

MEET THE GATEKEEPERS

moderated by David Gittins

A panel of “gatekeepers,” senior assistants and development executives shared their views about the state of the industry, discussed current strategies for success, and answered questions from our writers. The panelists generously shared their time and their own experiences. They were all currently working as development executives and "first defense" executive assistants at major studios, cable networks, and independent production companies. On average they were late 20s/early 30s and all of them spoke about the irrelevance of age; feeling that the industry had moved on and it's desperate for quality material. They also discussed the need to create a “digital trail” where producers, executives and representative can quickly see who you are and what you do. They emphasized “do” – the present tense – and not what you have “done.”

Discussion topics included:

- How To Stay Relevant As A Writer
- How To Network With People Your Kids' Age
- How To Get Read When You No Longer Have Representation
- What Are The Industry Trends Now And What Is The Next Big Thing
- How To Get Around The Gatekeepers With Unsolicited Submissions
- How To Rebuild Bridges And Networks
- How To Make Yourself Memorable (in A Good Way)
- How To Avoid The Easy “No”