

Legal & Business Affairs

WHAT IS THE AIM OF THE COURSE?

Legal and business affairs can appear quite daunting, especially in the earlier stages of a career in film and TV. This programme has been designed to address this, and will cover the legal framework that is required for a film or TV series.

The course starts with the early stage development, to financing, to distribution and finally reaching your audience.

It will also cover key areas of the legal knowledge needed in order to create confidence in the individual when discussing and preparing contracts.

WHO IS IT FOR?

We would be selecting 15 participants, all of whom should have 2+ years experience and is aimed at those working in:

- Sales and acquisitions executives in a sales company.
- Executives in a distribution company.
- Entry level finance and legal executives in a financing outfit.
- Junior executives at a national or worldwide streamer or network broadcaster.
- Producers of film and TV. It will be most beneficial to producers who are on their third or fourth feature.

ISI is keen to promote equality across all its training programmes with a focus on inclusivity across gender, abilities, ethnicity and socio-economic status.

COURSE OUTLINE

Participants will have the knowledge, confidence and the understanding of the various legal aspects of film and TV contracts.

The following areas are covered:

- Negotiation of Option Agreements
- Writers / Directors Deals
- Attaching Cast (incl. Pay or Play)
- Hiring Crew
- Negotiating with US Guilds / Culture of US talent agencies / European talent agencies
- International co-productions – underlying treaties, legal requirements, fiscal questions
- Commissioning and production service agreements
- Deals with the Streamers (and with the Major Studios)
- Sales & Distribution Agreements
- Collection Account Management Agreements
- Closing Finance with private equity/public funds and sustainable financing
- Cash Flow/Gap financing agreements
- Clearance of Rights
- Completion Bond or IFCIC European bank guarantee
- Film insurances

The working language of the course will be in English and therefore a good understanding of spoken English is required.

VENUE / LOCATION

This course will be a week-long (Monday to Friday) in-person course in Vienna and will be focused on experts sharing their knowledge and experience and not project driven.

Participants will have approximately 3 sessions each day and the opportunity to meet presenting media lawyers from across Europe during networking lunches.

- 5-day course: June 13th to 17th in person in Vienna.
- Daily networking lunches and 2 evening networking sessions.

COVID PROTOCOL

All ISI Courses that will take place on-site will follow an adequate hygiene protocol. The safety and health of everyone involved in our training is our top priority. A more detailed protocol briefing will be provided closer to the training.

COURSE LEADER – ANGELIKA SCHOULER

Angelika, who is based in between Paris and Berlin, will lead the Legal & Business Affairs course. As an international business lawyer and legal counsel, Angelika has acquired profound legal and administration expertise and skills in the internet, music and film production business. She is the Managing Director of her own company Glaam Media Invest and works with independent producers as well as large audiovisual groups and streamers as consultant of international co-productions or business affairs.



COURSE FEE

€1,500

Fees do not cover travel or accommodation; these would be additional and at the expense of the participants.

A list of recommended hotels and guesthouses will be shared with successful participants within walking distance of our venue.

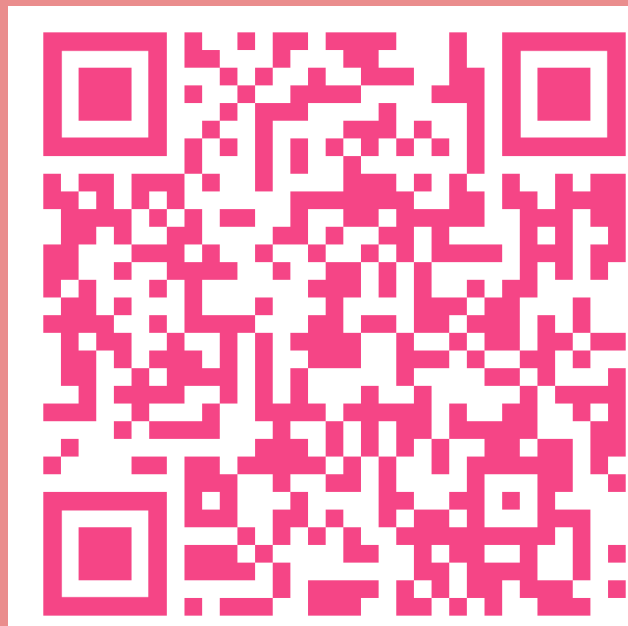
We actively encourage participants to apply for financial support with your national/regional funding bodies who have bursaries and grants to cover training and professional development.

SCHOLARSHIPS

Thanks to Creative Europe Funding, ISI has partial scholarship support available for participants who wish to attend this course from: Albania, Bosnia and Herzegovina, Bulgaria, Cyprus, Georgia, Hungary, Iceland, Latvia, Lichtenstein, Lithuania, Luxembourg, Malta, Montenegro, North Macedonia, Republic of Serbia, Slovenia, Slovakia and Ukraine.

For participants with childcare and/or caring responsibilities, we have bursaries available.

A bursary for participants who need extra assistance due to disability or impairment is also available.



APPLY HERE

**If you would like to apply for this course or have any questions, please contact Fatima Unica
fatima@screeninstitute.eu**