

TheProducersPerspective.com Presents:

HOW TO GET THE RIGHTS TO . . . ANYTHING.



Wednesday, May 11th, 7PM ET

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[illegible]



AGENDA

- WHAT ARE UNDERLYING RIGHTS AND WHY YOU NEED THEM.
- WHEN DO YOU ASK FOR THE RIGHTS?
- WHO YOU TALK TO WHEN YOU WANT RIGHTS, AND HOW YOU FIND THEM.
- THE DEALS FOR RIGHTS.
- STRATEGIES I'VE USED TO GET RIGHTS.
- Q&A


Notes:



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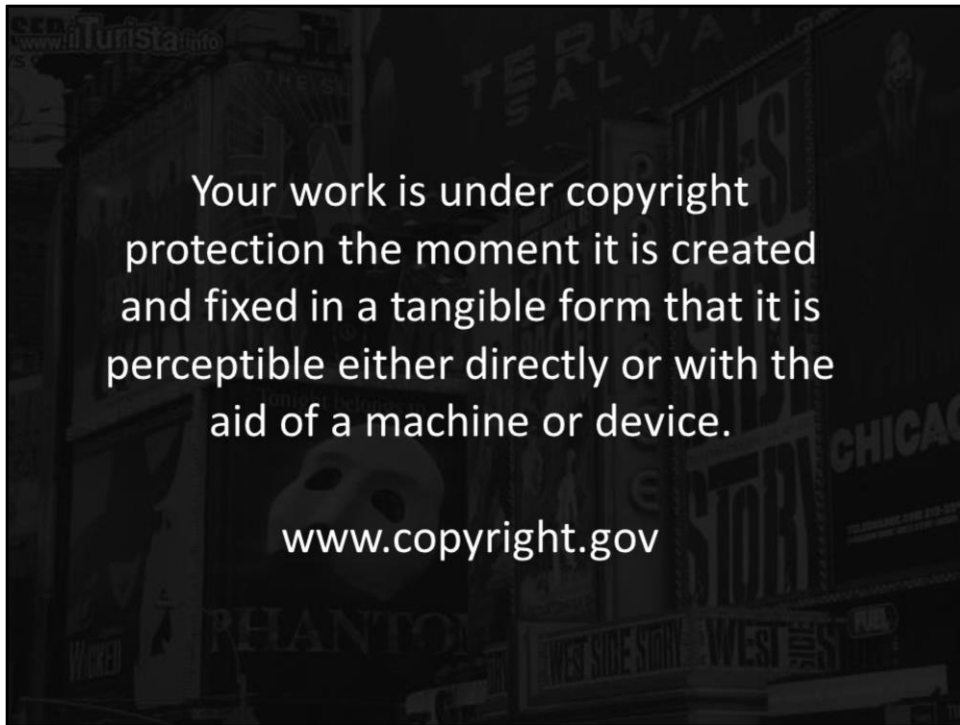


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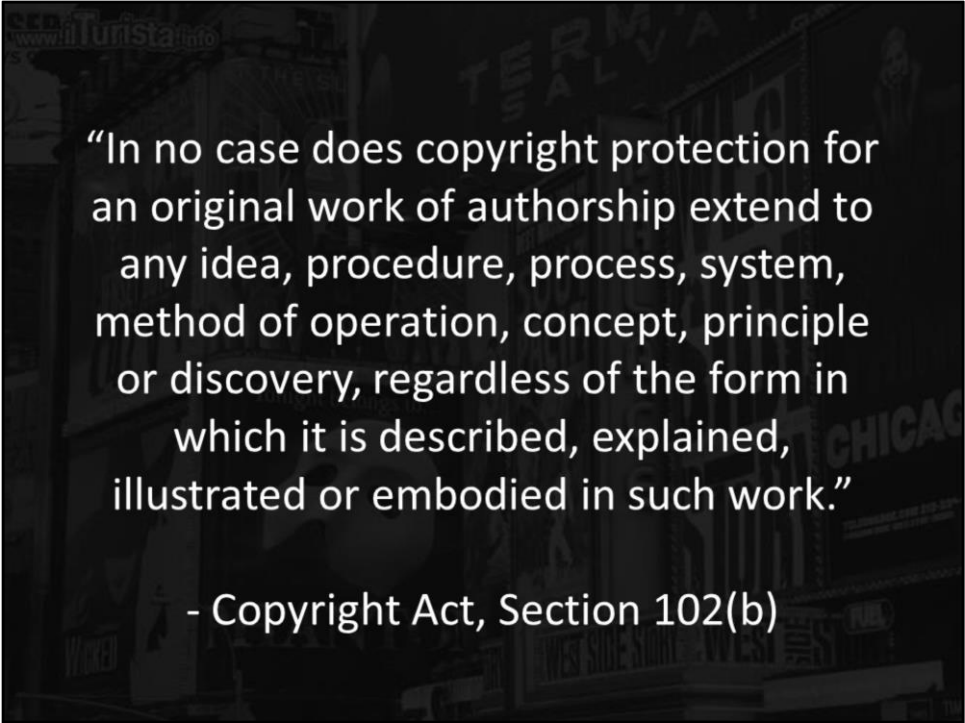
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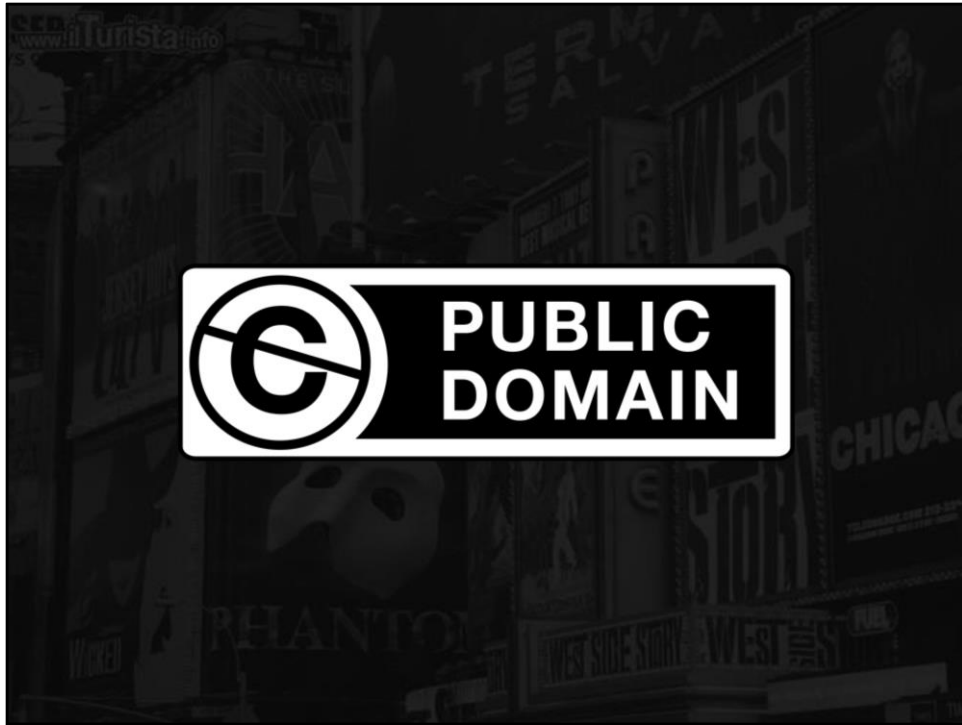
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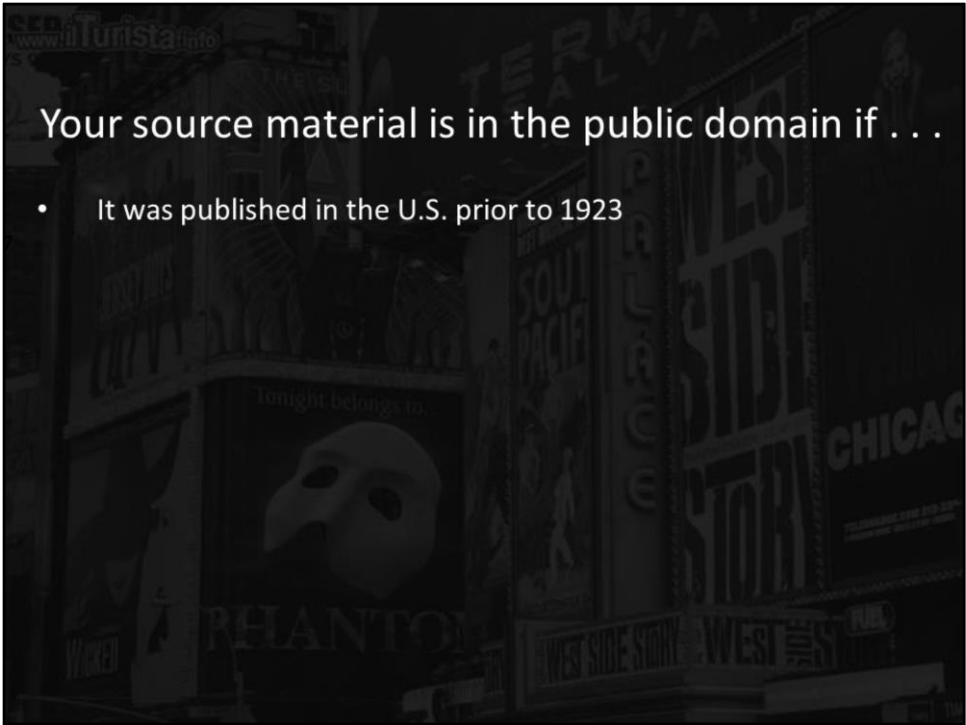
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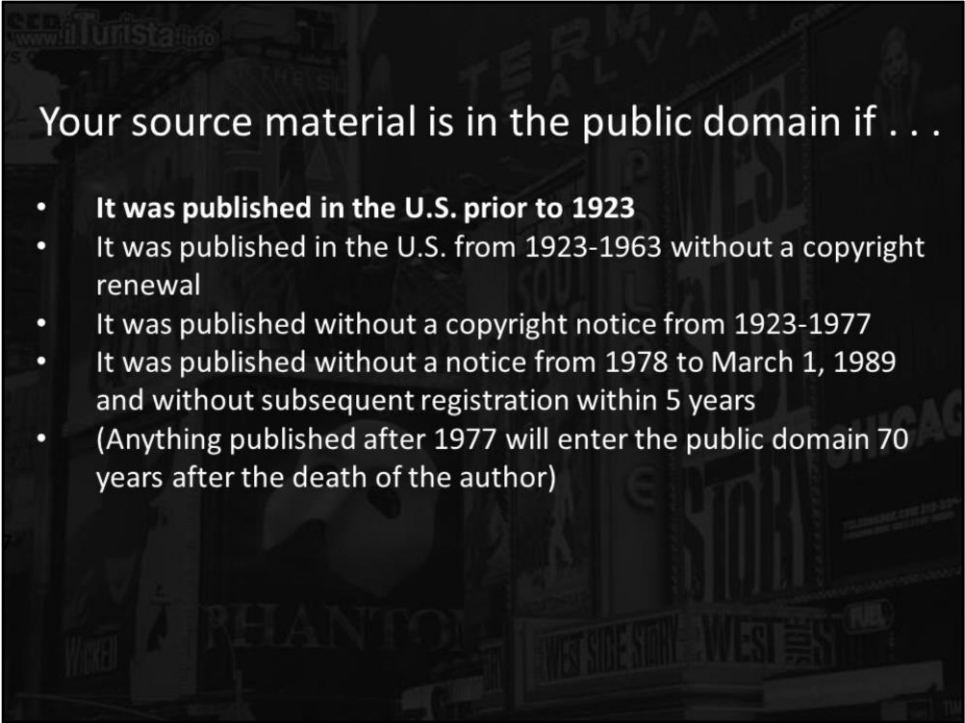
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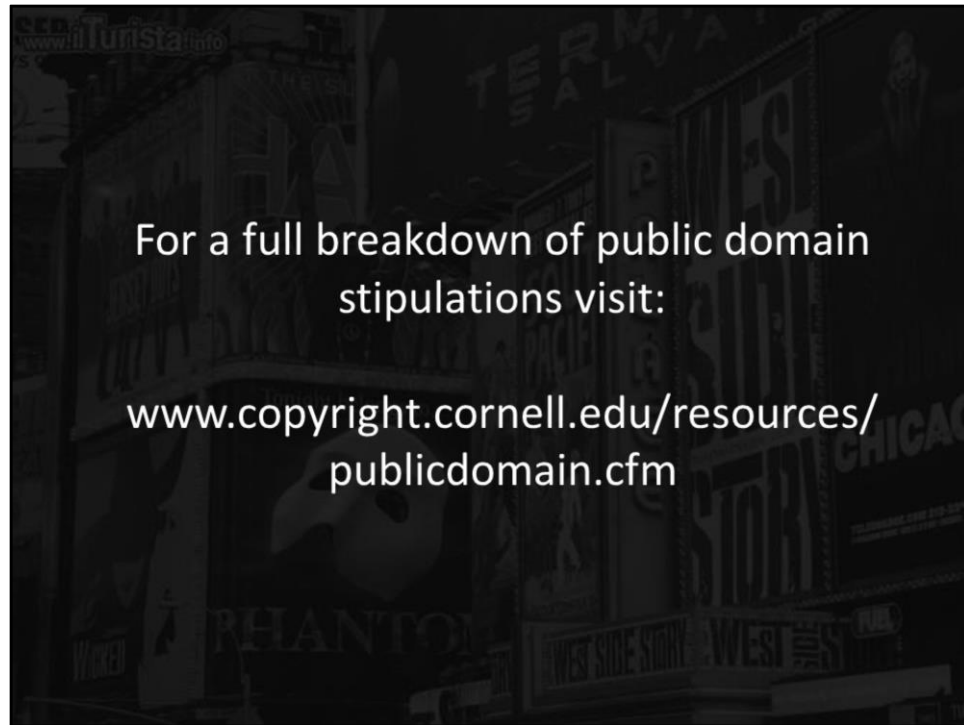
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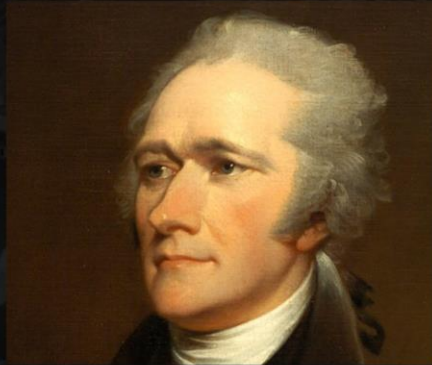
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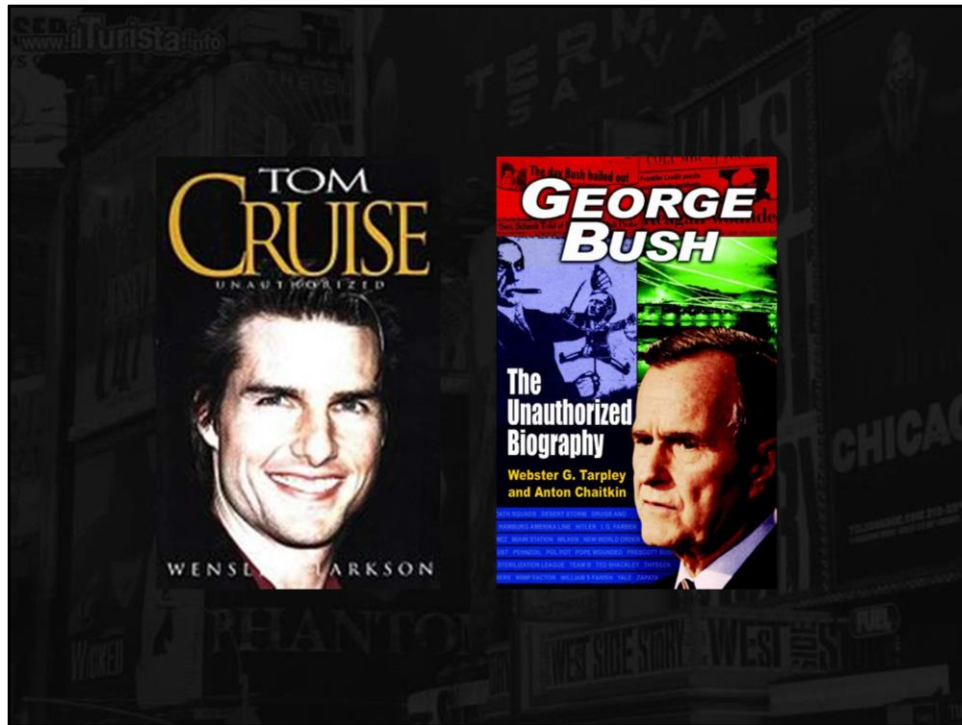


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PUBLIC FIGURES



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EXERCISING THE IDEA



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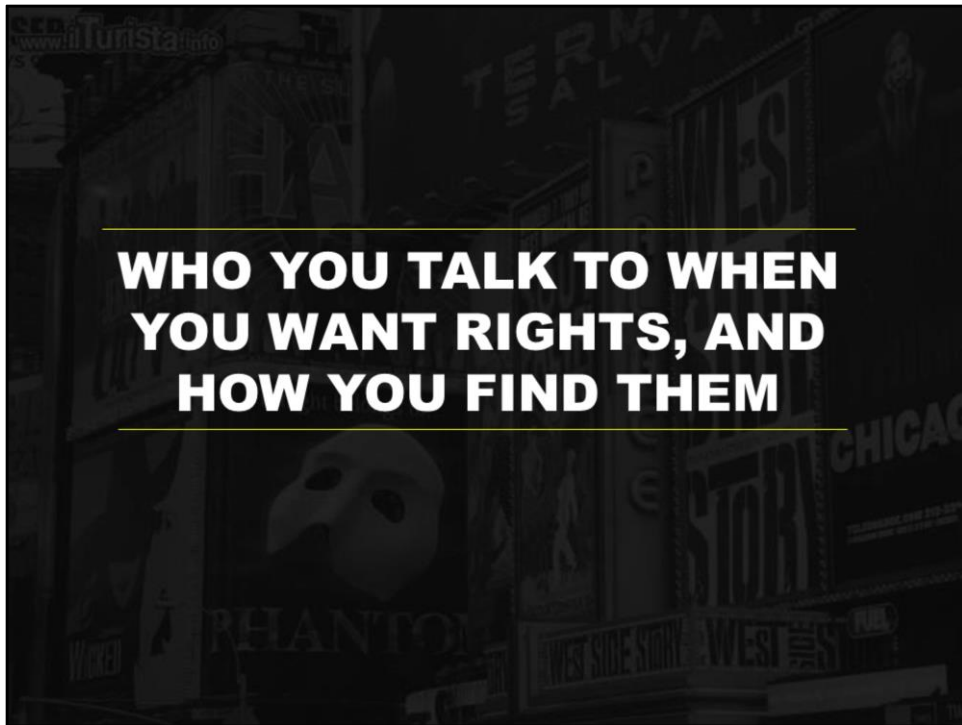


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ASK FOR THE RIGHTS!



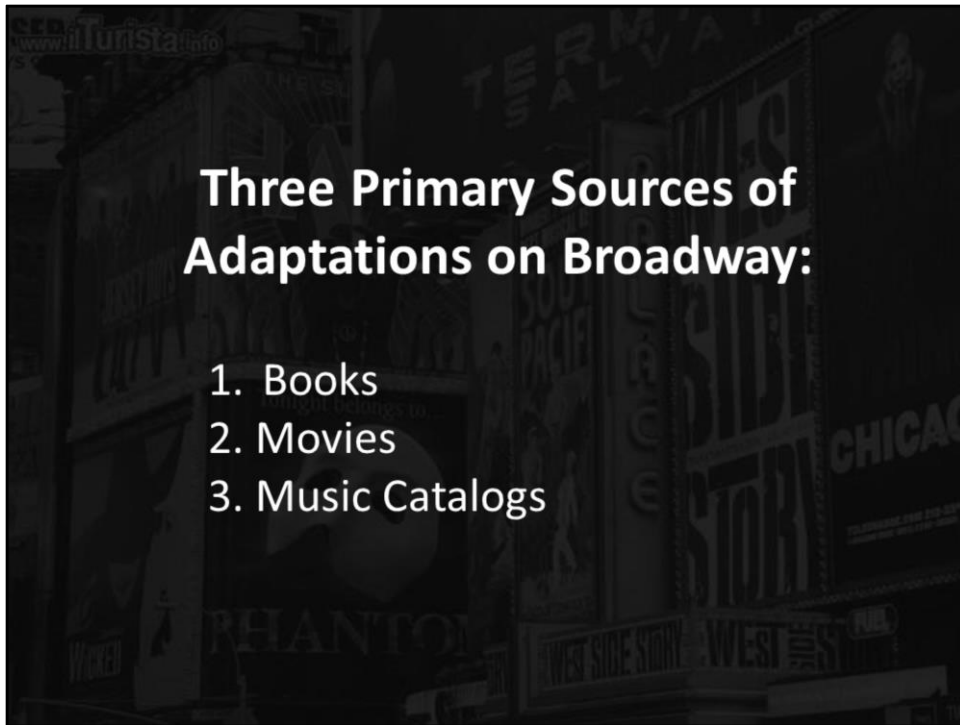
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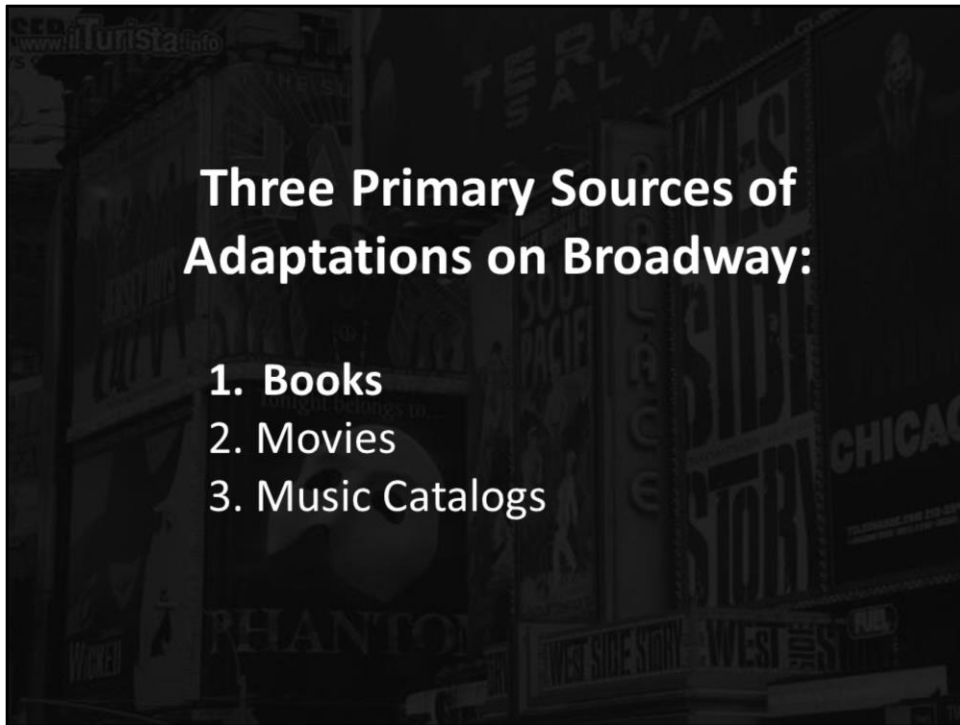
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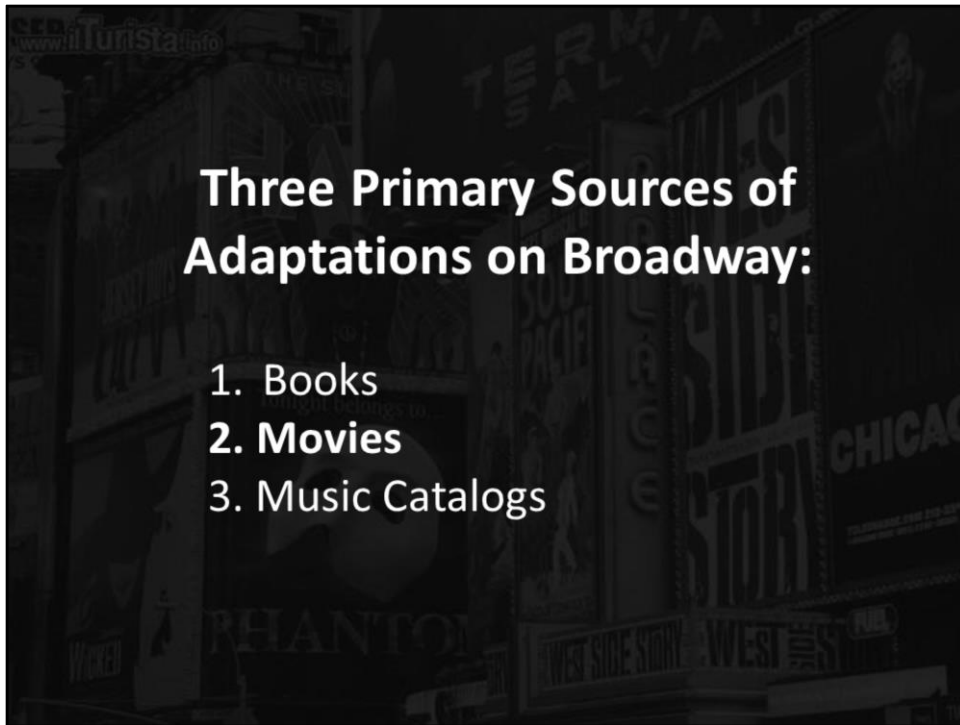
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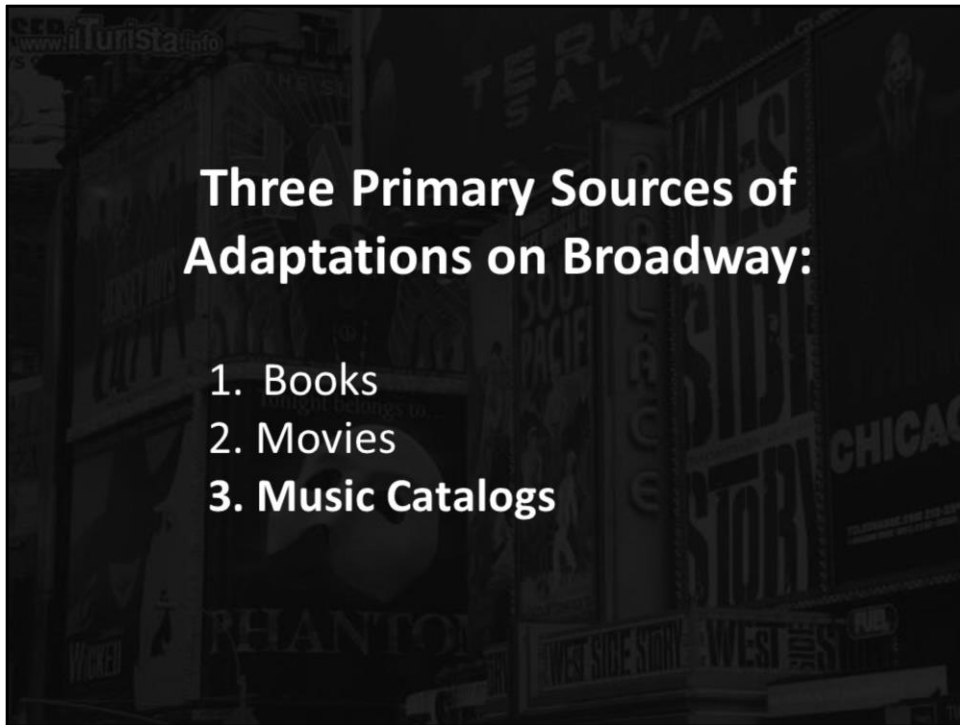
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STRATEGIES I'VE USED TO GET RIGHTS

1. Approach the artist as opposed to the company
2. Have someone approach for you
3. "No" means "Not now"
4. Sell yourself, not your sample
5. Look to adapt other things than the Big 3

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Enhance This: Regional Theater Enhancement Deals Explained.

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