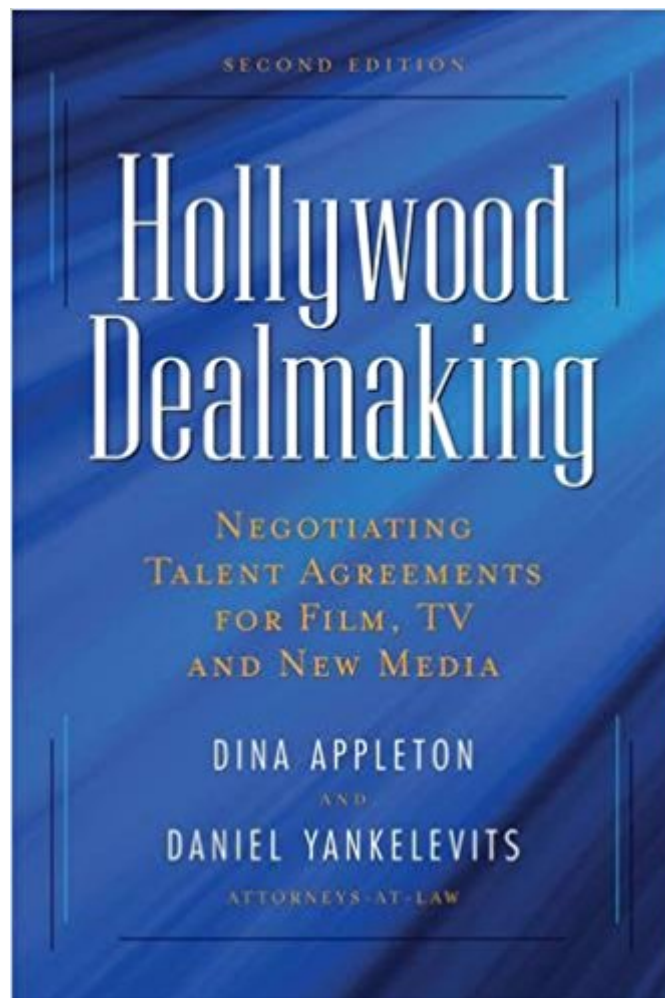




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# Hollywood Dealmaking: Negotiating Talent Agreements For Film, TV And New Media



## 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, deferments, 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.

## Book Information

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## Customer Reviews

" . . . provides a quick understanding of everything one needs to know to negotiate Hollywood talent agreements." -- Gavin Polone, motion picture and television producer "...provides a thorough guide to the key issues confronted in talent negotiations." -- -Marti Blumenthal, Partner, Writers & Artists Agency "I wish I could have had this book when I was starting out in the business. An invaluable reference work." -- Alan Poul, Executive Producer, Six Feet Under "This is an invaluable resource for anyone seeking a primer on our business." -- David J. Matlof, Partner, Armstrong Hirsch Jackoway Tyerman & Wertheimer --This text refers to an alternate Paperback edition.

"Making the deal" has become nearly as talked about in the entertainment industry as movies and television shows themselves. The legal resources of studios and networks are legendary, often intimidating independent producers, writers, actors, directors, agents, and others as they try to navigate through the maze of legal details. For those whose well-being depends on such conditions as greenlight, development fees, and pay-or-play, a new resource has arrived to level the playing field. Entertainment attorneys and Hollywood insiders Dina Appleton and Daniel Yankelevits explain the negotiation techniques and strategies used by seasoned professionals in Hollywood  
Dealmaking: Negotiating Talent Agreements. --This text refers to an alternate Paperback edition.

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.

Excellent book and great companion treatise for the Mark Litwak Dealmaking in the Film and Television Industry Third Edition Revised and Updated.

I was right in the middle of an important Hollywood contract, and couldn't find contract answers in any of the other many books I had. Luckily, this was available on Kindle. Not my favorite way to read, but I was able to get it immediately and got my questions answered. It's very thorough, and covers any aspect of contract you will need in Hollywood. Success!

If you are interested in entertainment contracts you need to read this book. I bought it for class, but will definitely use it as a reference for now on.

This book really helped show me how to structure and negotiate a hollywood deal. i wish I had it before I started my job. Highly recommended for students tring to enter the dealmmaking biz.

if you're an indie film maker and don't own this book, should give it a try for the info behind the scenes so you can structure your film company as need be.contains but not limited to: agreements the types and examples, history on the medium and the projected future as well as the present state of the filming industry.I recommend it

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