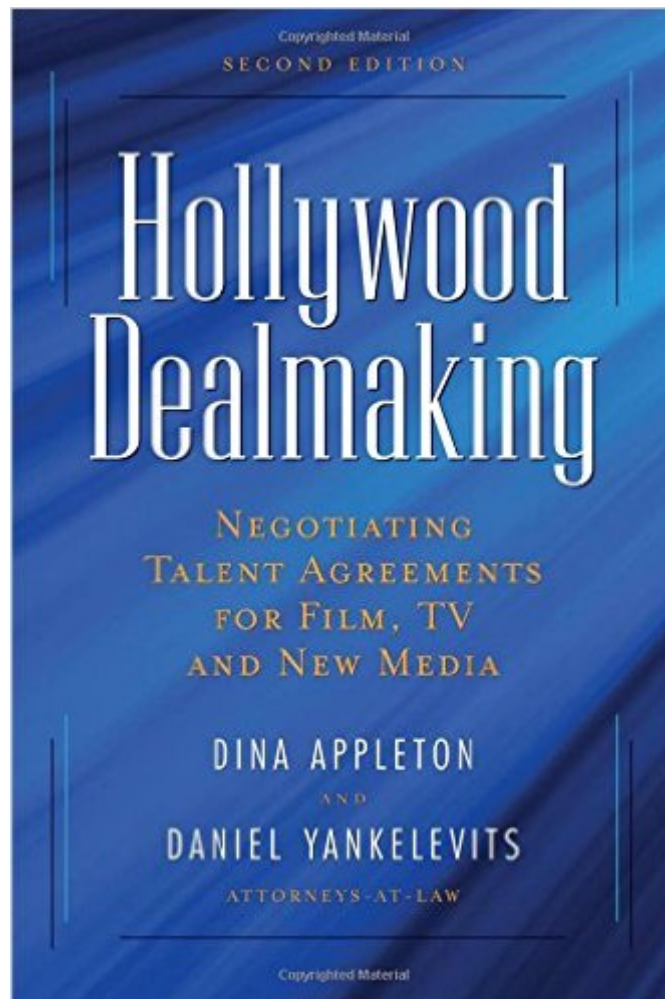


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# Hollywood Dealmaking: Negotiating Talent Agreements For Film, TV And New Media



## Synopsis

Hollywood Dealmaking has become the go-to resource for new and experienced entertainment attorneys, agent trainees, 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 shows as well as the talent deals that are made and the Internet/New Media chapter delves in 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. 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 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 publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

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## Customer Reviews

If you ever dreamed of seeing your book, script, short story or any creative idea turned into a movie or TV show, this book can improve your prospects of realizing this dream. In a clear, easy to follow narrative sprinkled with humor you are provided the scoop on the players and the rules that govern Hollywood deal making. If you ever wanted to leave your mundane corporate law job and get into the exciting world of entertainment law, or if you work in the mail room and aspire to become the creative director of a Hollywood studio, or aspire to become a talent agent, this book is your GPS to guide you on your way. I enjoyed reading the book

I work at a Production company and a lot of contracts we hand to outside lawyers, but this is a good tool for me because it goes into details and discusses each point in a contract. This is something I'd love to have had many years ago, when I just got started in the business, and now that I have it, I am learning a lot of new things. There isn't any other book out there- quite like this.

Having been in entertainment law for a law (both as a business rep and an attorney) and I've rarely if ever seen "The Industry" so scholarly laid out. It is a methodic, plain speaking nonsensational view of how it works. Its nuts and bolts are clearly laid out. It ensures that the reader has as realistic as possible view of the very complicated world of entertainment law. You won't be able to toss off the term "entertainment law" in any light way after you plunge the depths in this book!

A thorough and invaluable guide. This book covers even more than I had imagined. Uses little Legalese, but it's expertly written. If entertainment transactions are new to you, you may want to start here before you open the big Litwak books. No substitute for actual experience, though. More like a great introduction for lawyers transitioning into entertainment practice from other fields.

Had the pleasure of working with Dina at a talent agency. I have ordered this book many times for people how are entering the TV business and those who have been in it for a long time. By far the best book out there for understanding TV deals in detail. Easy to read and understand.

This is an amazing book and a great resource for any student, professor, or working professional. It not only breaks down agreement provisions, it also lays out the strategical arguments made by both studio representatives and talent agents. It is also a good read for those starting out in the industry, you see both the basics and intricacies of what goes into making such deals. I found the deal point summaries at the end of each chapter particularly helpful during my negotiations.

WOW! THIS BOOK IS AWESOME. I'M A LAWYER IN PRIVATE PRACTICE, AND REPRESENT A COUPLE OF WRITERS. THIS BOOK HAS EVERYTHING I COULD EVER WANT OR NEED TO MAKE A KILLER DEAL FOR MY CLIENTS. MY WIFE READ IT TOO, AND FOUND THE INFORMATION FANTABULOUS! I HIGHLY RECOMMEND!!

I am a lawyer from Greece and i was searching for a book that covered both the trends of the industry and the legal aspects. This book is a top choice and much credit goes to the authors for the way they presented the matters.

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