your independent film; is it necessary to clear the rights? \* The screenplay you and a friend wrote gets optioned; how do you split the proceeds fairly? \* How do you get a script to popular Hollywood actors or deal with their agents? Find quick answers to these and hundreds of other questions in *The Pocket Lawyer for Film and Video*, the next best thing to having an entertainment attorney at your beck and call. Written by a TV-producer-turned-entertainment-lawyer, this no-nonsense reference provides fast answers in plain English: no law degree required! *The Pocket Lawyer* is designed to help producers reduce legal costs by providing the vital information needed to make informed decisions on the legal

aspects of film, video, and TV productions. Film and video production is a litigation lighting rod: actors get hurt, copyrights are infringed, and contracts are broken. Big-budget producers have lawyers on retainer, but many independent filmmakers are left legally exposed. Arm yourself with the practical advice in this book. You will not only avoid common pitfalls, but become empowered in your daily work. Too many otherwise competent producers turn over every aspect of the deal negotiations to their lawyers and agents. This book explains the principal deals common to every production, putting producers back in the co-pilot seat with their representatives. The format is carefully designed for quick reference, so you get the answers you need, fast.

Features include: \* Clause Companion: explains the meaning and impact of typical contract clauses, taking the headache out of reading them. \* F.A.Qs: instantly answers the most commonly asked legal questions. \* Warnings: alerts you to critical areas and common mistakes. \* Pro-Tips: advice on unions, escrow accounts, etc. for producers who want to distribute their video widely.

### **Financing, Shooting, and Distributing Independent Films and Series** CRC Press

Recent years have witnessed the remarkable development of the cultural and creative industries (CCIs) in Asia, from the global popularity of the Japanese games and anime industries, to Korea's film and pop music successes. While CCIs in these Asian cultural

powerhouses aspire to become key players in the global cultural economy, Southeast Asian countries such as Malaysia and Thailand are eager to make a strong mark in the region's cultural landscape. As the first handbook on CCIs in Asia, this book provides readers with a contextualized understanding of the conditions and operation of Asian CCIs. Both internationalising and de-Westernising our knowledge of CCIs, it offers a comprehensive contribution to the field from academics, practitioners and activists alike. Covering 12 different societies in Asia from Japan and China to Thailand, Indonesia and India, the themes include: State policy in shaping CCIs Cultural production inside and outside of institutional frameworks Circulation of CCIs products and

consumer culture Cultural activism and independent culture Cultural heritage as an industry. Presenting a detailed set of case studies, this book will be an essential companion for researchers and students in the field of cultural policy, cultural and creative industries, media and cultural studies, and Asian studies in general.

### **250+ Forms You Can Customize**

McFarland

Even though publicity is free and provides impact and credibility that advertisements can't touch the majority of business owners never give it a second thought. How to Be Your Own Publicist shows small business owners and entrepreneurs how to generate good PR without hiring an outside firm. Written in an engaging and accessible

style, it combines guidelines to maximize, multiply, and even recycle publicity leads with templates, checklists, and step-by-step instructions to help publicity beginners secure positive, profitable media coverage. *Routledge Handbook of Cultural and Creative Industries in Asia* CRC Press

This is a book about the US motion picture industry - its structure and policies, its operations and practices. It looks at the processes that are involved in turning raw materials and labor into feature films. It describes the process of film production, distribution, exhibition and retail - a process that involves different markets where materials, labor and products are bought and sold. In other words, this is a book about how Hollywood works - as an industry. How

Hollywood Works: - offers an up-to-date survey of the policies and structure of the US film industry - looks at the relationship between the film industry and other media industries - examines the role of the major studios and the other 'players' - including, law firms, talent agents, and trade unions and guilds - provides access to hard-to-find statistical information on the industry

While many books describe the film production and marketing process, they usually do so from an industry perspective and few look at Hollywood critically from within a more general economic, political and social context. By offering just such a critique, Janet Wasko's text provides a timely and essential analysis of how Hollywood works for all students of film and media.

*A Concise Handbook of Movie Industry Economics* CRC Press

Ideas are the fuel of industry and the entertainment business. Likewise, manufacturers receive suggestions for new products or improvements to existing products, and retailers frequently receive ideas for new marketing campaigns. Many ideas are not new and may be used by anyone without the risk of incurring any legal liability, but some ideas are novel and valuable. If the originator of a potentially useful idea does not have the financial resources to exploit the idea, he or she may submit it to another, with the expectation of receiving compensation if the idea is used. Although an extensive body of intellectual property law exists to protect the rights of inventors,

authors, and businesses that own valuable brands or confidential proprietary information, raw ideas receive no protection. Nevertheless, the originator of a potentially useful and marketable idea is not without legal recourse. The courts have developed, through a long line of common law precedents, legal protection for novel and concrete ideas under certain circumstances. The originator of an idea can rely on contract law, whereby the recipient may expressly or impliedly agree to pay for the idea. Alternatively, if the idea is disclosed in confidence, its unauthorized use by the recipient allows the originator of the idea to recover compensation. Finally, some courts have treated the ownership of ideas as quasi-property rights.

**The Business Model Book** The BizThe Basic Business, Legal, and Financial Aspects of the Film Industry in a Digital WorldTodays film industry is a legal and financial obstacle course that all independent filmmakers must learn to master. The most comprehensive guide to negotiating that obstacle course is The Biz, a highly accessible overview of the industrys important business, legal and financial aspect. Filled with industry-savoy advice, it clearly explains: Raising financing. Business structuring. Securities laws. Budgeting essentials. Dealing with the guilds. Loans. Completion guarantees. Distribution deals. Video on demand. Calculating net profits. Film-industry accounting practices and contingent payments. Copyright, publicity, and trademark laws.

Screen credits and talent demands. Litigation problems. Bankruptcy. Taxation of film companies . . . and much more, including many useful sample forms and agreements.The Biz: the Basic Business, Legal and Financial Aspects of the Film IndustryBusiness Plans for Filmmakers This dynamite book merges the yin and yang of storytelling and business. Beginning with wonderful tips and advice about the art and presentation of storytelling, this is a complete resource about how to build a storytelling career. *Toward a Political Economy of Culture* Rowman & Littlefield Publishers The first, most crucial step in making a film is finding the funds to do it. Let Louise Levison, who wrote the innovative business plan for "The Blair Witch

Project," show you how. This unique guide teaches you not only how to create a business plan, but also how to avoid common business plan mistakes, so that you can attract and secure an investor. In jargon-free terms, the author leads you through every step. Each chapter concentrates on a different section of the business plan, including the industry, marketing, financing, and distribution. Large format films, new media and shorts are also discussed. The included companion web site features supplementary exercises and spreadsheets so that you get comfortable crunching the numbers--no math degree required! The sixth edition contains completely revised and updated industry data along with updated information on distribution including

online and foreign markets. Plus, new interviews and case studies with filmmakers will show you real-world examples of equity investors and markets.

#### Everything You Need to Know to Act Like a PR Pro Springer Science & Business Media

The must-have guide traditional and emerging TV funding models and the creative new funding methods that are being developed and exploited by social media-savvy documentary filmmakers. Each chapter covers a different form of funding and combines advice from industry insiders - producers, buyers, specialist media agencies and corporate funding bodies - and entertaining case studies that illustrate the benefits and pitfalls of each method. With practical

tips, case studies and advice it reveals what grantors, brands and NGOs are looking for in a pitch (they all have different needs and expectations), and the cultural differences that can trip up the unwary producer. Funding examples range from blue-chip TV documentaries, such as Planet Earth, which was co-funded by the BBC, Discovery NHK and CBC to The TV Book Club (More 4), which is funded by Specsavers opticians; from Lemonade Movie, which harnessed the power of Twitter to source free equipment and post-production resources etc. Readers discover: 1. The difference between co-productions, pre-sales and acquisitions; 2. How to develop and pitch advertiser funded programming; 3. The new rules on UK product placement 4. Where to hunt for

foundation and grant funding and how to fill in those fiendish application forms; 5. The power of crowd-funding and how to harness the internet to help you fundraise; 6. How to sniff out grants and funds held in non-film focused organisations such as the Wellcome Trust; 7. Why corporations are keen to fund your documentary and how to get them to part with their money without giving up your editorial control;

*Taxation of the Entertainment Industry BizBits, LLC*

The practical and legal aspects of writing a business plan for a film venture can be daunting to navigate without a firm grasp of know-how. With this in mind, John W. Cones's Business Plans for Filmmakers arms independent movie-makers and students with everything



they need to successfully tackle the confusing intersection of law, business, and art when creating a business plan for a movie. This pragmatic volume offers plenty of examples and strategies for success, sharing straightforward insight into some of the toughest challenges independent filmmakers face when encountering these documents. With simple yet thorough detail and clarity, Cones outlines the legal requirements affecting movie proposals, including ways to evaluate the necessity for a business plan or a securities disclosure document, as well as the legal definition of "an active investor." Also addressed are the numerous subjects filmmakers and students must consider before a film offering, including the efficacy of a business plan to fund the

development, production, and distribution phases of a film; common elements of fraud of which fledgling filmmakers should beware; the intricacies of revenue sharing; and how to render financial projections. Cones also imparts useful distinctions between such industry terms as "company financing" versus "project financing," along with many others. This book also includes in-depth guidance through the murky paths of investor analysis and key strategies to find and attract parties interested in financing film. Drawing upon his many years as a securities and entertainment attorney, and his experiences advising independent film producers, Cones offers the tools necessary not only to understand investors' motivations but also to use

that knowledge to the filmmaker's advantage. Also provided are perceptive studies of the investment vehicles commonly used in business plans seeking investors, with analysis of each method's pros and cons. Throughout the volume, Cones uses sample plans to offer a real-world grasp of the intricacies of the business. In the business of this art, knowledge is power. *Business Plans for Filmmakers* dispels the myths and misinformation circulating among filmmakers to provide accurate and useful advice.

*Introduction to Media Distribution* Taylor & Francis

Today's independent and digital filmmaking demands a clear guide to the business and legal aspects of the art. What fundraising options are available to

a filmmaker? When should a filmmaker establish a corporation or limited liability company? How do screenwriters protect their work? What are a director's legal obligations to the producer, cast, and crew--and what are their obligations in return? This indispensable resource addresses the legal, financial, and organizational questions that an independent or guerrilla filmmaker must face, and the problems that will doom a project if left unanswered. It demystifies issues such as founding a film company, obtaining financing, preparing a budget, securing locations, shooting, granting screen credits, and distributing, exhibiting, and marketing a film. Newly updated and expanded, this third edition explores concepts such as integrating social media; crowd funding and

nonprofit status funding; diversity, inclusion, and compensation equity; and distribution via streaming services. Six

appendixes provide sample contracts, copyright circulars, Documentary Filmmakers' Statement of Best Practices in Fair Use, and more.

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