

A stylized world map in shades of blue and white, showing the continents. The map is tilted slightly to the right. Overlaid on the map is the title text in a bold, white, sans-serif font.

MARKETING and SELLING YOUR FILM AROUND THE WORLD

A GUIDE FOR INDEPENDENT FILMMAKERS
BY JOHN DURIE ANNIKA PHAM NEIL WATSON

Marketing Selling Your Film Around The World A Guide For Independent Filmmakers

Benjamin Craig



Marketing Selling Your Film Around The World A Guide For Independent Filmmakers:

Marketing and Selling Your Film Around the World John Durie, Annika Pham, Neil Watson, 2000 It includes essential information and advice on such subjects as securing a sales agent providing agents and distributors with necessary promotional materials working the film markets and festivals and understanding the audience demographics and the industry business practices peculiar to specific territories **BOOK JACKET** *The Independent Filmmaker's Guide to Writing a Business Plan for Investors*, 2d ed. Gabriel Campisi, 2012-04-19 Filmmakers need more than heart talent and desire to realize their dreams they need production capital Finding willing investors can be the most difficult step in an aspiring filmmaker's pursuit of higher budget entertaining motion pictures This practical guide provides detailed instructions on preparing the most important tool for recruiting investors a persuasive business plan Included in this new edition are suggested ways to approach potential investors lists of various financial sources available to Hollywood productions and tips on spotting unscrupulous financiers Interviews with key Hollywood producers offer real world insight **Making Your Film for Less Outside the U.S.** Mark Dewayne, 2006-03-02 At last here is a definitive step by step guide that explains everything needed to successfully produce and distribute films overseas Following the advice found here filmmakers will learn to make films in foreign countries that cost less money and allow the artists greater creative control Chapters include scheduling and budgeting foreign censors accommodations and office rental scams to avoid foreign film festivals working with digital equipment and more An in depth study compares production costs between the U S and Canada Mexico England France Bulgaria South Africa the Philippine Islands Hong Kong Australia and Thailand The author offers a sample budget for an overseas film shoot and offers tips for cutting costs on transportation location fees wardrobe hair and makeup catering and equipment Interviews with nine entertainment industry veterans reveal marketing and distribution trends in the American film market for foreign made projects And special chapters are included on writing for overseas production and on new technology as it relates to digital film and video provide essential insight to today's filmmaker Directors producers screenwriters and actors will learn how to turn their film projects from a dream to reality Marketing cinematográfico Elena Neira, Rafael Linares, Joan Herbera, 2015-01-01 Detrás del estreno de una película existe una cuidada estrategia en la que se llevan a cabo distintas acciones con un objetivo común conseguir un buen debut en cines y por extensión un recorrido comercial óptimo en el resto de las ventanas de explotación Este libro aborda la promoción de una película de manera global El lector descubrirá de la mano de sus autores las principales herramientas y estrategias que la empresa audiovisual tiene a su disposición durante toda la cadena de generación de valor de un título desde la idea creativa hasta el día de su proyección en salas Por un lado se exponen los procesos estrategias materiales y medios que forman parte de una campaña de marketing cinematográfico para explicar posicionar y promocionar un título entre los espectadores potenciales En segundo lugar se abordan las técnicas que proporciona la investigación de mercado para definir productos más afines dimensionar la película y

conocer mejor el público objetivo target al que nos dirigimos Por ltimo se explican las posibilidades de promoci n que ofrecen las redes sociales al sector del entretenimiento especialmente en uno de los nichos de audiencia m s esquivo los j venes

Film Marketing into the Twenty-First Century Nolwenn Mingant,Cecilia Tirtaine,Joël Augros,2015-10-28 How do you sell British humour to a French audience Could piracy actually be good for the film business Why are The Hobbit s revolutionary technologies not mentioned in some adverts Exploring these questions and many more Film Marketing into the Twenty First Century draws on insights from renowned film academics and leading industry professionals to chart the evolution of modern film marketing The first part of the book focuses on geographical considerations showing how marketers have to adapt their strategies locally as films travel across borders The second covers new marketing possibilities offered by the Internet as Vine Facebook and other participative websites open new venues for big distributors and independents alike Straddling practical and theoretical concerns and including case studies that take us from Nollywood to Peru this book provides an accessible introduction to the key issues at stake for film marketing in a global era

Sundance - A Festival Virgin's Guide (3rd Edition) Benjamin Craig,2016-09-01 Sundance A Festival Virgin s Guide is the essential handbook for filmmakers film industry professionals and film fans looking to attend the festival Demystifying the event and providing practical advice for attending Sundance A Festival Virgin s Guide is about helping you make the most of your visit to Park City and America s most important film festival

The Independent Film Producers Survival Guide: A Business and Legal Sourcebook Gunnar Erickson,Harris Tulchin,Mark Halloran,2011-08-01 In this comprehensive guidebook three experienced entertainment lawyers tell you everything you need to know to produce and market an independent film from the development process to deal making financing setting up the production hiring directors and actors securing location rights acquiring music calculating profits digital moving making distribution and marketing your movie

Your Guide To Entertainment Marketing and Performance (Collection) Al Lieberman,Patricia Esgate,Paul W. Farris,Neil Bendle,Phillip E. Pfeifer,David Reibstein,2013-08-08 Entertainment spending is soaring worldwide driven by new technologies new platforms new business models and unrelenting demand amongst seven billion consumers That means entertainment marketing opportunities are soaring too But this business is more complex and competitive than ever and it s changing at breakneck speed Now two leading practitioners show how to transform content into profits today and tomorrow in The Definitive Guide to

Entertainment Marketing Marketing Metrics The Definitive Guide to Measuring Marketing Performance Second Edition is the definitive guide to today s most valuable marketing metrics In this thoroughly updated and significantly expanded book four leading marketing researchers show exactly how to choose the right metrics for every challenge and expand their treatment of social marketing web metrics and brand equity They also give readers new systems for organizing marketing metrics into models and dashboards that translate numbers into management insight

The Pocket Lawyer for Filmmakers Thomas A. Crowell,2012-10-02 You have an idea you want to pitch to a production company how do you safeguard your

concept There s a painting in the background of your independent film is it necessary to clear the rights The screenplay you and a friend wrote gets optioned how do you split the proceeds fairly How do you get a script to popular Hollywood actors or deal with their agents Find quick answers to these and hundreds of other questions in *The Pocket Lawyer for Film and Video* the next best thing to having an entertainment attorney at your beck and call Written by a TV producer turned entertainment lawyer this no nonsense reference provides fast answers in plain English no law degree required *The Pocket Lawyer* is designed to help producers reduce legal costs by providing the vital information needed to make informed decisions on the legal aspects of film video and TV productions Film and video production is a litigation lighting rod actors get hurt copyrights are infringed and contracts are broken Big budget producers have lawyers on retainer but many independent filmmakers are left legally exposed Arm yourself with the practical advice in this book You will not only avoid common pitfalls but become empowered in your daily work Too many otherwise competent producers turn over every aspect of the deal negotiations to their lawyers and agents This book explains the principal deals common to every production putting producers back in the co pilot seat with their representatives The format is carefully designed for quick reference so you get the answers you need fast Features include Clause Companion explains the meaning and impact of typical contract clauses taking the headache out of reading them F A Qs instantly answers the most commonly asked legal questions Warnings alerts you to critical areas and common mistakes Pro Tips advice on unions escrow accounts etc for producers who want to distribute their video widely

The Independent Filmmaker's Guide to the New Hollywood Gabriel Campisi,2020-09-28 Netflix and its competitors like Disney Amazon Prime and Hulu have brought unprecedented levels of entertainment to consumers everywhere providing the richest most abundant aggregate of motion pictures and cinematic television the world has ever seen Behind the facade however things are not as pleasant A very costly paradigm shift is underway altering not only conventional business and finance models but also threatening long established avenues of entertainment such as movie theaters traditional television and home video and wreaking havoc on independent filmmakers and veteran producers alike This book attempts to make sense of ongoing economic and creative shifts of infrastructure and intellectual property to understand where the industry is headed and to distinguish which business models should be maintained and which ones should be left behind Featuring exclusive interviews with some of the industry s most prolific filmmakers and executives it dives into the trenches of Hollywood to provide readers with the knowledge necessary to rethink the business see past the turmoil recognize the new opportunities and take advantage of exciting new possibilities Change sparks innovation and innovation brings about great opportunity but only for the well informed and prepared **BFI Film and Television Handbook 2003** Eddie

Dyja,2002-12-01 No Marketing Blurb **Von der Bühne auf die Leinwand** Udo Bomnüter,2013 *Der Widerspenstigen Zähmung?* Andreas Sudmann,2015-07-15 In dieser Studie werden die Geschichte konomie und vor allem Politik des amerikanischen Independent Films in seiner Beziehung zum Hollywood Mainstream umfassend in den Blick genommen Im

Mittelpunkt steht die Frage inwiefern der gegenwärtige Independent Film nicht zuletzt aufgrund seiner industriellen und textuellen Nähe zum Zentrum der amerikanischen Filmindustrie noch eine Filmpraxis verkörpert die nicht nur eine widerspenstige Alternative zum Hollywood Kino darstellt sondern allgemein den soziokulturellen Status quo herausfordert insbesondere mittels interventionistischer Artikulationen von race class und sex gender

Behind the Scenes of Indie Film Marketing Nicholas LaRue, 2024-06-06 This book provides current and incoming filmmakers with a comprehensive overview of how to create business and marketing plans to prepare their movies for distribution Nicholas LaRue combines experienced insights into aesthetics and creativity with logical data driven conclusions to provide an analysis of independent film promotion The book first presents a view of sales and marketing in the independent film industry as well as exploring the new digital tools available to filmmakers and tried and true methods that have served industry professionals well for years in promoting their films This is then complemented by a wide array of testimonials from veteran filmmakers Kevin Smith Brea Grant Joe Lynch Roger Corman and more as well as interviews from film festival directors publicists film critics and other industry professionals who provide insights into working within the independent film industry Given this diversity of perspective this text will be an integral resource for new indie filmmakers as well as those wishing to perfect their craft in whatever facet of independent filmmaking promotion they choose to pursue

Film Directing Shot by Shot Steven Douglas Katz, 1991 An instant classic since its debut in 1991 Film Directing Shot By Shot and its famous blue cover is one of the most well known books on directing in the business and is a favorite of professional directors as an on set quick reference guide

International Journal of Advertising, 2008

How to Manage Your Agent Chad Gervich, 2013-11-26 First published in 2013 Have you written the script for the next box office blockbuster or hit TV show and just need the right agent to sell it Not sure whether to accept an offer come deal or a script commitment Debating which manager is the right choice to steer your career Well worry no more How to Manage Your Agent is a fun friendly guide to the world of literary representation Enter the inner sanctums of Hollywood's power brokers and learn how they influence what pitches get bought what projects get sold and which writers get hired Find tips from top level executives agents managers producers and writers to help you maximize your own representation and kick your career into overdrive You'll learn How agents prioritize their client list and ways to guarantee you're at the top When to approach new representation and what you need to capture their interest Hollywood's secret buying schedule and how to ensure you're on it The truth about packaging where it helps and when it hurts Which agents are best for you and where to find them Advice on acing your first agent meeting and why so many writers blow it Managers' tricks for creating buzz and when to use them yourself How to fire your agent without killing your career When you don't need representation and how to succeed without it The value of good representation is undeniable especially in a world where agents and managers control which projects and careers live or die How to Manage Your Agent puts you on the inside track to get your work the attention it deserves

Producing for Profit Andrew

Stevens,2016-06-23 In Producing for Profit A Practical Guide to Making Independent and Studio Films Andrew Stevens provides real world examples and his own proven techniques for success that can turn passion into profit Far more than just theory the book outlines practical applications that filmmakers of all levels can use to succeed in today s ever changing marketplace Readers will learn how to develop screenplays that are commercial and how to negotiate finance cast produce sell distribute and market a film that will make a profit The book contains numerous examples from the author s own films including sample budgets schedules and a variety of industry standard contracts This is the definitive book that every producer must have

The Insider's Guide to Independent Film Distribution Stacey Parks,2012-11-12 Innovation in technology means that almost anyone can make an independent film these days Although this may be good news for aspiring filmmakers it also means that the oversupply of independent films on the market has caused acquisition prices to dramatically decrease As a result producers and investors rarely recover their initial investment in the films they make But don t be discouraged Use this book to learn the realities of the market in advance and map out a winning distribution plan This comprehensive manual for filmmakers and producers dedicated to film distribution and the marketplace could mean the difference between getting your film out to the public and keeping it in the can Learn how to sell your movie to a studio a cable network a video distributor or an international buyer Self distribution and other alternatives to traditional distribution are also considered In addition you ll hear some success stories from producers and hear exactly what buyers are seeking Stacey Parks has worked with hundreds of hungry filmmakers to get their films a distribution deal and knows how frustrating the whole process can be Let her show you how you can take control of your filmmaking career and start getting your work seen by audiences with a few little known distribution secrets Features include Interviews and case studies with producers and distributors Ten ways to market your film for self distribution Sales projections per territory Distribution resources listings Negotiation tips for distribution agreements Sample distribution agreements What you must know to get your independent film distributed Written by a distributor who knows the process inside and out Interviews with buyers and acquisitions executives from every sector of the business on what kinds of films they look for what they re sick of seeing and how their acquisitions processes work Website features sample distribution agreements budgets and more New to this edition Completely updated for modern distribution practices broadcast DVD VOD and other kinds of distribution deals New coverage on crowd funding social media film marketing and deal memos Get the best inside distribution secrets from brand new interviews with an international cast of directors producers and distribution experts who share their experiences Companion website features helpful downloadable forms and templates sample distribution memos and a great resource section

Making 'Toons That Sell Without Selling Out Bill Plympton,2012-11-12 Learn the secrets behind independent animation from the The King of Independent Animation Academy Award nominated Bill Plympton This living legend breaks down how to make a career outside of the world of corporate animation and without compromise Learn time saving

techniques the secrets to good storytelling and the business side of short and feature length animation films

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