



## Master Class: Finding & Negotiating Distribution for Your Film with Elsa Ramo

### RECOMMENDED RESOURCES

#### Books

- *Clearance & Copyright: Everything You Need to Know for Film & Television* by Michael C. Donaldson & Lisa A. Callif
- *Entertainment Law: Fundamentals & Practice* by Corey Field
- *Make Your Movie: What You Need to Know About the Business and Politics of Filmmaking* by Barbara Doyle
- *The Insider's Guide to Independent Film Distribution* by Stacey Parks
- *The Marketing Edge for Filmmakers: Developing a Marketing Mindset from Concept to Release* by Russell Schwartz and Katherine MacDonald
- *Hope for Film: A Producer's Journey Across the Revolutions of Indie Film and Global Streaming* by Ted Hope with Anthony Kaufman

#### Articles:

- [\*We Spoke to Dozens of Distributors; This is What They Want in a Film\*](#)
- [\*Sundance Case Studies\*](#)
- [\*Dear Producer: Distributors Fact Sheet - 2022 Edition\*](#)
- [\*VOD streaming: What is it and how does it work?\*](#)
- [\*Film Distribution Survival Guide \(How To Actually Make Money\)\*](#)
- [\*List of International Sales Agencies and Companies for Film and TV\*](#)
- [\*The 9 Types Of Film Distribution Agreements\*](#)

#### Podcasts:

- [\*The Business with Kim Masters\*](#)
- [\*The No Film School Podcast\*](#)

#### Industry News & Research:

- [\*Hollywood Reporter\*](#)
- [\*Variety\*](#)
- [\*IndieWire\*](#)
- [\*Screen Daily\*](#)
- [\*Deadline\*](#)
- [\*The Wrap\*](#)
- [\*The Numbers\*](#)
- [\*Box Office Mojo\*](#)

#### Other Resources & Tools:

- [\*Ramo Law\*](#)
- [\*Dear Producer\*](#)
- [\*Indie Film Hustle\*](#)



- [IFTA: Protecting Your Intellectual Property](#)
- [U.S. Copyright Registration](#)
- [WGA Registry](#)
- [SAG Indie Sample Contract Downloads](#)
- [DGA Agreements](#)
- [WGA: Independent Film](#)
- [Producers Guild of America \(PGA\)](#)
- [California Lawyers for the Arts](#)
- [Volunteer Lawyers for the Arts](#)
- [Studio Binder - Ultimate Guide to Film Terms](#)
- [Film Emporium](#)
- [ASCAP](#)
- [BMI](#)
- [Seed & Spark](#)
- [Fractured Atlas](#)
- [Film Independent Fiscal Sponsorship](#)
- [From the Heart Productions Fiscal Sponsorship](#)
- [Open Media Foundation Fiscal Sponsorship](#)
- [Film Freeway](#)
- [Audience Feedback Questionnaire](#)
- [Canva](#)
- [Google Slides](#)
- [Shot Deck](#)
- [Film-Grab](#)
- [IMP Awards](#)

### **Funding, Fellowships and Markets:**

- US Domestic
  - [American Film Market](#)
  - [Cinereach Grants](#)
  - [Creative Capital](#)
  - [Gotham Film Week](#)
  - [Film Independent Fast Track](#)
  - [Film Independent Grants](#)
  - [HBO Access](#)
  - [The Jerome Foundation's Film and Video Grant Program](#)
  - [NALIP Latino Media Market](#)
  - [Outfest Forward Artist Development Programs](#)
  - [SFFILM Rainin Funding](#)
  - [Stowe Sidewalk Narrative Lab](#)
- International
  - [Aide aux cinémas du monde](#)



- [Asia Film Financing Forum](#)
- [Berlinale Co-Production Market](#)
- [Busan International Film Festival](#)
- [Cannes Film Market](#)
- [CineMart](#)
- [Cineworld \(Luxembourg\)](#)
- [CVC – Visual effects \(France\)](#)
- [Danish Film Institute](#)
- [Doha Film Institute](#)
- [Eficine \(Mexico\)](#)
- [Eurimages](#)
- [European Film Market](#)
- [FDC \(Colombia\)](#)
- [Film London Production Finance Market](#)
- [Film i Väst \(Sweden\)](#)
- [Hong Kong International Film & TV Market \(FILMART\)](#)
- [Hubert Bals Fund](#)
- [Ibermedia](#)
- [ICAA \(Spain\)](#)
- [Ile de France](#)
- [MIFF 37°South Market](#)
- [MINCAP Audiovisual Fund \(Chile\)](#)
- [Nouvelle Aquitaine \(France\)](#)
- [Polish Film Institute \(Poland\)](#)
- [Screen Australia's Feature Funding Program](#)
- [SFFILM Rainin Grant](#)
- [Sitges Film Festival](#)
- [Sloan Science in Cinema Filmmaker Fellowship](#)
- [Sundance Catalyst](#)
- [Sundance Feature Film Program](#)
- [The Sundance Institute Inclusion Resource Map](#)
- [Taiwan's International Co-funding Program \(TICP\)](#)
- [Telefilm \(Canada\)](#)
- [Torino Film Lab \(Italy\)](#)
- [Ventana Sur](#)
- [Visions Sud Est \(Switzerland\)](#)
- [WIF Emerging Producers](#)
- [World Cinema Fund](#)



### **Sundance Collab Videos:**

- [Master Class: Success on Set - The Producer's Role](#)
- [Master Class: Post-Production - The Producer's Role](#)
- [Master Class: How to Craft a Successful Film or TV Pitch](#)
- [Master Class: Creating a Compelling Pitch Package with Producers Nina Yang Bongiovi and Larissa Rhodes](#)
- [Master Class: Own Your Voice - Pitch and Present with Confidence](#)
- [Master Class: Funding Your Fiction Film](#)
- [Master Class: Funding Your Documentary](#)
- [Master Class: Film Producing - An Entrepreneurial Approach with Jason Berman](#)
- [Master Class: Marketing & Distributing Your Feature Film with Russell Schwartz](#)
- [Master Class: Launching and Managing Your Creative Business with Financial Expert Amy Smith](#)
- [Master Class: Filmmaker's Legal Toolkit - From Protecting IP Through Negotiating Distribution](#)
- [Master Class: Tax Basics for Creatives with Elaine Grogan Luttrull, CPA](#)
- [Collaborating for Success: The Producer & Director Relationship](#)
- [Advisor Studio: Kevin Iwashina on the Business of Filmmaking Post-COVID](#)
- [Insider Session: Film Festival Strategies with Senior Programmer John Nein](#)

### **Sundance Programs:**

- [Creative Producing Program](#)
- [Feature Film Program](#)
- [Documentary Film Program](#)