



## THE PRODUCTION GUILD



### PG EMPOWERS- FINANCE PLAN Get real – get your production financed

Tuesday 8<sup>th</sup> December  
9.30-5pm  
The Ballroom, Pinewood Studios

*This one day course is designed to help delegates understand the market, different types of finance and how to construct a finance plan. It is suitable for Producers, Production Accountants, Line Producers, Production Managers and Sales Agents.*

#### **SESSION ONE – ‘The Producer’**

Steve Clark-Hall (Producer - Sherlock Holmes, Britz, RocknRolla, Calender Girls) looks at how to understand your project, understanding the market, different types of money available, different forms of financing and how to construct your first ‘package’.

#### **SESSION TWO – “Understanding Money”**

John Graydon (Director of Business Service, Film Unit Tenon Media) discuss’ key concepts within the financing market, how to balance your plan and future trends.

#### **SESSION THREE – “The View From The Market”**

A leading sales agent will examine how to sell to the market, what is expected of a film maker and what makes a good pitch.

#### **SESSION FOUR – “Construct your own Finance Plan”**

Yes, time for a bit of group participation!

Attendees will have a chance to create their own ‘package’ and have it reviewed by the experts. All designed to help you ‘Get Real and Get Your Production Financed’

Cost: £75. To book a place or for further information please e mail [Emily@productionguild.com](mailto:Emily@productionguild.com)



## THE PRODUCTION GUILD



### PG EMPOWERS- RESOLVING CONFLICT "Are they out of their F\*\*\*\* minds or is it YOU?" Resolving conflict on production"

Thursday 10<sup>th</sup> December  
9.30-5pm  
The Ballroom, Pinewood Studios

This one day course is designed to help delegates understand where things go wrong on set and how best to deal with them. It is suitable for Producers, Production Accountants, Line Producers, Production Managers and Heads of Departments.

#### **SESSION ONE – 'The Producer'**

Steve Clark-Hall (Producer - Sherlock Holmes, Britz, RocknRolla, Calender Girls) considers the issues that lead to conflict; people, money, creative issues management, employment issues and external factors.

#### **SESSION TWO – "Dealing With The Crew"**

Martin Spence (BECTU) examines techniques for resolving conflict; looking at financial, interpersonal and inter group issues

#### **SESSION THREE – "Dealing With The Money Men"**

Kevin Trehy (VP Physical Production, Warner Brothers UK) explores the nature of the relationship with the financiers; Are they a Friend or Foe, How to deal with Financiers, How to resolve conflict with financiers.

#### **SESSION FOUR – "Dealing With The Talent"**

Tim Corrie (Snr Agent, United Agency) discuss' how to go about negotiating your Above The Line deals and how to deal with the conflicts as they arise.

#### **SESSION FIVE – "Theory of Conflict"**

Steve Clark-Hall will summarise the day by looking at how we can best understand behaviour, the internal and external factors that affect a film unit

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Please note that contributors may be subject to change and that The Production Guild reserves the right to alter seminar material, change speakers and content without prior notice



**THE PRODUCTION GUILD**



## **PG EMPOWERS - LEADERSHIP**

**“So you think you are a good leader? But what does everyone else think? Would you really like to Know?”**

Thursday 17<sup>th</sup> December  
9.30-5pm  
The Ballroom, Pinewood Studios

This one day course is designed to examine different styles of leadership and most crucially how to manage the vast array of people that one deals with within the film and television industry. It is suitable for Producers, Production Accountants, Line Producers, Production Managers and Heads of Departments.

### **SESSION ONE – ‘Who Is In Charge / Who Should Be In Charge?’**

Steve Clark-Hall (Producer - Sherlock Holmes, Britz, RocknRolla, Calender Girls) gives an analysis of the films crew; Types of leaders – transactional leadership vs transformational leadership, external influences vs internal environment, top down vs bottom up leadership and a personal audit – how to identify your own strengths and weakness’.

### **SESSION TWO – “Leadership In Teams”**

Leading Technician agent Sue Greenleaves examines team building, recruiting techniques and interviewing techniques. This will be followed by a group exercise on interviewing techniques.

### **SESSION THREE – “What Financiers Expect”**

Kevin Trehy (VP, Physical Production, Warner Bros UK) explores what the financiers expect of producers, Directors and HoDs

### **SESSION FOUR – “What the Crew Expect”**

Eddie Knight (Gaffer, Gullivers Travel, Chronicles of Narnia) discuss’ managing crew relationships, who are the HoDs answerable to, what are the recurring areas of contention and how best to deal with them.

### **SESSION FIVE – “Conclusions”**

Steve Clark-Hall will summarise the day by looking at the role of leadership in the p[roduction process, issues that the personal audit has raised and how we as individuals manage our findings.

Cost: £75. To book a place or for further information please e mail [Emily@productionguild.com](mailto:Emily@productionguild.com)