

GENERAL INFORMATION

SEATING MAY BE LIMITED

Many conferences sponsored by The University of Texas School of Law fill to capacity in advance of the conference date. Please register as early as possible in order to assure that we can accommodate you. We will hold, until the first break, seats and written materials sufficient to accommodate all who have pre-registered for the conference. At a sold-out conference, door registrants will be accommodated on a first-come, first-served basis after all pre-registrants have been provided for. Please call us in advance if you know you will be arriving late for a conference.

PRE-REGISTRATION

In order to allow us to serve you more effectively, UT-CLE strongly recommends that you pre-register for our conferences. The pre-registration deadline for the 8th Annual Entertainment Law Institute is March 19, 1998 at 5:00 p.m. Door registration is subject to an additional fee of \$35.00.

REGISTRATION BY PHONE/FAX

You may register for any UT-CLE conference by calling our special registration line (512) 475-6700 between the hours of 8:00 a.m. and 5:00 p.m. or by FAX at (512) 475-6876 at any time using the registration form in this brochure. All phoned or faxed registrations must be accompanied by a VISA or MASTERCARD number and expiration date.

MEAL FUNCTIONS

The registration fee covers all food-and-beverage expenses related to hosting the conference, including the continental breakfast to be provided Saturday morning.

AUDIOCASSETTES

An independent company will audio record the conference. Audiocassettes of individual presentations may be purchased at the conference.

CANCELLATIONS

If your plans for attendance change, simply call or write to us by March 17 at 5:00 p.m. in order to receive either a refund, or to receive written materials with a partial refund, or to transfer the registration fee to any of our other conferences. No phone call is necessary for a substitution by another person for all or part of a conference; however, please check in at the conference registration desk. If no cancellation is made, the written materials will be sent automatically to paid no-shows; please allow 4-6 weeks for delivery. A \$35 administrative fee will be charged for cancellations or transfers requested less than one week prior to the start of the conference.

SPECIAL ACCOMMODATIONS

The University of Texas School of Law offers its continuing legal education programs and related services to disabled persons on a nondiscriminatory basis and at accessible sites. Disabled persons with special communication or other needs should contact the CLE Registrar as far in advance of the program as possible in order that their needs may be addressed.

INTERNET ADDRESS

WE ARE ONLINE: For information regarding upcoming conferences and to print a registration form, visit our web site at www.utexas.edu/law/cle. If you have questions, or would like to be put on our mailing list, you may e-mail us at utcle@mail.law.utexas.edu.

ABOUT THE COVER

Willie Nelson's Third Annual 4th of July Picnic Poster, 1975, by Jim Franklin. From the Texas Poster Art Collection of the Barker Center for American History, The University of Texas at Austin.

Spring 1998 CLE Calendar

8TH ANNUAL CONFERENCE ON COMPUTERS, FREEDOM & PRIVACY
February 18, 19 & 20, 1998 • Austin

20TH ANNUAL CONFERENCE ON SECURITIES REGULATION AND BUSINESS LAW PROBLEMS
February 19 & 20, 1998 • Dallas

2ND ANNUAL CONFERENCE ON LAND USE PLANNING LAW
March 5 & 6, 1998 • Austin

13TH ANNUAL SCHOOL LAW CONFERENCE
March 5 & 6, 1998 • Austin

UNDERSTANDING JURORS—A UNIQUE APPROACH TO COURTROOM ADVOCACY
March 12, 1998 • Dallas and
March 13, 1998 • San Antonio

24TH ANNUAL OIL, GAS & MINERAL LAW INSTITUTE
March 13, 1998 • Houston

20TH ANNUAL CORPORATE COUNSEL INSTITUTE
March 26 & 27, 1998 • Houston and
April 2 & 3, 1998 • Dallas

3RD ANNUAL EVIDENCE AND PROCEDURE SYMPOSIUM
April 2 & 3, 1998 • San Antonio

10TH ANNUAL HEALTH LAW CONFERENCE
April 16 & 17, 1998 • Houston

10TH ANNUAL ADVANCED INTERNATIONAL LAW INSTITUTE
April 23 & 24, 1998 • Dallas

5TH ANNUAL CONFERENCE ON LABOR AND EMPLOYMENT LAW
April 30 & May 1, 1998 • Dallas and
May 7 & 8, 1998 • Houston

11TH ANNUAL COMPUTER LAW CONFERENCE
May 14 & 15, 1998 • Austin

8TH ANNUAL CONFERENCE ON STATE AND FEDERAL APPEALS
May 28 & 29, 1998 • Austin

2ND ANNUAL ELDER LAW CONFERENCE
June 4, 1998 • Austin and
June 5, 1998 • Dallas

CURRENT ISSUES AFFECTING PARTNERSHIPS, LIMITED PARTNERSHIPS, AND LIMITED LIABILITY COMPANIES
June 25 & 26, 1998 • San Antonio

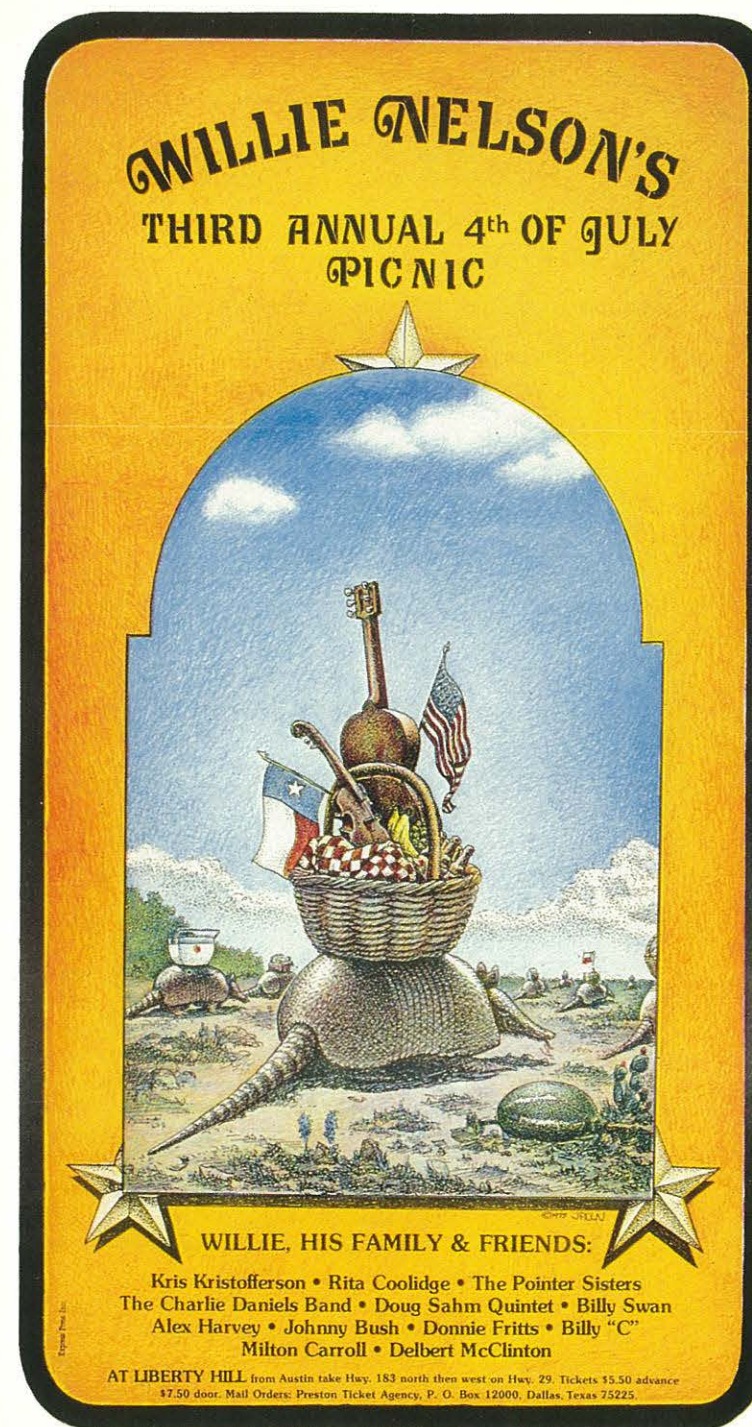
4TH ANNUAL CONFERENCE ON STATE TAXATION
July 9, 1998 • Houston and
July 10, 1998 • Dallas

UT Law
CLE

The University of Texas School of Law

8TH ANNUAL

Entertainment Law Institute



This year's conference has been increased to 1½ days to include additional topics and more in-depth treatments of topics including:

★ MUSIC

★ FILM

★ SCREENWRITING

March 20 & 21, 1998
The Four Seasons Hotel
Austin, Texas

UT Law
CLE

8TH ANNUAL ENTERTAINMENT LAW INSTITUTE

MARCH 20 & 21, 1998 • THE FOUR SEASONS HOTEL • AUSTIN, TEXAS

THE UNIVERSITY OF TEXAS SCHOOL OF LAW
727 East Dean Keeton Street • Austin, TX 78705-3224

This program is not printed or mailed at state expense.

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PAID
The University of Texas
School of Law

SPONSORED BY THE UNIVERSITY OF TEXAS SCHOOL OF LAW
AND THE ENTERTAINMENT AND SPORTS LAW SECTION OF THE STATE BAR OF TEXAS



8TH ANNUAL ENTERTAINMENT LAW INSTITUTE

March 20 & 21, 1998 • The Four Seasons Hotel • 98 San Jacinto Boulevard • Austin, Texas

FRIDAY, MARCH 20, 1998

12:30 p.m. LATE REGISTRATION
Ballroom Foyer, Four Seasons Hotel, Austin. Telephone: (512) 478-4500.

1:30 p.m. CONCURRENT SESSIONS—(2.00 hours)—CHOOSE ONE

MUSIC 101: IN-DEPTH OVERVIEW OF THE MUSIC INDUSTRY
A brief history of the commercial music industry followed by an overview of specific industry areas, including music publishing, recording and distribution, artist management and talent agency representation.
Ernie Gammage, Gambini Global, Austin
Edward Z. Fair, Attorney, Houston

OR—

FILM: RIDING SHOTGUN WITH THE INDEPENDENT FILM PRODUCER
Examination of the agreements related to developing and clearing rights in the screenplay, agreements with talent, securing financing, and negotiating production and distribution agreements.
Daniel M. Satorius, Abdo & Abdo, P.A., Minneapolis, MN
Mark Halloran, Erickson & Halloran, Los Angeles, CA

3:30 p.m. BREAK

3:45 p.m. CONCURRENT SESSIONS—(1.50 hours)—CHOOSE ONE

MUSIC 102: REPRESENTING THE BAND FROM STARTUP TO STARDOM
A close examination of the decisions, contracts, conflicts and strategies inherent in the business of being a band.
Donald S. Passman, Gang, Tyre, Ramer & Brown, Inc., Beverly Hills, California

OR—

FILM: LICENSING MUSIC FOR TELEVISION AND MOTION PICTURES
An in-depth discussion of the issues, procedures and agreements involved in licensing of existing music for television and film productions from the perspectives of the producers seeking to license material and the music publishers and record companies who control the music sought.
Philip Self, Sony/ATV Music Publishing, Nashville, TN
Steven Winogradsky, The Winogradsky Company, North Hollywood, California

5:15 p.m. ADJOURN

SATURDAY, MARCH 21, 1998

9:00 a.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

MUSIC PUBLISHING BASICS I
An introduction to music publishing including a review of songwriter, co-publishing and administrative agreements and a discussion of royalty sources and related contracts, such as public performance, mechanical, synchronization and print licenses.
Steven Winogradsky, The Winogradsky Company, Los Angeles, California
Jeffrey Brabec, Chrysalis Music, Los Angeles, California

OR—

MULTIMEDIA: LICENSING RIGHTS IN THE ERA OF NEW MEDIA
Discussion of the issues presented by licensing of prerecorded musical compositions, video, film and other protected materials for CD-ROM and Internet products.
Carol T. Contes, Attorney, Los Angeles, California

10:00 a.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

MUSIC PUBLISHING BASICS II
A continuation of the issues and materials presented in part I.
Steven Winogradsky, The Winogradsky Company, North Hollywood, California
Jeffrey Brabec, Chrysalis Music, Los Angeles, California

OR—

ENTERTAINMENT LAW UPDATE: INTERNATIONAL, LEGISLATIVE AND JUDICIAL
Legal developments of importance to the entertainment industry: what happened, what didn't, and what's still pending...in the international arena, in Congress, and in the courts.
Lionel Sobel, Editor, Entertainment Law Reporter; UCLA School of Law, Santa Monica, California

11:00 a.m. BREAK

11:15 a.m. AGENTS, MANAGERS AND LAWYERS—OVERLAPPING ROLES AND ETHICAL CONSIDERATIONS—(1.00 hour of ethics/PR credit)
The functions of agents, managers and lawyers in the music business often overlap—sometimes de facto, sometimes by design. Cases, statutes, rules of professional conduct and regulations will be analyzed to give the entrepreneurial attorney ethical guidance while functioning in these roles.
Kenneth Abdo, Esq., Abdo & Abdo, P.A., Minneapolis, Minnesota

12:15 p.m. LUNCHEON TALK—0.50 hour—OPTIONAL
Tickets may be purchased in advance only for \$25.00
Speaker: Brooke A. Wharton, Attorney and author, Los Angeles, California
Topic: Dancing with the Devil: Writing for the Entertainment Industry
Brooke A. Wharton is an entertainment lawyer and author. Her recent book, *The Writer Got Screwed (But Didn't Have to)*, *A Guide to the Legal and Business Practices of Writing for the Entertainment Industry*, debuted at No. 7 on the *Los Angeles Times* Bestseller List.

1:45 p.m. CONCURRENT SESSIONS—(1.50 hours)—CHOOSE ONE

DEVELOPING AN ENTERTAINMENT LAW PRACTICE IN TEXAS—(1.50 hours)
A panel of Texas lawyers will discuss the nature and economics of their entertainment law practice, ways to develop a practice, how to find and keep clients, and sources of information.
Moderator: Mike Tolleson, Mike Tolleson & Associates, Inc., Houston
Edward Z. Fair, Attorney, Houston
David Garcia, Jr., Attorney, San Antonio
Ladd A. Hirsch, Haynes and Boone, LLP, Dallas
Michael Norman Saleman, Attorney, Austin

OR—

ADVANCED MUSIC PUBLISHING—(1.50 hour)
Two experts will discuss a variety of advanced publishing issues, including superstar deals, sub-publishing, self-publishing, buying music catalogs, building a publishing company, and film and television issues.
Richard W. Perna, Hamstein Publishing Company, Inc., Austin
Edward Pierson, Warner/Chapell Music, Los Angeles, CA

3:15 p.m. BREAK

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3:30 p.m. RECORDING CONTRACTS: INDIES V. MAJORS: DO THE MATH—(1.50 hours)
Comparing and contrasting major and independent label deals with an emphasis on the economic impact on the artist.
Moderator: Daniel M. Satorius, Abdo & Abdo, P.A., Minneapolis, Minnesota
Kenneth Abdo, Esq., Abdo & Abdo, P.A., Minneapolis, Minnesota
Michael J. Pollack, The Elektra Group, Warner Communications, New York, NY

5:00 p.m. ADJOURN TO RECEPTION FOR SPEAKERS AND REGISTRANTS

PLANNING COMMITTEE

DAVID S. SOKOLOW, Co-Chair Austin	RUSSELL E. RAINS Austin
MIKE TOLLESON, Co-Chair Austin	DANIEL M. SATORIUS Minneapolis, Minnesota
KENNETH ABDO, ESQ. Minneapolis, Minnesota	RICK TRIPPLET Austin
ROBERT R. CARTER Austin	STEVEN WINOGRADSKY North Hollywood, California
EDWARD Z. FAIR Houston	MICHAEL ESPOSITO Austin

MCLE

An application for accreditation for this activity has been submitted to the MCLE Committee of the State Bar of Texas and is pending. It is expected that this program will be accredited by the State Bar of Texas for up to 10.00 hours of participatory continuing legal education credit (including the optional luncheon), of which 1.00 hour will apply to the legal ethics/professional responsibility requirement. Credit in other states also is available. CPAs may obtain 12.00 hours of CPE credit toward licensing with the Texas State Board of Public Accountancy. Sponsor #250.

Hotel Accommodations and Parking

This conference takes place at THE FOUR SEASONS HOTEL • 98 San Jacinto Boulevard • Austin, TX 78701 • (512) 478-4500. THE FOUR SEASONS HOTEL offers limited complimentary day parking with conference attendance validation. Overnight parking is \$8.00 and valet parking is \$13.00. NO SLEEPING ROOMS are available at The Four Seasons Hotel.

Sleeping rooms are available just two blocks from The Four Seasons Hotel at THE RADISSON HOTEL ON TOWN LAKE • 111 Cesar Chavez Street, • Austin, TX 78701 • phone (512) 478-9611. A special block of rooms has been reserved at the rate of \$145.00 for single or double occupancy. The hotel will release all unused rooms on the CUTOFF DATE OF FEBRUARY 19, 1998. You must make your reservation before this date in order to get the special rate. The hotel offers limited complimentary self-parking in surrounding parking lots.

When contacting THE RADISSON HOTEL for sleeping rooms, please identify yourself as a participant with the conference by name in order to obtain a room from a reserved block. NOTE: *Your room reservation will be confirmed by the hotel. Please do not send any payment for accommodations to the School of Law.*

CONFERENCE FACULTY	RICHARD W. PERNA Hamstein Publishing Company, Inc. Austin
KENNETH ABDO, ESQ. Abdo & Abdo, P.A. Minneapolis, Minnesota	EDWARD PIERSON, ESQ. Warner/Chappell Music Los Angeles, California
JEFFREY BRABEC, ESQ. Chrysalis Music Los Angeles, California	MICHAEL J. POLLACK The Elektra Group Warner Communications, Inc. New York, New York
CAROL T. CONTES Attorney at Law Los Angeles, California	MICHAEL NORMAN SALEMAN Law Offices of Michael Saleman Austin
EDWARD Z. FAIR Attorney at Law Houston	DANIEL M. SATORIUS Abdo & Abdo, P.A. Minneapolis, Minnesota
ERNIE GAMMAGE Gambini Global Austin	PHILIP SELF Sony/ATV Music Publishing Nashville, Tennessee
DAVID GARCIA, JR. Attorney at Law San Antonio	LIONEL SOBEL Editor, Entertainment Law Reporter UCLA School of Law Santa Monica, California
MARK HALLORAN Erickson & Halloran Santa Monica, California	MIKE TOLLESON Mike Tolleson & Associates, Inc. Austin
LADD A. HIRSCH Haynes and Boone, L.L.P. Dallas	BROOKE A. WHARTON Attorney at Law Los Angeles, California
DONALD S. PASSMAN Gang, Tyre, Ramer & Brown, Inc. Beverly Hills, California	STEVEN WINOGRADSKY The Winogradsky Company North Hollywood, California

Please mail this registration form or fax a copy:

REGISTRATION FORM

The University of Texas School of Law • Office of Continuing Legal Education
Attn: ET98 • 727 East Dean Keeton Street • Austin TX 78705-3224

I would like to register for the conference as follows:

[] PRE-REGISTRATION FEE (DUE BY MARCH 19, 1998)..... \$275.00

[] Door Registration Fee..... \$310.00

[] Saturday luncheon w/speaker \$25 per ticket (optional)..... \$

I cannot attend the conference. Please forward the following:

[] Audiocassettes and written materials at \$275.00..... \$

[] Written materials only at \$110.00..... \$

ET98 TOTAL ENCLOSED \$

NO REFUNDS after 5:00 p.m. March 17, 1998.

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Bar Card# _____

☐ non-lawyer

Indicate below any special needs you have so we may arrange to accommodate you.

Paid by : ☐ Check ☐ VISA ☐ Mastercard

Make Checks Payable to: The University of Texas at Austin

Card # _____ Exp. Date _____

Authorized Signature _____

FAX (512) 475-6876 • Phone (512) 475-6700

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