



How to Make Money Scriptwriting

Julian Friedmann

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Many books deal with how to write better scripts, but this is the only one to tackle the business side of being a professional writer. Written by a leading literary agent, this is an indispensable insider's guide to the development process - from the original idea right through to production - it provides the reader with an easy-to-read handbook for:

- Identifying what audiences want and understanding their emotional needs
- Developing successful ideas for film and television drama
- Writing more effective treatments and step outlines
- Improving one's ability to pitch ideas and scripts
- Surviving 'development hell'
- Handling meetings to get what you want out of them
- Negotiating and understanding contracts
- Protecting ideas, treatments and scripts
- Establishing copyright for writers

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