



Box Office Deal

Ann Harrison



Box Office Deal:

The Feature Film Distribution Deal John W. Cones, 1997 John W Cones whose real goal is to stimulate a long term film industry reform movement shows how the financial control of the film industry in the hands of the major studios and distributors actually translates into creative control of the industry Cones discusses the pros and cons of the debate relating to the industry s so called net profit problem and the way in which the distribution deal plays an integral part in that problem He then breaks down five major film finance distribution scenarios explaining various distribution deals and suggesting ways of negotiating distribution Critically examining the specific terms of the distribution deal itself Cones covers gross receipts exclusions distributor fees and distribution expenses He also investigates the various forms of interest issues of production costs matters of creative control and general contractual provisions For handy reference Cones includes an extensive checklist for negotiating any feature film distribution deal The list deals with distribution fees distribution expenses interest production costs creative control issues general contractual provisions distributor commitments and the limits of negotiating His nine appendixes present a Motion Picture Industry Overview Profit Participation Audit Firms ADI Top 50 Market Rankings an AFMA Member List 1992 1993 a Production Financing Distribution Agreement a Negative Pickup Distribution Agreement a Distribution Rights Acquisition Agreement a Distribution Agreement Rent a Distributor Deal and a Foreign Distribution Agreement Cones wrote this book for independent producers executive and associate producers and their representatives directors actors screenwriters members of talent guilds distributors and entertainment antitrust and securities attorneys Securities issuers and dealers investment bankers and money finders investors and financiers of every sort also will be interested In addition Cones suggests and hopes that the book will interest Congress their research staff government regulators at the Internal Revenue Service the Securities and Exchange Commission the Federal Trade Commission and law enforcement officials such as the Los Angeles District Attorney and the U S Justice Department **Box Office** ,1958 **Marketing to Moviegoers** Robert Marich, 2013-01-30 While Hollywood executives spend millions of dollars making movies even more money is poured into selling those films to the public In the third edition of his comprehensive guidebook *Marketing to Moviegoers A Handbook of Strategies and Tactics* veteran film and TV journalist Robert Marich plumbs the depths of the methods used by studios to market their films to consumers Updates to the third edition include a chapter on marketing movies using digital media an insightful discussion of the use of music in film trailers new and expanded materials on marketing targeted toward affinity groups and awards fresh analysis of booking contracts between theaters and distributors a brief history of indie film marketing and explorations of the overlooked potential of the drive in theater and the revival of third party financed movie campaigns While many books have been written on the business to business aspect of film promotion Marich s volume is one of the few that focuses on the techniques used to sell motion pictures to those in a position to truly make or break a film the public A highly navigable handbook that breaks down a

complicated process into manageable strategies in an easy to read style Marketing to Moviegoers is a must for all professionals and students in today's rapidly evolving film industry **Deal Engines** Robert E. Hall, 2003 Where and how electronic deal making will flourish and common pitfalls for entrepreneurs and investors *Dictionary of Film Finance and Distribution* John W. Cones, 2013 This dictionary is an aid to anyone involved in seeking to finance a feature film project especially independents It covers terms used in film production and distribution marketing accounting insurance securities corporate structures and general financial arenas All of the principal forms of feature film finance are covered including studio distributors production companies lending institutions co financing pre sales grants foreign and passive investor financing involving the sale of a security The Movie Business Kelly Crabb, 2005-04-26 A straightforward business and legal guide for novice movie producers covers a wide range of topics including intellectual property laws financing and production challenges in a guide that also provides in depth coverage of understanding and negotiating a movie contract

Arnold Schwarzenegger Louise Krasniewicz, Michael Blitz, 2006-10-30 From his role in The Terminator to his more recent work as Governor of California Arnold Schwarzenegger has played a major role in American popular culture This accessible and entertaining biography traces the trajectory of Arnold's career sports figure turned movie star turned entrepreneur turned politician Elected as governor of California in 2003 Arnold Schwarzenegger now dramatically and vividly represents the determination and to a great extent the relentlessness necessary for achieving great fame political power and iconic status While many readers will have read about his benchmark achievements this biography will reveal the surprising complexities behind the public scenes and put them into a larger cultural context Photos and a timeline of significant events round out this insightful biography From his role in The Terminator to his more recent work as Governor of California Arnold Schwarzenegger has played a major role in American popular culture This biography traces the fascinating trajectory of Arnold's career sports figure turned movie star turned entrepreneur turned politician Elected as governor of California in 2003 Arnold Schwarzenegger now dramatically and vividly represents the determination and to a great extent the relentlessness necessary for achieving great fame political power and iconic status Arnold's life has been characterized by public notoriety While many readers will have heard or read about his benchmark achievements this biography will reveal the surprising complexities behind the public scenes and put them into a larger cultural context Photos and a timeline of significant events round out this entertaining and insightful biography **Movies at Home** Kerry Segrave, 1999-01-01 The relationship of Hollywood and television initially turbulent has ultimately been profitable from the first sally in what was expected to be a war of attrition up through the soliciting of movies by major networks independent stations basic cable networks premium cable channels pay per view systems and even the corner video store When their initial efforts to acquire ownership interests in television outlets were thwarted Hollywood's major movie studios determined to withhold from the tube not only their films but also their actors no doubt in hopes of making the rival medium appear a

weak substitute for cinema With ticket sales shrinking and television set purchases booming the studios erasing their last contemptuously drawn line in the sand grudgingly released their films to television and made a fortune **Robert Redford and American Cinema** Michael Allen,2021-03-25 Michael Allen's insightful study explores the long and diverse career of the actor and director Robert Redford from his early work in theatre and TV to his contemporary status as an iconic and enduring star Allen assesses Redford's importance to the American film industry during a period of great transformation as an influential industry player an award winning director and a committed political activist Allen considers Redford's individual achievements in the context of shifts and changes in the industry as a whole some of which benefited Redford's own progress and development some which he engineered himself as well as discussing Redford's star persona in relation to ageing and masculinity From Reel to Deal Dov S-S Simens,2025-05-01 Based on his acclaimed 2 Day Film School Dov S S Simens serves up a flawless and detailed blueprint for creating successful independent films With his signature in your face no holds barred advice the Godfather of Independent Film teaches readers everything they need to know to create full length feature films From screenwriting There are two types of scripts It's great or it sucks to distribution Who are the whores of Hollywood Simens provides encyclopedic precise and creative instruction for making a vision a reality By the end of the book readers will know exactly what to do to make their films How Hollywood Works Janet Wasko,2003-11-25 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 **The Live Music Business** Andy Reynolds,2021-11-29 The Live Music Business Management and Production of Concerts and Festivals Third Edition shines a light on the enigmatic live music business offering a wealth of inside advice and trade secrets to artists and bands looking to make a living in the industry Previously published as The Tour Book this new edition has been extensively revised reorganized and updated to reflect today's music industry This practical guidebook examines the roles of the key players from booking agents to concert promoters artist managers to talent buyers and the deals conventions and processes that drive this global business Written by a touring professional with over 25 years of experience this book elucidates why playing

live is crucial to the success of any musician band or artist explaining issues like what managers promoters and agents do and how they arrange shows and tours how to understand and negotiate show contracts how to create a contract rider and how the rider affects the money you earn from a show how to appear professional and knowledgeable in an industry with its own conventions language and baffling technical terms and a three year plan using live performance to kickstart your music career Intended for music artists and students The Live Music Business presents proven live music career strategies covering every aspect of putting on a live show from rehearsing and soundchecks to promotions marketing and contracts In an era when performing live is more essential than ever this is the go to guidebook for getting your show on the road and making a living from music

Investing in Movies Joseph N. Cohen, 2021-12-30 In this second edition of Investing in Movies industry veteran Joseph N Cohen provides investors and producers with an analytical framework to assess the opportunities and pitfalls of film investments The book traces macroeconomic trends and the globalization of the business including the rise of streamers as well as the impact these have on potential returns It offers a broad range of guidelines on how to source interesting projects and advice on what kinds of projects to avoid as well as numerous ways to maximize risk adjusted returns While focusing primarily on investments in independent films Cohen also provides valuable insights into the studio and independent slate deals that have been marketed to the institutional investment community As well this new edition has been updated to fully optimize the current film industry climate including brand new chapters on the Chinese film market new media streaming services and the effects of COVID 19 on the global film market Written in a detailed and approachable manner this book is essential for students and aspiring professionals looking to gain an insider perspective against the minefield of film investing

The Commercial Theater Institute Guide to Producing Plays and Musicals Frederic B. Vogel, Ben Hodges, 2007-01-01 Applause Books The Commercial Theater Institute sponsors an annual intensive program in New York for individuals interested in producing or investing in the theatre that attracts people from all over the world The top working theatre professionals offer hard factual information to those interested in producing for Broadway Off Broadway Off Off Broadway anywhere in North America as well as in the United Kingdom The Commercial Theater Institute Guide to Producing Plays and Musicals now collects for the first time the cream of the crop of that advice from the noted theatre professionals who participate in the program in their own words Interviews contributions and a resource directory are included from 30 theatre professionals who have won a total of 45 Tony Awards Agents directors production designers general managers fundraisers marketing directors producers and theatrical attorneys all offer invaluable advice in a book that will be the definitive resource in its field

Managing Your Band Steve Marcone, Dave Philp, 2021-06-24 Managing Your Band A Guide to Artist Management is your go to guide for artist management in the new music industry especially independent artists taking the DIY route Industry insiders Steve Marcone and Dave Philp tackle the work and knowledge required of an artist manager and band member focusing on earning revenue from an artist s three major revenue streams

songwriting and publishing live performance and recording The book investigates the roles of the many industry intermediaries illustrating how many of today's artists including DIY artists function as their own entertainment companies This seventh edition includes updated information for the twenty first century artist and manager including key information on the impacts of COVID 19 on the industry New sections and chapters include The twenty first century DIY manager The live ecosystem Music publishing Social media Analytics offered by streaming services Each chapter includes learning objectives a summary and suggested projects for course usage For access to the free instructor's manual which includes a sample syllabus and test questions please email textbooks@rowman.com

A/V A to Z Richard W. Kroon, 2010-03-30 Defining more than 10 000 words and phrases from everyday slang to technical terms and concepts this dictionary of the audiovisual language embraces more than 50 subject areas within film television and home entertainment It includes terms from the complete lifecycle of an audiovisual work from initial concept through commercial presentation in all the major distribution channels including theatrical exhibition television broadcast home entertainment and mobile media The dictionary definitions are augmented by more than 700 illustrations 1 600 etymologies and nearly 2 000 encyclopedic entries that provide illuminating anecdotes historical perspective and clarifying details

The International Film Business Angus Finney, 2014-10-10 The International Film Business examines the independent film sector as a business and addresses the specific skills and knowledge it demands It describes both the present state of the industry the significant digital and social media developments that are continuing to take place and what changes these might effect The International Film Business describes and analyses the present structure of the film industry as a business with a specific focus on the film value chain discusses and analyses current digital technology and how it potentially may change the structure and opportunities offered by the industry in the future provides information and advice on the different business and management skills and strategies includes case studies on a variety of films including The Guard 2011 The King's Speech 2010 The Best Exotic Marigold Hotel 2012 Cloverfield 2008 Paddy Dangan aka Opal Dream 2005 Confessions of a Dangerous Mind 2002 The Reckoning 2002 and The Mother 2003 and company case studies on Pixar Renaissance Redbus and Zentropa Further case studies on films that failed to go into production include Neil LaBute's Vapor and Terry Gilliam's Good Omens Taking an entrepreneurial perspective on what future opportunities will be available to prepared and informed students and emerging practitioners this text includes case studies that take students through the successes and failures of a variety of real film companies and projects and features exclusive interviews with leading practitioners in all sectors of the industry from production to exhibition

Music: The Business (9th Edition) Ann Harrison, 2025-08-21 This essential and highly acclaimed guide now updated and revised in its ninth edition explains the business of the British music industry Drawing on her extensive experience as a media lawyer Ann Harrison offers a unique expert opinion on the deals the contracts and the business as a whole She examines in detail the changing face of the music industry and provides absorbing and up to date case studies

Whether you're a recording artist, songwriter, music business manager, industry executive, publisher, journalist, media student, accountant, or lawyer, this practical and comprehensive guide is indispensable reading. Fully revised and updated, this edition focuses on the transformative effects artificial intelligence is already having on the industry, as well as exciting future developments for creativity and copyright considerations. **Entertainment Industry Economics** Harold L.

Vogel, 2001-04-23 This book provides everything a financial analyst of entertainment needs to know of the sector

Creative Arts Marketing Liz Hill, Catherine O'Sullivan, Terry O'Sullivan, Brian Whitehead, 2017-10-10 Creative Arts Marketing third edition is a long-awaited update of a classic and influential text. A ground-breaking book when first published, it covers the core concepts of marketing and management as they apply to the arts and heritage industries with a depth that is still unrivalled. With an emphasis on global case studies, practical examples, and discussion questions, and an author team that draws from rich and varied experiences in the arts management sector, the book serves as a text for students as much as it is a practitioner's guide to industry best practice. Extensively revised to reflect the dramatic changes to this industry, this edition integrates organizational and management subject matter, reflecting the marketing function's deeper involvement in broad organizational issues. This fully updated and revised third edition features Audience diversity and audience development, The impact of digital technologies on the industry, An exploration of the increasingly complex relationship between public and private funding for the arts, Ethics and sustainability issues for arts marketers, Cultural policy changes in the industry. Including a brand new companion website complete with materials for tutors and students, for the first time the return of this important text will be welcomed by students, tutors, and professionals in the arts.

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