

THE
LONDON
BOOK
FAIR®

INTRODUCTION TO
RIGHTS

9 APRIL 2018 | OLYMPIA

2018

Programme



Monday 9 April
Olympia Conference
Centre



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Schedule

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| 12:20 | Coffee |
| 12:45 | Welcoming remarks from Christopher Kenneally, Copyright Clearance Centre |
| 12:55 | How do we sell rights? with Lynette Owen |
| 13:05 | You can't sell what you don't own! It's all in the Head Contract with Duncan Calow |
| 13:45 | Selling rights essentials with 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 with Stephanie Purcell |
| 1600 | Guidelines for a rights deal and contract checklist with Diane Spivey |
| 16:45 | Ask the Experts session and networking reception. |



Speakers



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.



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.

Prior to her role at Simon & Schuster she worked for companies including Watts Publishing Group (now Hachette Children's Books) Mitchell Beazley and Caia Books.

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



Diane Spivey
Hachette UK

Diane joined British publishing over thirty years ago as an assistant in an export sales department. She swiftly moved over to the area of contracts and rights where she has stayed, working her way up from Rights Assistant to Contracts and Rights Director. Her experience is mainly in general trade publishing and she has worked for many companies over the years including Little, Brown, Simon & Schuster UK, Cassell, Harrap, Methuen and Hodder & Stoughton.

In May 2015 she took on the new role of Group Contracts Director for Hachette UK. She is also a regular lecturer on Selling Rights, and a contributor to Clark's Publishing Agreements.



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Christopher Kenneally

Copyright Clearance Centre

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 IOI (Applewood Books), a history of the state "from Redcoats to Red Sox".