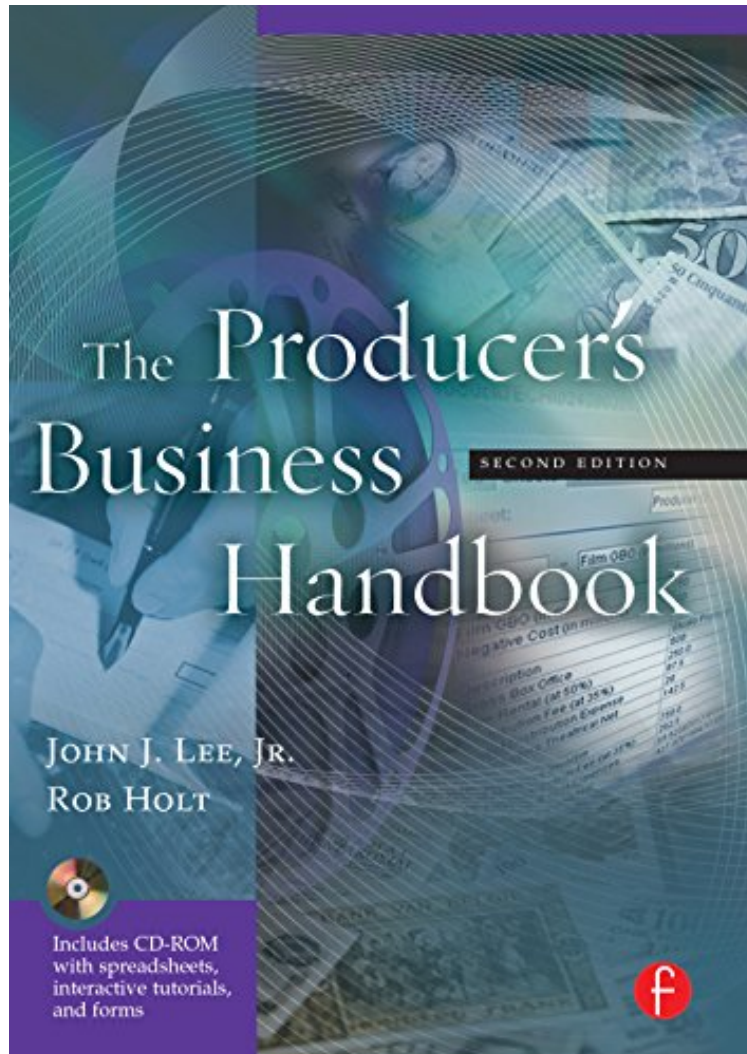


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The Producer's Business Handbook (American Film Market Presents)

John J. Lee Jr.

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The Producer's Business Handbook provides a model for making a successful business of independent filmmaking. It will give you a comprehensive understanding of the business of entertainment and supply you with the information and tools you'll need to successfully engage all related aspects of global production and exploitation. The handbook also provides a global orientation to the relationships that the most successful producers have with the various participants in the motion picture industry. This includes how producers direct their relationships with domestic and foreign studios, agencies, attorneys, talent, completion guarantors, banks, and private investors. It provides a thorough orientation to operating production development and single purpose production companies, from solicitation of literary properties through direct rights sales, and the management of global distribution relationships. Also presented is an in-depth discussion of the team roles needed to operate these companies, as well as how to attach and direct them. For those outside of the US, this book also includes information about how to produce successful films without government funding. This edition has been updated to include comprehensive information on the internal greenlighting process, government financing, and determining actual cost-of-money. It includes new simplified project evaluation tools, expediting funding and distribution. Together with its companion CD-ROM, which contains valuable forms and spreadsheets; tutorials; and samples, this handbook presents both instruction and worksheet support to independent producers at all levels of experience.

"Using clear non-jargon, Lee takes us carefully through every facet of production, big and small, showing clearly the critical role each part plays in helping achieve the whole." - www.penultimateproductions.co.uk From the Publisher The Producer's Business Handbook gives an insight to the relationships that the most successful producers have with the various participants in the motion picture industry. This includes how these producers direct their relationships with domestic and foreign studios, agencies, attorneys, talent, completion guarantors, banks, and private investors. It provides a thorough orientation to operating development and producing companies, from solicitation of literary properties through direct rights sales, and the management of global distribution relationships. A companion website features extremely valuable spreadsheets, such as the bank financing worksheet and the producer's share analysis. The interactive website also provides examples and exercises using various worksheets. About the Author John Lee is a consultant for independent producers and media clients. He is a former faculty member at Brigham Young University.