

business EDGE

WORKSHOPS FOR INDIVIDUAL ARTISTS



ANATOMY OF A CONTRACT

Monday, Mar. 1, 2010 7:00 to 9:30 p.m.

Although many of us still prefer to conduct our business on a handshake, vague verbal agreements can result in ugly misunderstandings. Attorneys James W. Reeves and Kim Kirn will cover the basics, including negotiation skills.

LOW-BUDGET FILM AGREEMENTS

Monday, Mar. 8, 2010 7:00 to 9:30 p.m.

Two attorneys and two filmmakers will walk you through VLAA's sample agreements. Co-sponsored by CALOP, Cinema St. Louis and KDHK Media Arts.

COPYRIGHT CLINIC

Monday, Apr. 5, 2010 7:00 to 9:30 p.m.

Do you have pressing questions about copyright? Here's your chance to learn the basics. Then you'll have an opportunity to spend 15 minutes talking to a volunteer lawyer. Consultations will be scheduled in person that evening and may not be available if you do not register in advance.

MUSIC & MONEY: THE INVISIBLE WORLD OF MUSIC PUBLISHING Tuesday, Apr. 13, 2010 7:00 to 9:30 p.m.

Get sound advice from Shawn Murphy, former director of ASCAP's Chicago office. He'll explain why publishing is where the money is in the music business. He'll also outline the benefits of joining ASCAP or BMI.

CAREER PLANNING: THE SEQUEL

Monday, Apr. 26, 2010 7:00 to 9:30 p.m.

If you've attended one of our Career Planning seminars and would like to revisit your plan with us, this session is for you. Free (but please register).

\$10 in advance; \$15 at the door

Business Edge workshops will be held in the Regional Arts Commission's building, 6128 Delmar.

Free parking behind the Pageant.

For more information, call 314/863-6930 or contact us by e-mail, vlaa@stlrac.org.

St. Louis Volunteer Lawyers and Accountants for the Arts (VLAA) serves the arts community by making referrals to lawyers and accountants; mediating arts-related disputes; publishing concise how-to guides; sponsoring seminars and public forums; arranging for guest speakers; maintaining a library and Web site (www.vlaa.org); collaborating on arts advocacy initiatives; and providing access to the national volunteer lawyers for the arts network.



Business Edge is made possible, in part, by grants from the Regional Arts Commission; the Missouri Arts Council, a state agency; and Illinois Arts Council, a state agency.

REGISTRATION

Name

Address

City

State

Zip

Phone

E-Mail

- Anatomy of a Contract
- Low-Budget Film Agreements
- Copyright Clinic
- Music Publishing
- Career Planning (free)

Workshops are \$10 each. I am enclosing a total of \$_____. Sorry, no refunds. Please make check payable to VLAA and send this form to VLAA, 6128 Delmar, St. Louis, MO 63112.