



# CONTRACTS ARE ONLY WORDS! EMPOWERING YOU TO NAVIGATE THE BUSINESS OF ART



## FACILITATED BY JASMINE SPEI

[READ BIO](#)

This learning stream will teach participants the fundamentals of skills such as contract literacy, negotiation techniques, protecting your intellectual property, and conflict resolution within the context of the unique circumstances where creation and business meet. Participants will have the opportunity to gain confidence in drafting, vetting, negotiating and problem solving no matter what the situation. These skills will be built from a foundation that acknowledges that relationship preservation is a key goal and that resources are limited in the cultural sector. A little bit of knowledge can go a long way to empower artists and arts workers to embrace the business of art as much as they embrace the creation of it. Take all four workshops, or pick and choose. Workshops 1-3 are limited in size to maximize the interactive and participatory elements and each workshop will be offered twice. Workshop 4 can be taken live or asynchronously.

### WORKSHOP 1 AND 4 | DEC 14 2-3:30PM ET AND FEB 22 2-3:30 PM ET

#### **Contracts are Only Words! Understanding, vetting and drafting contracts**

This small group interactive workshop will teach participants the fundamentals of what makes up a contract, how to best vet your own contracts and give you the confidence and skills to draft your own agreements. Julia Dickson, GM of the Paprika Festival, will join the discussion on best practices and share how creativity can help break down the barriers of traditional contractual language. A little bit of contract literacy can help you make sure your contracts are working for you!  
Max 10 participants

### WORKSHOP 2 AND 5 | JAN 18 2-3:30PM ET AND MARCH 9 2-3:30 PM ET

#### **Negotiations are Only Conversations! Learning the tools of principled negotiation**

The notion that negotiations need to be adversarial or have a "winner" and a "loser" is antiquated and doesn't serve a community where the desire for relationship preservation is high. It is possible for all involved to end up happy after a negotiation! Participants in this workshop will learn the fundamentals of principled negotiation and participate in a negotiation role play exercise in a safe and supportive environment. There will be the opportunity to try different techniques and to have a discussion on what worked for participants and what didn't.  
Max 10 participants

### WORKSHOP 3 AND 6 | JAN 25 2-3:30 ET AND MARCH 22 2-3:30PM ET

#### **Difficult Conversations are only Problem Solving! Tools to manage conflict when it arises**

Starting an exciting new job? Working on a new production? Hired the perfect candidate as marketing manager? Found the perfect artists to collaborate with? No one starts a relationship thinking there will be problems down the road (well, except for lawyers) or, say, a worldwide pandemic. Situations change despite our best intentions, and often they are out of our control. Joined by certified professional coach, Lucy White, who has over 30 years of experience as a not-for-profit executive and consultant, this workshop will give participants tools to manage the difficult conversations that come from conflict, with the goal of preserving your relationships and your mental health.  
Max 10 participants

### WORKSHOP 7 | JAN 30 2-3:30PM ET AND ASYNCHRONOUS

#### **Copyright is only...a legal framework which tells you how you're able to earn a living off your creation?!?! Decoding what intellectual property means and what you need to know.**

Copyright is what balances a creator's right to the integrity and economic value of their work with the consumer's right to access their creations. It is what enables all artists and creators to earn a living from their work, whether it be written, drawn, recorded or performed. It also can be obtuse, frustrating, and a stark reminder that we operate under a euro-centric colonial notion of what ownership of creation means. Join two lawyers who will offer insight, best practices, and attempt to explain what "fixation" means without using any legalese.

**REGISTER FOR ANY/ALL FREE WORKSHOPS HERE**