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Hollywood Dealmaking : Negotiating Talent Agreements

Dina Appleton, Daniel Yankelevits

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Hollywood Dealmaking : Negotiating Talent Agreements Dina Appleton, Daniel Yankelevits
Two entertainment attorneys and Hollywood insiders explain all the ins and outs of negotiating in the movie industry, including back ends, gross and adjusted gross profits, deferments, box office bonuses, copyrights, and much more.

This easy-to-follow reference–written clearly, without confusing legal jargon–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. With the negotiating tips in this guide, agents, writers, directors, actors, financiers, and filmmakers will save thousands of dollars in attorney fees.

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