



## INTRODUCTION TO RIGHTS

Monday 13 April 2015 | Olympia Conference Centre

### Programme

- 12:20-12:45 Coffee
- 12:45-12:55 Opening remarks from **Miles McNamee**, Copyright Clearance Center
- 12:55-13:05 Why sell rights?  
**Lynette Owen**
- 13:05-13:45 You can't sell what you don't own. It's all in the Head Contract  
**Hugh Jones**
- 13:45-14:45 Priorities for selling rights  
**Diane Spivey, Lynette Owen**
- 14:45-15:00 Coffee/ tea break
- 15:00-16:00 Tackling the Tasks: The Practicalities of Rights Selling  
**Amy Mitchell**
- 16:00-16:45 Guidelines for a rights deal and contract checklist  
**Diane Spivey**
- 16:45-18:00 *Ask the Experts* session and drinks reception

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## Hugh Jones

### Publishers Association



Hugh Jones is Copyright Counsel to the UK Publishers Association, and he also advises The Publishers Association generally on piracy and other legal issues. Hugh worked for fifteen years in the publishing trade, with legal publishers Sweet and Maxwell and academic publishers Macmillan Press, before practising for eight years as a publishing and copyright lawyer for major City law firm Taylor Joynson Garrett (now Taylor Wessing).

A fourth edition of his 1996 book on Publishing Law was published by Routledge in April 2011, and he writes and lectures regularly in the UK and worldwide. Hugh is also Treasurer of the British Copyright Council.

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Lynette Owen

### Copyright and Rights Consultant



Lynette Owen is Copyright Director of Pearson Education Ltd, a major educational, academic and professional publisher.

She is the author of *Selling Rights* (6/e, Routledge 2010) and is the General Editor of and a contributor to *Clark's Publishing Agreements: A Book of Precedents* (8/e, Bloomsbury Professional 2010).

She lectures regularly at the UK Publishing Training Centre and has run many courses on copyright and licensing overseas.

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INTRODUCTION TO **RIGHTS****Diane Spivey****Little, Brown Book Group**

Diane joined British publishing from a bookshop over twenty-five years ago as an assistant in an export sales department, but swiftly moved over to the area of contracts and rights where she has stayed, working her way up from rights assistant to rights director. Her experience is mainly in general trade publishing and she has worked for many companies over the years including Simon & Schuster UK, Cassell, Harrap, Methuen and Hodder.

She is also a regular lecturer on Selling Rights at the Publishing Training Centre in London, and a contributor to *Clark's Publishing Agreements*.

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INTRODUCTION TO **RIGHTS****Amy Mitchell**  
**Cornerstone**

Amy Mitchell is the Rights Manager in Cornerstone, a division of Random House. She handles a variety of domestic rights including serial for high profile authors, audio, large print, airline, educational and reprint.

She was previously Foreign Rights Agent at A P Watt Literary Agency and handled translation rights in a wide range of titles and territories. She has worked in publishing for 7 years and always worked in Rights.

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