



## **FUTURE LEADERS IN DISTRIBUTION** **2019**

**FUTURE LEADERS IN DISTRIBUTION** is a leadership training programme for women with 7+ years of film distribution experience and who have the ambition to run / own a distribution business or operate at a higher executive level.

### **TIME LINE:**

The course will comprise of **13 sessions across 6 months** involving workshops, panels, peer networking, tailored mentoring, business coaching and a regional business trip for each individual participant.

You will need to be available for all the dates below **but most essentially the first 3 sessions in Sept 2019**. The subsequent sessions will occur as detailed below until **Friday 28<sup>th</sup> Feb 2020** (graduation event).

This programme is supported by ScreenSkills using National Lottery funds awarded by the BFI as part of the Future Film Skills programme.



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**SCHEDULE & GUIDELINES:**

**(NB Schedule is subject to minor alterations)**

<b>FUTURE LEADERS IN DISTRIBUTION</b>	<b>Proposed Course content/Speakers</b>
<p><b>Fri 6th Sept- Sessions 1 &amp; 2</b></p> <p><b>Welcome Breakfast -</b> 08:45 -13:00</p> <p><b>Course Introduction &amp; Personal introductions -</b> 08:45 - 11:00</p> <p><b>Box Office Analysis -</b> 11:15- 13:00</p> <p><b>VENUE TBC</b></p>	<p><b>ALL FUTURE LEADERS IN DISTRIBUTION 2018/19 COHORT to attend.</b></p> <p><b>09:00-09:15-</b> Mia to run through course schedule, identifying common goals and topics to cover (plus some house-keeping from Simone). The personal coach you'll all be seeing will be sitting in too (name tbc).</p> <p>In order that we get a tangible sense of growth and change, we need each participant to present where you are now personally and professionally, and where you hope to be in future. Participants should prepare to present a 5min spoken welcome on what you do, what your work means to you, and what you hope to get from the programme.</p> <p><b>See separate sheet for running order.</b></p> <p>We will do the same again at the end of the course and a key factor will be discussing what has changed for them and why - so there will be a 'take home' element to the course.</p> <p>+ Session on box office analysis and the UK release landscape with <a href="#">Charles Gant</a> of Screen Daily and The Telegraph Box Office Blog (formerly The Guardian's)</p> <p>An in-depth look at how each film genre is performing, how films by women are performing and a chance for a rigorous discussion on the theatrical landscape with one of the key box office data analysts in the UK.</p>
<p><b>Wed 11<sup>th</sup> Sept - Session 3</b></p> <p><b>14:00 - 21:30</b></p> <p><b>VENUE TBC</b></p>	<p><b>CONFIDENCE / REJECTION /PERSONALITY TYPES</b></p> <p>Guest Speakers: Understanding your strengths and weaknesses, leadership styles, and psychological profile test.</p> <p>Plus: Catch-up session to discuss schedule mentoring and regional business trip.</p> <p>Plus: Evening networking event with cohort</p>
<p><b>Thurs 19 Sept - Session 4</b></p> <p><b>Mentoring and coaching</b></p> <p><b>Coaching Sessions - 29<sup>th</sup>/30<sup>th</sup> September</b></p> <p><b>VENUE TBC</b></p>	<p><b>EACH CANDIDATE WILL THEN AIM TO HAVE TWO DAYS OF DEDICATED PROGRAMME TIME ACROSS SEPTEMBER AND OCTOBER 2019-2020.</b></p> <p>You will get a mentoring session of 60-75 mins, and a coaching session of 60 mins.</p> <p>Coaching sessions 1-2-1 with COACH TBC (booking link to follow)</p> <p>All day between 10:00 and 18:30 6 cohorts per day.</p>

<p><b>Fri 18<sup>th</sup> Oct - Session 5</b> <b>13:30-21:00</b></p> <p>13:30-14:00</p> <p>14:00- 16:00</p> <p>16:00-17:00</p> <p>17:00 - 18:00</p> <p><b>VENUE TBC</b></p>	<p>Arrivals - tea/coffee</p> <p><b><u>Caroline Govder</u></b>: Confidence/difficult conversations/ archetypes. What currently stops you communicating with the confidence you'd like to have? Caroline is a leading voice coach and keynote speaker. She has worked at Central School of Speech and Drama as a voice coach since 2001 and has over 15 years' experience providing voice and gravitas training to people of all ages, including celebrities, teachers, broadcasters and the corporate sector</p> <p><b>Phil Clapp</b> - Chief Exec UK Cinema Association TBC (this is who spoke last year) Overview of Cinema UK/a key initiative. The 'Voice of Exhibition' and discuss the key issues that challenge the relationship between distributors and exhibitors currently/in future.</p> <p><b>Mia Bays</b> - Mentor and coaching catch-up.</p> <p>Networking drinks &amp; bar snacks with FLD alumni, friends and allies.</p>
<p><b>Mon 28<sup>th</sup> OCT</b> <b>Session 6 &amp; 7, 16:00-21:00</b></p> <p><b>16:00-18:30</b></p> <p><b>18:30-21:00</b></p> <p><b>VENUE TBC</b></p>	<p><b>GROUP SESSION</b>: Action Learning with business coach, <a href="#">John Letham of Considered Thinking</a> (formerly CEO of Park Circus Distribution).</p> <p>How do we see FAANG (Facebook, Apple, Amazon, Netflix and Google) continue to change the film landscape and what might the UK distribution sector need to be ready for next? How can we innovate and be proactive, not reactive?</p> <p><b>FOLLOWED BY</b></p> <p>We screen a film released in 2-3 months, invite the head of marketing to present the release plan to us, and then we do a 'strategy hack' as a group, deconstructing and critiquing the release, talking through each step of the plan and as a group putting a set of financial projections together.</p> <p>The screening will be followed by a distribution case study. The distributor will give us their distribution strategy overview and we, as a group, will analyze the strategy and do a Strategy Hack: namely decide if we agree with the strategy, and give pointers.</p>
<p><b>THURS 28<sup>th</sup> NOV - Session 8</b></p> <p>17:00-20:00</p> <p><b>VENUE TBC</b></p>	<p><b>Hosted by:</b> AverilLeimon, <a href="#">Whitewater Women</a></p> <p><b><u>ROLE MODELS EVENT</u></b></p> <p>Panel/networking drinks and nibbles with high-level business women within and outside film via Whitewater Women (previous speakers: Clare Stewart Director of London Film Festival; Kezia Williams, eOne; a director at Barclays Bank)</p> <p>TOP TIPS FROM FEMALE LEADERS OF TODAY FOR THOSE OF TOMORROW'</p>
<p><b>Friday 6<sup>th</sup> Dec - Session 9</b></p> <p><b>October Gallery</b>                      13:00-18:00 <b>24 Old Gloucester Street</b> <b>Bloomsbury</b> <b>WC1N 8AL</b></p>	<p><b>Caroline Goyder: The Gravitas Method Day</b></p> <p><a href="#">Caroline Goyder</a> voice and acting coach and author of The Gravitas Method. <b>CONFIDENT COMMUNICATION, PRESENTATION PRACTICE, DEALING WITH CONFLICT– ARCHETYPES, VOCAL COACHING.</b></p>

<p><b>DEC - JAN- Session 10/11</b> 10:00 and 18:30</p> <p>VENUE TBC</p>	<p>Coaching sessions with TBC (booking link to follow). All day between 10:00 and 18:30</p> <p>You will get a mentoring session of 60-75 mins, and a coaching session of 60 mins.</p>
<p><b>DEC – FEB-Session 12</b> <b>Reclaim the Frame Day</b> Regional Film Focus</p>	<p>Each candidate will do a day visit to a venue/location they do business with a lot but have never visited. It is essential that the UK film business is less London-centric. Understanding the business of other cities is vital to our growth and survival. This day of dedicated focus is essential for all participants and will be tailored to you, with input from course leaders.</p>
<p><b>Fri 28<sup>TH</sup> Feb - Session 13</b> 14:30-21:00</p> <p><b>14:00-16:00</b></p> <p><b>16:30 – 18:00</b></p> <p><b>18:00 – 21:00</b></p>	<p><b>THE FINAL GREATEST DAY!</b></p> <p><b>Personal Presentations:</b> WHAT WILL THE NEXT 3 YEARS LOOK LIKE FOR ME AND FOR MY SECTOR? – followed by award of certificates and farewell drinks.10 mins each and 5 mins feedback</p> <p><b>WHAT NEXT? Session detail TBC – key note speech</b></p> <p><b>Graduation Party:</b> SPEAKERS/TRAINERS/MENTORS/PARTICIPANTS and COLLEAGUES, plus FDA/SKILLSET/BIRDS EYE VIEW TEAM</p> <p>We will have another catch up session post course – dates tbc – to check in with how everyone feels reflecting on all the work done so far and to set future goals.</p>

[BIRDS EYE VIEW FLD COHORT BIOGS TO BE ADDED HERE](#)

KEY PARTNER

# ENDEAVOR

Over three years ago [WME](#) and Endeavor Content launched Empower, an internal program to support diversity and inclusion at all levels at within the company. This includes integration into the hiring and development process; mentorship program; regular events and panel discussions; and working with external educational and media partners to create employment opportunities and diversity pipelines. Since its launch we have extended Empower to 33 Endeavor offices around the world.

AND SPECIAL THANKS TO



**Mia Bays: 07770 594682**  
**Simone Glover: 07984 463788**

Birds' Eye View  
Vauxhall Gardens Community Centre  
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