

PRIVATE
ONE-ON-ONE
SIX - WEEK
FILM FINANCING
&
DISTRIBUTION
COURSE

FILM FINANCING AND DISTRIBUTION COURSE

- THIS COURSE TAKES PLACE OVER A SIX-WEEK PERIOD
- YOU WILL MEET PRIVATELY WITH EXECUTIVE PRODUCER FRANCO SAMA VIA ZOOM
- CLASS IS HELD ONCE PER WEEK FOR NINETY (90) - MINUTES PER CLASS
- FLEXIBLE SCHEDULING HOURS
- UP TO THREE PARTICIPANTS - NO EXTRA CHARGE



SAMACO

FILMS

A FILM FINANCE COMPANY

FRANCO SAMA

FRANCO SAMA BOASTS A REMARKABLE AND EXTENSIVE HISTORY IN PUBLIC SPEAKING, PUBLIC RELATIONS AND OVER TWO DECADES OF INDEPENDENT FILM DEVELOPMENT, PRODUCTION, AND FINANCING EXPERIENCE.

SAMA, A PROUD PRODUCERS GUILD OF AMERICA (PGA) MEMBER, ALSO SERVES AS CHAIR OF THE PGA'S MEMBER EVENTS COMMITTEE. HE HAS EXECUTIVE PRODUCED AND PRODUCED/CO-PRODUCED AN IMPRESSIVE ARRAY OF OVER TWENTY-FOUR (24) SUCCESSFUL INDEPENDENT FEATURE FILMS.

THESE FILMS MOST NOTABLY INCLUDE 'GUNS, GIRLS AND GAMBLING' STARRING GARY OLDMAN, CHRISTIAN SLATER, AND DANE COOK, WHICH IS NOW A CULT FAVORITE. THIS FILM ACQUIRED A DISTRIBUTION DEAL FROM UNIVERSAL HOME ENTERTAINMENT.

IN 2023, SAMA RELEASED THREE FILMS INCLUDING THE ACTION THRILLER AUSTRALIAN TELEVISION MOVIE, 'SUKA', AS WELL AS 'TAKE THE NIGHT', AN ACTION-PACKED THRILLER THAT ENJOYED A LIMITED THEATRICAL RELEASE IN THE UNITED STATES; AND SERVED AS A CONSULTING PRODUCER ON 'THE SHIFT', A HUGELY SUCCESSFUL FAITH-BASED DRAMA STARRING NEAL MCDONOUGH AND SEAN AUSTIN, WHICH WAS RELEASED ON DECEMBER 1, 2023, AND HAS ENJOYED A WORLDWIDE THEATRICAL RELEASE.

SAMA IS ALSO THE EXECUTIVE PRODUCER OF THE HIGHLY ANTICIPATED ELEVATED MUSICAL THRILLER, 'ALEXIS COLETTE.' THE FILM WILL BE SHOT AND DIRECTED BY ITS WRITER AND CREATOR, ANTHONY W. JOHNSON IN NEW YORK IN 2025.

SAMA IS ALSO A FOUNDING MEMBER OF GREENLIGHT ENTERTAINMENT GROUP (G.E.G.) AN AUSTRALIAN BASED COMPANY THAT DEVELOPS, FINANCES, AND PRODUCES INDEPENDENT FEATURE FILMS WORLDWIDE.



FILMOGRAPHY

OVER THIRTY FILMS PRODUCED



FRANCO SAMA

- MEMBER - FIVE-YEARS
- FORMER CHAIR OF THE MEMBERS EVENTS COMMITTEE



“GETTING THE MONEY, ISN'T THE HARD PART.
GETTING THE MONEY BACK, IS THE HARD PART”

FRANCO SAMA
EXECUTIVE PRODUCER

WHAT WILL YOU LEARN OVER THE NEXT SIX WEEKS?

CURRICULUM HIGHLIGHTS

FILM FINANCING

- VARIOUS 'TYPES' OF FILM FUNDING
- INDUSTRY JARGON AND TERMINOLOGY
- HARD MONEY VS. SOFT MONEY
- EQUITY FUNDING
- DEBT FUNDING
- GAP FUNDING
- MEZZANINE FUNDING
- WHAT IS A 'WATERFALL'
- HOW DOES IT ALL WORK?

INVESTORS

- ✓ TYPES OF INVESTORS
- ✓ HOW TO APPROACH INVESTORS
- ✓ WHERE TO FIND INVESTORS
- ✓ HOW TO SPEAK "INVESTOR SPEAK"
- ✓ WHAT NOT TO SAY TO INVESTORS
- ✓ HOW DO INVESTORS GET PAID

A blue ballpoint pen with a silver-colored tip and barrel accents lies diagonally across a document. The document features a bar chart with several blue bars of varying heights. The background is a light blue and white grid. A solid blue banner is at the top, and a blue banner with a white vertical line is at the bottom.

PRODUCTION BUDGET AND SCHEDULE

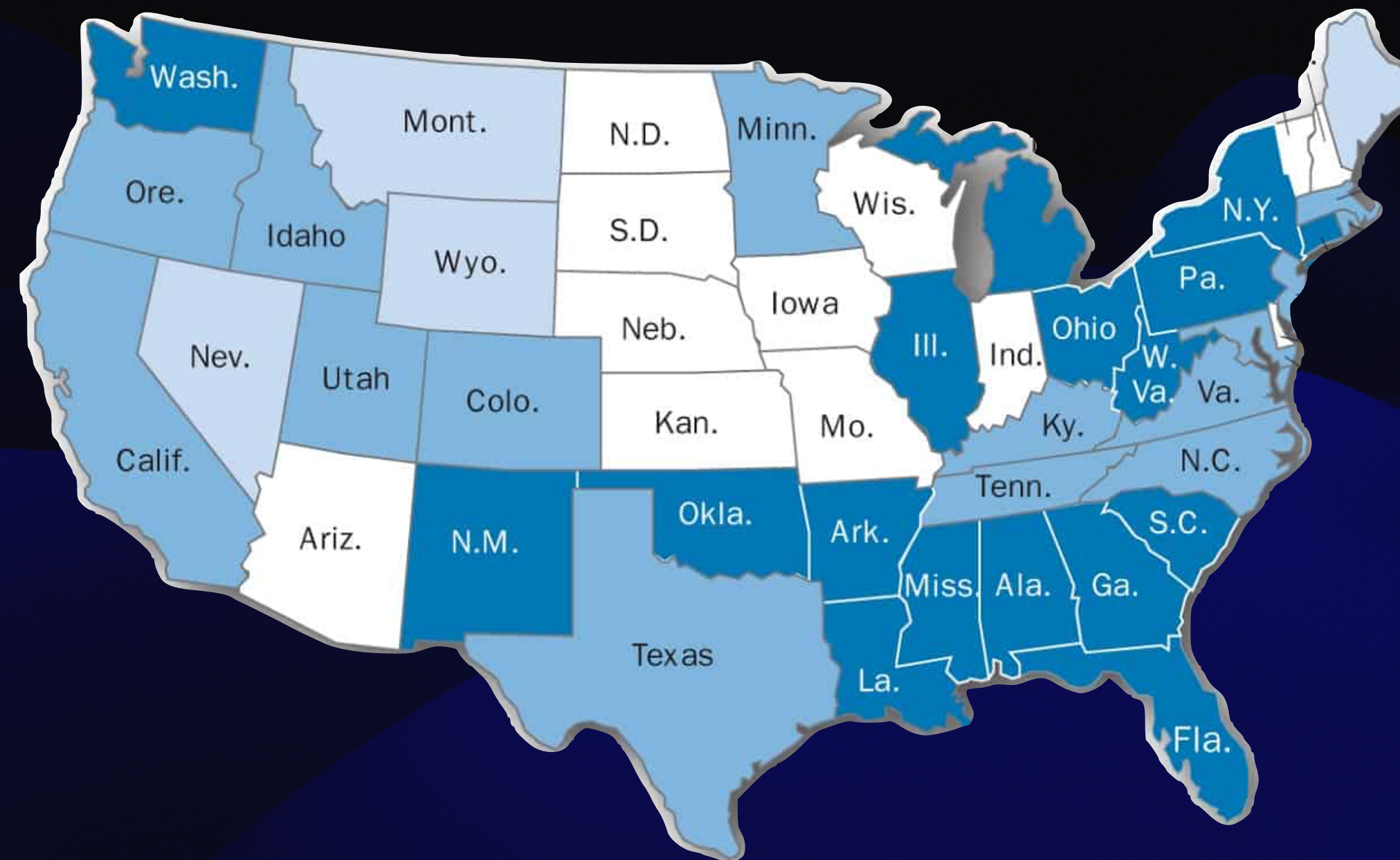
LEARN THE 'DOS' AND 'DON'TS' OF BUDGETING

CASTING



- ✓ MANAGING EXPECTATIONS
- ✓ WHO YOU SHOULD CAST IN YOUR FILM
- ✓ SECURING 'BANKABLE' TALENT
- ✓ WHAT IS THE (PARENTHESIS) TEST?
- ✓ UNDERSTANDING WHO BRING VALUE IN THE WORLDWIDE MARKETPLACE
- ✓ HOW AND WHEN DO YOU SHOULD MAKE 'LEGITIMATE' OFFERS TO TALENT

TAX INCENTIVES



- ✓ UNDERSTANDING STATE & LOCAL TAX INCENTIVES
- ✓ MONETIZING TAX INCENTIVES UP FRONT
- ✓ COMBINING TAX CREDITS VIA CO-PRODUCTIONS
- ✓ TAX CREDIT VS. TAX REBATE
- ✓ USING TAX INCENTIVES AS A BARGAINING CHIP WITH INVESTORS
- ✓ INCENTIVE ADMINISTRATION

INTERNATIONAL SALES

WORLDWIDE PROJECTIONS



- ✓ UNDERSTANDING FOREIGN VS. DOMESTIC
- ✓ UNDERSTANDING THE DIFFERENCE BETWEEN A SALES AGENCY AND A DISTRIBUTOR
- ✓ INDUSTRY STANDARD FOR RATES AND COMMISSIONS
- ✓ GOOD DEAL VS. BAD DEAL
- ✓ WORLD MARKETS AND FILM FESTIVALS
- ✓ ACQUIRE WORLDWIDE SALES PROJECTIONS FOR INVESTORS

PRODUCT INTEGRATION

- ✓ PRODUCT INTEGRATION VS. PRODUCT PLACEMENT
- ✓ WHO DOES PRODUCT INTEGRATION
- ✓ UNDERSTANDING HOW IT WORKS
- ✓ GENERATE AN ADDITIONAL \$50,000 - \$1,000,000 FOR YOUR FILM
- ✓ FREE MONEY - NO REPAYMENT REQUIRED



LEGAL REQUIREMENTS

- ✓ PROTECT YOUR INTELLECTUAL PROPERTY AS WELL AS YOURSELF
- ✓ WHEN, WHERE AND HOW TO SETUP YOUR LIMITED LIABILITY COMPANY (LLC)
- ✓ ESTABLISHING AN OPERATING AGREEMENT FOR YOUR NEW LIMITED LIABILITY COMPANY
- ✓ UNDERSTANDING & ABIDING BY THE 'SECURITIES AND EXCHANGE COMMISSION' REGULATIONS
- ✓ INITIALIZING YOUR DEAL WITH A MEMORANDUM OF UNDERSTANDING (M.O.U)
- ✓ CREATING A PRIVATE PLACEMENT MEMORANDUM (PPM) FOR INVESTORS
- ✓ CREATING & PROVIDING SUBSCRIPTION AGREEMENTS FOR INVESTORS
- ✓ HOW AND WHEN TO OPEN YOUR PRODUCTION COMPANY BANK ACCOUNT
- ✓ LEARN THE DIFFERENCE BETWEEN A 'DEAL MAKER' AND A 'DEAL BREAKER'



THE COURSE



- MEETS ONCE A WEEK VIA ZOOM.
- EACH SESSION LASTS NINETY (90) MINUTES.
- OPEN/INTERACTIVE COMMUNICATION
- ALL SESSIONS MAY BE RECORDED FOR YOUR ARCHIVES.
- YOU RECEIVE ALL MATERIALS, DOCUMENTS, AND THE POWERPOINT PRESENTATION

TUITION

WEBSITE COST

\$3500.00

AFM

DISCOUNT

\$1000.00

FINAL COST

TO YOU

\$2500.00

Note

You may invite one or two additional people (up to a maximum of three total) to register together and share the costs.

Conclusion

THROUGHOUT MY JOURNEY, I HAVE HELD STEADFAST BELIEF THAT EDUCATION IS THE ESSENTIAL CORNERSTONE OF SUCCESS, IRRESPECTIVE OF YOUR CHOSEN PATH. A DEEP AND NUANCED UNDERSTANDING OF HOW FUNDING IS ACQUIRED AND MANAGED IS CRUCIAL FOR THOSE ASPIRING TO CARVE OUT A SUCCESSFUL CAREER AS A SCREENWRITER, PRODUCER, DIRECTOR, ACTOR, OR ANY OTHER PROFESSIONAL WITHIN THE VIBRANT ENTERTAINMENT WORLD.

MY UNIQUE EXPERTISE AND KNOWLEDGE WILL CLARIFY THE COMPLEXITIES OF FILM FINANCING, PROVIDING YOU WITH THE INSIGHTS NECESSARY TO AVOID MISSTEPS THAT COULD ULTIMATELY HINDER YOUR GOALS.

TO THAT END, I HAVE METICULOUSLY DESIGNED THIS COURSE, AS A COMPREHENSIVE GUIDE TO EMPOWER YOU TO TAKE THE REINS OF YOUR CAREER WITH CONFIDENCE AND CLARITY.

I OFFER A COMPLIMENTARY 30-MINUTE PROJECT REVIEW CONSULTATION, WHERE WE CAN EXPLORE YOUR ASPIRATIONS AND BEGIN CHARTING A PATH TOWARD YOUR SUCCESS.

LET'S TURN YOUR DREAMS INTO REALITY!

Contact Information

www.samacofilms.com

franco@samacofilms.com

**“Film school will teach you how to ‘make a movie’
Samaco films will teach you how to “get your movie made”!**