



Box Office Deal

Peter H. Collin



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

Taiwan Cinema, Memory, and Modernity Ivy I-chu Chang, 2019-01-04 This book investigates the aesthetics and politics of Post Taiwan New Cinema by examining fifteen movies by six directors and frequent award winners in international film festivals The book considers the works of such prominent directors as Edward Yang Tsai Ming-liang and Chang Tsuo-chi and their influence on Asian films as well as emergent phenomenal directors such as Wei Te-sheng Zero Chou and Chung Mong-hong It also explores the possibility of transnational and trans-local social sphere in the interstices of layered colonial legacies nation-state domination and global capitalism Considering Taiwan cinema in the wake of globalization it analyses how these films represent the socio-political transition among multiple colonial legacies global capitalism and the changing cross-strait relation between Taiwan and the Mainland China The book discusses how these films represent nomadic urban middle-class displaced transnational migrant workers roaming children and young gangsters and explores how the continuity-disjuncture of globalization has not only carved into historical and personal memories and individual bodies but also influenced the transnational production modes and marketing strategies of cinema

Hollywood Dealmaking Dina Appleton, Daniel Yankelevits, 2018-07-17 I wish I could have had this book when I was starting out in the business An invaluable reference work Alan Poul producer Westworld 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 This invaluable reference presents the interests of talent as well as the point of view of creative executives producers entertainment attorneys agents and managers and major guilds making clear the role that each plays in the dealmaking process Readers will find expert insights to talent and production deals for television feature film video and the Internet as well as an in-depth overview of net profits and other forms of contingent compensation Hollywood Dealmaking Third Edition also addresses digital and new platforms changes resulting from new union agreements and the evolution in feature film back-end profit participation deals In addition this comprehensive guide includes Explanations of employment deals Details of rights acquisition Basics of copyright law Sample contracts and forms Glossary of industry lingo and terminology And much more Peppered with facts on the deals of superstar players and with summaries in each section to clarify complex legal issues Hollywood Dealmaking Third Edition is an essential resource for industry novices and veterans alike who want to sharpen their negotiation skills and finalize the deals they have been seeking

Dreamworks SKG: Traumfabrik im digitalen Zeitalter Filipp Goldscheider, 2002-11-22 Inhaltsangabe Einleitung Als im Herbst 1994 Steven Spielberg Jeffrey Katzenberg und David Geffen bei einer Pressekonferenz die Gründung eines gemeinsamen Medienunternehmens bekanntgaben reagierte die amerikanische Presse mit Begeisterung und verkündete eine Neubelebung der Medienbranche Die International Herald Tribune prognostizierte da diese Troika der Branche einen seismischen Schock verpassen würde Der Wall Street Journal sprach von einem Dream Team

das die in Hollywood herrschenden Studios herausfordern und eine neue Dynamik in den Konkurrenzkampf bringen würde. Die hohen Erwartungen an das Trio beruhen auf ihren bisherigen Erfolgen. Steven Spielberg gilt als der populärste Filmregisseur und Produzent der letzten zwanzig Jahre. Im Laufe seiner Hollywood Karriere stellte er mit Filmen wie Jaws E.T. und zuletzt Jurassic Park stets neue Kinokassenrekorde auf. Der ehemalige Disney Manager Jeffrey Katzenberg zählt zu den ehrgeizigsten und kompetentesten Studio Managern Hollywoods. Der Erfolg des Disney Zeichentrickfilms The Lion King und die Revitalisierung der Animationsabteilung des Walt Disney Studios wird vor allem ihm zugerechnet. Zusammen mit dem Disney Chef Michael Eisner baute Katzenberg das Disney Studio zu einem der bedeutendsten Medienkonzerne aus. David Geffen erwarb sich mit der Betreuung von Interpreten und Gruppen wie Bob Dylan James Brown bis hin zu Guns N Roses und Nirvana den Ruf einer der einflussreichsten Männer der Musikbranche zu sein. Als Grund für den Zusammenschluss gaben die drei Hollywood Insider an, da es wieder Zeit sei, Filme mit Leidenschaft und nicht mit Kalkül zu machen und mehr Geld in junge Talente zu investieren, anstatt in kreativitätsfeindliche Bürokratien. Aufgrund dieser Ankündigungen wurde das neue Unternehmen von Spielberg Katzenberg und Geffen zu einem kreativen Gegenpol zu den großen Hollywood Studios stilisiert, die ausschließlich zu global operierenden Medienkonzernen mit großen Verwaltungsapparaten gehören. Wenige Monate nach der Ankündigung ihrer Partnerschaft wurde der Name des gemeinsamen Medienunternehmens bekanntgegeben: DreamWorks SKG. Die Initialen SKG sollten noch einmal verdeutlichen, dass hinter diesem Medienkonzern der die Bereiche Film Fernsehen Musik und neue interaktive Medien umfassen würde, die Medienkenner Spielberg Katzenberg und Geffen stehen. Ein Kapitalvolumen in Höhe von zwei Milliarden Dollar und Allianzen mit erstrangigen Geschäftspartnern.

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.

How Hollywood Works Janet Wasko, 2003-12-18. This volume details the processes involved in turning raw materials and labour into feature films. Janet Wasko surveys and critiques the policies and structure of the current United States film industry as well as its relationships to other media industries.

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 *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 *Billboard* , 2010-04-03 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted

charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

The Capital ,1899 **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 [Ticket Scalping](#) Kerry Segrave,2006-11-15 Ticket scalping is as much an American staple as apple pie Beginning as early as the mid 1800s scalpers known as sidewalk men were charging all the traffic would bear for event tickets Although these speculators were generally viewed as pariahs and public opinion was against the practice legal attempts to limit their activities were far from successful Boston enacted laws as early as 1873 while Pennsylvania followed suit in 1884 Still such measures did little good since some laws were declared unconstitutional and for the ones that were upheld the fines were negligible with jail time rarely served Over the years as moral objections to scalping dimmed the public became more tolerant as the practice became increasingly prevalent By the 1990s the capitalist mantras of free market and economic principles of supply and demand were even being used to justify the practice This volume details the ways in which scalping has changed over the years from a one man business to an agency controlled enterprise from performances by Jenny Lind to Billy Joel The book examines the general situation public opinion and legal perception of scalping for four distinct periods 1850 1899 1900 1917 1918 1949 and 1950 2005 Emphasis is placed on the ways in which public and legal perception of the practice has evolved over this period Scalping slowly gaining a more positive status has become more accepted as part of the economic practice of free markets

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.

PONS Fachwörterbuch Recht Peter H. Collin, 2005 [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.

[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.

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