

ES Agency

Name	
Title	
Phone	
Fax	
E-Mail	
What is the best way to contact you?	
Partial Credit List	
GENERAL INFORMATION (Please enter any information about your company which might be helpful to participant and other executives (ie your website, personal bio, company profile, etc.)	
INTERESTS	
What is your percentage?	We are Writer's Guild: all parameters are set by the Guild would be our fee. Traditional 10% from screenwriters.
How much promotion do you do for your clients?	A good deal. We have an in house PR business model in place, and we attend almost every event we can expressly for their promotion.
How much do you expect them to do?	What we do ... to the tenth power: this business is a lot like cosmic bumper cars: you simply don't know who you'll meet. It's critical that they practice the 'grip and grin' daily. The game is on: our clients show up to play!
Do you have any events or parties for your clients where they can network amongst one another?	Not in any 'traditional' way. We teach free writing classes often; we offer 'coffee meetings' often, almost every week. We (Ed and I) are on the speaking circuit often, most of the time for free or little money to cover a few expenses. ALL of our clients also DONATE their time when they can.
In terms of material, is there anything that you are specifically looking for right now?	Check our website often. Get our free newsletter: right now I want GREAT spec scripts (Family Fare and Christmas.) No 'ing' words; no 'ly' words; no "it" when you can describe something. Edit baby.
Do you consider new writers?	Always, but bring your "A+" game and don't get annoyed if we bench you for a time. It only means your writing needs work; it will be worth the wait.
What makes the perfect writer for your company?	You have your own stable, grounded life and you are not a substance abuser and please don't be married to every word you write.
Please tell how a writer can help you to represent them the best?	To the extent you are coachable, this will determine a higher 'net worth.' Please do not whine when we ask for rewrites or script fixes. We interact with the biggest names in Hollywood and the UK. This means we need you to 'bring it'.
What do you look for in the writers you choose to represent?	This is boring but it's true: you simply must know your craft. Spec scripts are what we need. We won't read your script without a Beat Sheet FIRST. If you don't know what a Beat Sheet is Save the Cat is for you. We swear by Synder.
What should they look for when trying to choose an agent?	They need an agent who will work the phones, faxes and follow up for them. They need an agent who is so in love with their VOICE on the page that it makes the agent WANT to hustle for them.
Are you looking for interns?	Yes.
What would they be doing?	Agents/professionals in the making must do the 'grunt' stuff because agents often still do the 'grunt' stuff.
Is there any compensation,	Not monetary, (yet) but they will learn A TON OF professional stuff

financial or otherwise?	which will help them regardless of their particular career choice. Soft skills should never be underestimated.
What are your goals for the pitchfest?	I want great stories from great story tellers who ask me the following question: What can I do, Ms. Agent, to make MY SCRIPT more marketable for you?
Can you share any success stories with us?	Yes. We have sales - we have an Oscar nominated director who will do one our scripts once it finds a home. We have actors who are attached (however loosely) because they know great roles when they read them.
Have you signed or represented a writer from our pitchfest before?	Not yet, but we are hopeful.
How many writers do you represent?	Currently we have 6 clients. We stress we want GREAT WRITERS; very hard to come by. We want quality, not quantity.
Does a writer have to be produced for you to consider them?	It helps, but no.
Do you represent film or television writers, or both?	FILM ONLY
How long are the terms of signing on with you?	One year; we do a casual 3 month 'rep' to see how the client 'feels' and fits with us. We want them happy.
Is it worthwhile for new writers to have an agent?	Yes; but they need to hustle because that action alone could lead to representation.
Why?	The music of the industry changes; agents can dance to anything.
Is it worthwhile for new writers to be members of the WGA / WGC?	If they can they must. The Guild totally rocks.
Do you read or do you have someone read for you?	I read everything and write every pitch; I get help with log lines.
What is the process at your agency?	We read the pitch and love it--then we ask for the Beat Sheet. If we love the Beat Sheet, we ask for the script. If we love the script, we interview them; if we all click, we sign them. I write a press release, get it out, then I write the pitch and start to work the phones and faxes day and night right away.
Do you only represent screenwriters, or do you also represent book authors, etc?	We represent book authors who are existing clients, but have phased out our literary side of the business. We no longer accept those pitches.
Do you represent any other talent besides writers? (ie Directors)	No.
Is there any advice you would like to offer the writers who are pitching you?	Before you pitch us, if Save the Cat and David Trotter's Screenwriter's Bible are NOT part of your DNA, it's best to skip us.
Or advice for any new writers trying to break in?	Do what you do for the love of writing. No other reason should be before a love of the craft. Money should not enter your mental 'river' on this; love to write! Most important: love to REWRITE!
Is there anything else you would like to add?	Never underestimate how profanity can ruin your work. If we give you suggestions don't lecture us; if you don't agree that's ok.
About yourself?	We love the veterans of this business; we respect and laud them. We learn from them. We wouldn't be here without them. Anyone over 50 who is still in this game gets our 'props'.
Your position?	I am now Veep. It's pretty cool. It's incredibly difficult, but the majors have been good to me. They know me; they know I don't fudge facts about my writers. My writers are among the finest in the US and UK.

	My writers scripts, once on the big screen, will make them money. They know this.
Your company?	We are busy. We have access. So please don't deviate from the pitching protocol we have outlined for you. There is a reason for so many hurdles; they are designed to HELP not hinder.
The industry?	I have been treated so well by so many folks who have never actually met me, I can't complain. We are building relationships one pitch at a time.