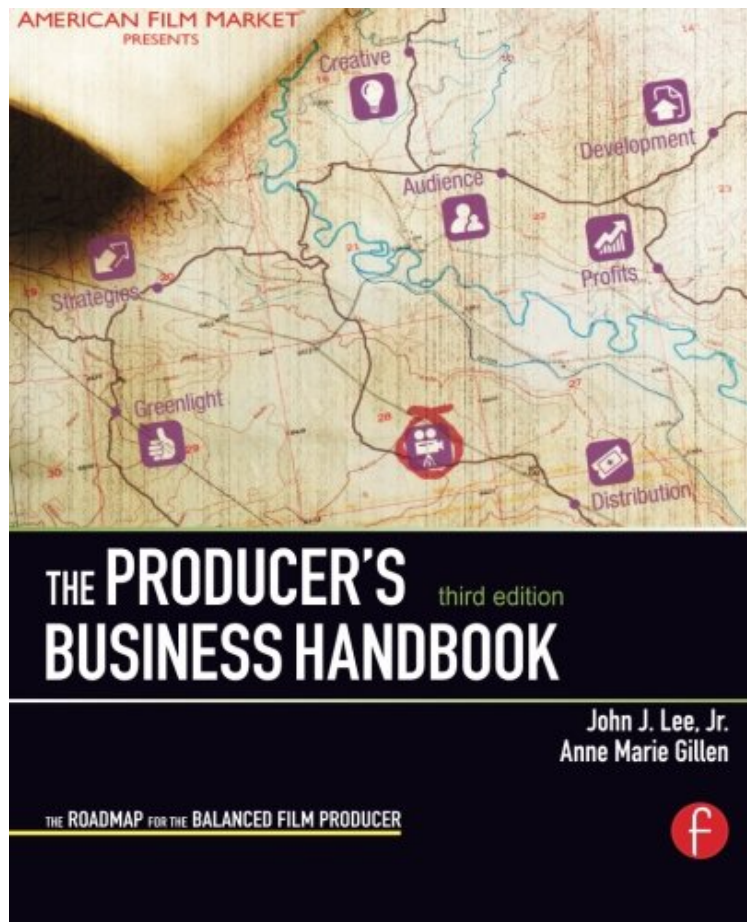


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## The Producer's Business Handbook: The Roadmap for the Balanced Film Producer (American Film Market Presents)

John J. Lee Jr., Anne Marie Gillen

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#267179 in Books John J Lee Jr 2010-11-03 2010-12-07Original language:EnglishPDF # 1 9.25 x .62 x 7.50l, 1.28 #File Name: 0240814630272 pagesThe Producer s Business Handbook The Roadmap for the Balanced Film Producer | File size: 23.Mb

**John J. Lee Jr., Anne Marie Gillen : The Producer's Business Handbook: The Roadmap for the Balanced Film Producer (American Film Market Presents)** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Producer's Business Handbook: The Roadmap for the Balanced Film Producer (American Film Market Presents):

3 of 3 people found the following review helpful. Great primer on the business of fil...By Rafael Moscate!This book is a fairly comprehensive introduction to the business of filmmaking. John J. Lee and Anne Marie Gillen have done a really thorough job describing how the motion picture industry functions and they provide a lot of first hand knowledge about best practices for producers. I would recommend it to anybody interested in working in any segment

of the industry.0 of 0 people found the following review helpful. Comprehensive, Professional, Outstanding advice.By Kindle CustomerA PhD. In producing films from a business and finance perspective between two covers. It has helped me approach the development of my film series. The best and cheap at twice the price.7 of 7 people found the following review helpful. The best book I've found so far on the business of filmBy Carolyn SappI recently decided to change careers and get into the business of movies and TV. My personal goal was to find a niche that would generate steady income, and I was not necessarily looking to express myself creatively. Coming from a real estate business background, I found this book to be highly technical and detailed on the business of movies and TV, from the organization of a production company, through sales markets, distribution strategies and commonly understood accounting practices. This was exactly the primer I needed, and it has brought me to the next level in my freshman year in this business.

Gain a comprehensive understanding of the business of entertainment and learn to successfully engage in all related aspects of global production and exploitation with this revised and updated handbook.With *The Producer's Business Handbook* as a guide, you'll learn to create the relationships that the most successful producers have with the various participants in the motion picture industry-this guide provides a global view of how producers direct their relationships with domestic and foreign studios, agencies, attorneys, talent, completion guarantors, banks, and private investors. You get a thorough orientation to operating production development and single-purpose production companies. You'll also become familiar with the team roles needed to operate these companies, and learn how to attach and direct them. For those outside the US, also included is information on 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 website ([www.focalpress.com/cw/leejr-9780240814636/](http://www.focalpress.com/cw/leejr-9780240814636/))--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.

This is the single best work on financing independent films. The landscape of the film business is changing rapidly and this is one of the only books addressing one of the most difficult aspects- financing. There is more to financing a film than developing a business plan and this book shows the practical, in-depth information, efficiently written and presented. -Don Smith, Associate Chair Associate Professor, Film Video Department, Columbia College It is so sharply focused and so easy to digest, I am going to make it the official textbook for my online course in independent film marketing and sales across all platforms. -Sydney Levine, SydneysBuzz on IndieWIRE and IMDb, Online Instructor: UCLA Extension This is a timely book, detailing a proven method for success and providing relevant data for both investors and filmmakers. -Jillian Alexander, MBA, CMAA, CHRC, Managing Director, Corporate Development Strategy, Conduit Consulting LLC, Former VP-Corporate Development, SONY Pictures Entertainment and member SONY US Ventures team In show business, everyone is in love with the show, but it's the business of making significant money that turns on the big boys and girls inside the tent. Learn what they already know by reading this new edition. -Steve Ecclesine, Independent Producer (12 motion pictures and more than 700 television episodes)About the AuthorJohn J. Lee, Jr. successfully led the vision, launch and expansion of several entertainment and media entities and provided business, funding and distribution services for scores of major studio-released motion pictures, television network series and specials, with combined production costs of over \$470 million and global rights earnings exceeding \$4 billion. Anne Marie Gillen is an independent producer who has developed, financed, and produced films ranging from studio fare, like *Fried Green Tomatoes*, to passion projects to low-budget indies. As an executive, she served as COO for actor Morgan Freeman's company, Revelations Entertainment. Gillen Group's consulting division offers business planning, script analysis, worldwide distribution consultation, and cash flow projections.