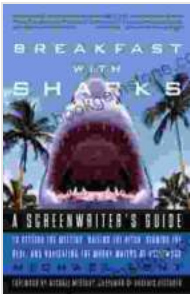


Screenwriter's Guide to Getting the Meeting, Nailing the Pitch, and Signing the Deal



Breakfast with Sharks: A Screenwriter's Guide to Getting the Meeting, Nailing the Pitch, Signing the Deal, and Navigating the Murky Waters of Hollywood

by Michael Lent

★★★★☆ 4.2 out of 5

Language	: English
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Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 306 pages



Getting the Meeting

Getting a meeting with a Hollywood executive is no easy feat. But it's the first step on the road to getting your screenplay produced. Here are a few tips on how to increase your chances of getting a meeting:

- **Write a great script.** This is the most important factor in getting a meeting. Make sure your script is well-written, engaging, and original.
- **Network.** Attend industry events, join screenwriting organizations, and meet with other screenwriters. The more people you know, the more likely you are to get a meeting.

- **Get referrals.** If you know someone who has a relationship with an executive, ask them to put you in touch. Referrals are one of the best ways to get a meeting.
- **Submit your script to contests and fellowships.** This is a great way to get your script noticed by executives.
- **Be persistent.** Don't give up if you don't get a meeting right away. Keep submitting your script and networking until you finally get that meeting.

Nailing the Pitch

Once you've finally gotten a meeting, it's time to nail your pitch. Here are a few tips on how to make a great impression:

- **Be prepared.** Know your script inside and out. Be able to answer any questions the executive may have.
- **Be enthusiastic.** Executives are looking for writers who are passionate about their work. Show them that you're excited about your script and that you believe in its potential.
- **Be concise.** Don't ramble on for hours. Get to the point and tell the executive what your script is about in a clear and concise way.
- **Be yourself.** Don't try to be someone you're not. Executives can tell when you're being fake. Be yourself and let your personality shine through.

Signing the Deal

If you're lucky, the executive will love your pitch and offer you a development deal. Here are a few tips on how to negotiate the best deal

possible:

- **Get a lawyer.** A lawyer can help you negotiate the terms of your deal and make sure that your interests are protected.
- **Don't be afraid to ask for what you want.** Don't be shy about asking for a fair price for your script. You've worked hard on it, so you deserve to be compensated fairly.
- **Be willing to compromise.** You may not get everything you want in the deal, but be willing to compromise in order to get your script produced.
- **Read the contract carefully before you sign it.** Make sure you understand all of the terms of the deal before you sign it. Once you sign the contract, you're bound by its terms.

Getting a meeting, nailing the pitch, and signing the deal are all essential steps on the road to getting your screenplay produced. By following the tips in this guide, you can increase your chances of success.



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