

BECTU's Writers Producers and Directors branch invites you to the

# Freelancers' Fair 2017

Friday 19 May  
9-6pm

Doors open 9am

Royal Institution  
21 Albemarle St  
London  
W1S 4BS

Nearest tube station:  
Green Park on  
Victoria Line

If you work in TV or film, join us for a great mix of topical seminars, workshops, a choice of one-to-ones, event exhibition and technical area. Free to BECTU members; non-members pay £12.30\* **TOO GOOD TO MISS!**

All programme info at [www.bectu.org.uk/freelancers-fair](http://www.bectu.org.uk/freelancers-fair)

\*cost includes VAT and Eventbrite booking fee.

Book your place through Eventbrite

[freelancersfair2017.eventbrite.com](http://freelancersfair2017.eventbrite.com)

 @bectu



[www.facebook.com/bectuofficial](http://www.facebook.com/bectuofficial)



**BECTU**

a sector of Prospect



union for professionals



Join us for seminars, Brexit Bingo and a drink to close the day!

## Workshops

We have four great workshops on offer; if you haven't already booked a place a waiting list applies. Room key:

**SR** = Sunley Room, ground floor

**DR** = Demonstration Room, 1st floor

### 09.30 – 12.00 Freelance Toolkit with David Thomas Media **SR**

This session is for freelancers keen to develop their business skills. Whether you're new to self-employment or more established, this session will tackle financial control, getting paid on time, pain-free record-keeping and how to get ready for HMRC's digital tax revolution. **Maximum 16 people.**

### 09.30-12.00 Social Media for Creatives **DR**

Join this session with Tom Szekeres to understand how social media has changed, and where to focus your efforts in 2017; learn how to create a trailer specifically for social formats, get started with social advertising, discover how to harness influencers and key talent. Whether you're promoting a film, a short, a TV show, or simply yourself, we'll show you how best to cut through the noise and achieve meaningful results. **Maximum 30 people.**

### 14.00 – 16.00 Networking Dos & Dents with David Thomas Media **DR**

This workshop is for anyone who finds networking difficult or who doubts its importance. Learn how to leave the right impression without being a pain, and why face-to-face networking is just as important as anything you do online. **Maximum 25 people.**

### 14.30-16.30 Euroscript: Advanced Screenwriting - Moving Beyond the Rules **SR**

Everyone knows about Three Act Structure, but what if your film or TV story doesn't fit the rule? How do you write in seven acts, two acts or even no acts at all? What if you want to break the rules of dialogue, setting or narration? This two hour workshop will give you advanced techniques and tips, whether you're dealing with an awkward adaptation or a ground-breaking original script. The session will be led by award winning director, writer and script editor, Charles Harris. **www.euroscript.co.uk** **Maximum 30 people.**

## One-to-Ones

### Accountancy

Visit Blue Skies Partnership in the exhibition to book a tax advice appointment.

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### Income Protection

If you want to know more about protecting your income in the event of ill-health visit PG Mutual in the exhibition.

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### Euroscript Mezzanine, ground floor

Euroscript is offering a limited number of one-to-one feedback consults, each lasting 30 minutes, on scripts or ideas submitted in advance - from 10 pages of script and/or two pages of outline/synopsis. A professional script doctor will help you to develop your project. For those unable to book an appointment, do visit Euroscript's Drop-In Desk in the exhibition for on the spot feedback and to find out about Euroscript's services (BECTU members get a 10% discount on workshops & courses.)

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### CV Advice Mezzanine Bridge, ground floor

Beverley Hills, careers advisor, will be on hand to discuss your approach to this most important of self-marketing tools. To secure a 15 minute slot, complete the booking form selecting the CV one-to-one option and we'll endeavour to offer you an appointment on the day (places are limited, so arrive early). Don't forget to bring two copies of your CV with you.

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### Advice on Working in Dangerous Environments

#### Mezzanine Bridge, ground floor

Meet safety advisor, Chris Lawton, for security and safety advice to support you in planning news, factual and film production in hostile and/or remote environments including high risk investigations, civil unrest, natural disasters and chemical, biological or other hazards. Chris will be offering 25 minute appointments; select a one-to-one with Chris on the booking form and arrive early on the day to secure a timed appointment.

# Seminar line-up

NB: Two sessions run in some time slots

**MA = Main Auditorium, 1st floor** **CR = Conversation Room, ground floor**

## Think Small, Film Big **MA**

**9.45 – 11.00**

Small cameras can bring big advantages in all kinds of shooting situations. This seminar takes a detailed look at the pros and cons. Join the debate with our experts Mitch Mitchell, Dominic Clemence, George Watson and Joe Cannon. Chair, John Luton.

## RIGHTS, Camera, Action! **CR**

**9.45 – 11.00**

Have you made a film, written a piece of music, submitted a programme proposal, collaborated on a low budget production only to see your work appear without your permission? To avoid this exploitation you need to know about copyright and how you can protect yourself. Join lawyer and copyright expert, Margaret Briffa, Christian Siddell, Sync-Music, Janet Ibbotson, copyright consultant and BECTU's research officer, Tony Lennon to discuss.

## From Script to Screen **MA**

**11.15 – 12.30**

How will you make the leap?

The expanding market for TV and online content has provided writers with a greater chance of airing their work than ever before. But how can they exploit this? Join the debate with our panel of experts including writers Helen Blakeman, Alex Holmes and Tony McHale together with Rachelle Constant, BBC Drama development producer. We're also delighted to welcome NFTS graduate and newcomer, Nathaniel Price, who already has several credits to his name. – Chair, Mark Foris.

## Blog It! Vlog It! **CR**

**12.00 – 13.15**

Claim your digital space!

The digital world is expanding with more and more content being commissioned for online platforms. Are you interested in finding out how to successfully create content, strengthen your online presence and build an audience? Our guest panellists Sarah Williams, aka Tough Girl, author and blogger, Lawrence Elman, co-founder of Yaddo, and Eline Van Der Velden comedy actor and founder of Particle 6 Productions will share their knowledge as well as tips & tricks. – Chair, Amanny Mohamed.

## Europe: is our number up? **MA**

**13.15 – 14.00**

Join us for Brexit Bingo to find out!

Join us for an energetic, alternative game of bingo like you've never played before! As Samantha Baines, actor and comedian, calls the numbers you'll discover how Britain pulling out of the EU affects you as a film-maker. There will be prizes! Arrive early as we're expecting a full house. – Session conceived by Stephanie Seabrook. **MORE OVER**

## Event sponsors

BECTU acknowledges the generous support of our sponsors:

**Blues Skies Partnership**  
**Creative Skillset**  
**Euroscript**  
**Hencilla Canworth**  
**PG Mutual**  
**Pinewood Studios**  
**Thompsons Solicitors**



## Meet with our 2017 exhibitors 1st floor

ARRI & Alias Hire  
Backstage  
BECTU/BECTU Training  
Blue Skies Partnership  
Cinema Television Benevolent Fund  
Cinema Jam  
Creative Skillset  
DV Talent & Talent Manager  
Euroscript

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Kays  
Lighthouse Financial Advice  
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TriForce Creative Network

Find out more about BECTU membership, how to get involved and the range of union services including public liability insurance. Join BECTU on the day for a 25% discount on a year's subscription.

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## How to Bank Your Film Budget MA

14.15 – 15.30

Every film is different but how can you fund yours? From pre sales, grants, equity, crowdfunding, the UK producers' tax credit and more, we'll consider how you can put together a budget to make your movie. Our panellists will include Lynn Nwokorie, BRITDOC film officer, Adam Partridge, development and production executive at Ffilm Cymru and Jason Nuttall, head of funding at Crowdfunder. Join us to discuss the current trends in film funding.

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## Fake News, Alternative Facts and the Truth CR 14.15 – 15.30

"A lie has got round the world before the truth has a chance to get its pants on" so said Winston Churchill. Is the mainstream media being subverted and if so how do we tell the difference between fact and fiction in defence of the true story? Debate the issues with Google VP, Peter Barron, the BBC's daily programmes head, Gavin Allen, University of East London professor of media and communications, Jonathan Hardy and Newsthump managing editor, Richard Smith. Chair, Angie Mason.

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## The British Film Industry after Brexit MA 15.45 – 17.00

What should the UK film industry look like post-Brexit? We'll discuss our identity and strengths as British filmmakers, and debate the value of continuing to develop indigenous production. We'll also look at our role as a servicing industry, how to best protect our work and how to ensure workers on the continent of Europe continue to work alongside us. Nicola Countouris, reader in law at University College London, Rebecca O'Brien, film producer, Sixteen Films, and Nick Toon, vice-president, UK Public Policy, Time Warner, will be our speakers. Writer/producer Stephen Follows will be our chair.

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## NETWORKING SOCIAL

17.00 – 18.00

– Conversation Room, ground floor

### Programme notes

1. Do check the full line-up and latest info ([www.bectu.org.uk/freelancers-fair](http://www.bectu.org.uk/freelancers-fair)) before booking. Most sessions last 75 minutes. All sessions allow for Q&A. Please avoid booking sessions which clash.
2. The event exhibition and technical area run throughout the day. Please make time to visit both. Colleagues are devoting their day to you.
3. If you book in time to secure a CV one-to-one with Beverley Hills, or an advice session with safety advisor, Chris Lawton, we will do our best to offer you an appointment which fits in with your plans for the day. Arrive early to maximise your chances. To confirm your slot, ask at registration on arrival.
4. Visit Blues Skies Partnership in the exhibition to book a tax advice one-to-one.
5. Visit PG Mutual in the exhibition to discuss income protection; the company is a first time sponsor of the event.
6. Visit Lighthouse Financial Advice in the exhibition; the company offers a free exploratory interview.
7. The Social Media for Creatives workshop will run from 09.30 – 12 noon and up to 30 people can take part; Euroscript's workshop on Advance Screenwriting will run for 2 hours (2.30-4.30) and up to 30 people can be accommodated.
8. David Thomas Media's workshops, Freelance Toolkit (9.30-12.00) and Networking Dos and Dents (14.00-16.00) run for relatively small groups and will be oversubscribed.
9. New members are encouraged to join BECTU on the day and to take advantage of our special trade show joining rate.
10. Join us too for a networking drink to toast a successful day from 17.00 – 18.00. Don't forget your business cards!

## PLI cover up to £10m per claim

Ever mindful of the needs of the freelance community BECTU now provides public liability insurance cover up to £10m per claim to its freelance members. The cost of cover is just £31 for the period 1 May 2017 – 30 April 2018. Find out more about the policy at the show (where you can also meet our broker Hencilla Canworth to discuss other insurances too) or check our website here: [www.bectu.org.uk/pli](http://www.bectu.org.uk/pli)

## Help for new entrants too

New entrants to the industry who join BECTU within a year of graduation or completion of training can take advantage of new entrant membership at just £5 per month by DD, half our usual introductory rate. New entrant membership is full membership and also includes access to low-cost PLI cover (see above).

New entrants will also be interested in the information posted on our Creative Toolkit site – [www.creativetoolkit.org.uk](http://www.creativetoolkit.org.uk) – which helps new starters to understand their employment rights so that they are better equipped to challenge (better still avoid!) those employers content to break the law on the national minimum wage. The site also has a number of Help Notes which are free to download: [www.creativetoolkit.org.uk/help-notes](http://www.creativetoolkit.org.uk/help-notes)

Book through Eventbrite at [freelancersfair2017.eventbrite.com](http://freelancersfair2017.eventbrite.com)