

Monday 13 March 2017 | Olympia Conference Centre

INTRODUCTION TO RIGHTS

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PROGRAMME

- 12:20 Coffee
- 12:45 Welcoming remarks from **Christopher Kenneally**, Copyright Clearance Center
- 12:55 Why do we sell rights? **Lynette Owen**
- 13:05 You can't sell what you don't own! It's all in the Head Contract **Duncan Calow**
- 13:45 Selling rights essentials **Diane Spivey, Lynette Owen, and Stephanie Purcell**
- 14:45 Coffee/tea break
- 15:00 How exactly do you sell rights? A Step-by-step Guide **Stephanie Purcell**
- 16:00 Guidelines for a rights deal and contract checklist **Diane Spivey**
- 16:45 Ask the Experts session and networking reception

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Duncan Calow

DLA Piper LLP

Duncan Calow is well known for his work in the convergent TMC worlds of content, technology and e-commerce.

Duncan advises on commercial and contractual legal issues in copyright, databases and branding; advertising and consumer law; privacy and libel; gambling; film, music and sports.

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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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Stephanie Purcell

Simon & Schuster

Stephanie Purcell is the Rights & Co-editions Director for both adult & children's divisions at Simon & Schuster.

Stephanie has always worked in Rights and prior to her role at Simon & Schuster she worked for companies including Watts Publishing Group (now Hachette Children's Books) Mitchell Beazley and Gaia Books.

Stephanie sells a diverse range of rights from translation, audio, large print, educational, film rights, part works and has over 20 years' experience in publishing.

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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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Christopher Kenneally *Copyright Clearance Center*

Christopher Kenneally is Copyright Clearance Center (CCC)'s Director of Business Development, responsible for attracting new customers to achieve greater penetration in existing markets. He has forged partnerships with technology providers, professional associations, and media organizations, among others. In addition, Kenneally is host/producer of CCC's weekly podcast series, "Beyond the Book."

As a freelance journalist, Christopher Kenneally reported on education, business, travel, culture and technology for *The New York Times*, *Boston Globe*, *Los Angeles Times*, and *The Independent* of London, among many other publications. He is author of *Massachusetts 101* (Applewood Books), a history of the state "from Redcoats to Red Sox".

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