#GLADEOGRAPHIX PRESENTS:

IV DEVELOPMENT/PROGRAMMING

The Persuader : The Organizer : The Creator

Fast Facts

MID-CAREER MEDIAN SALARY: \$125,000

Industry:

Entertainment, Media & Sports

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These TV executives manage current programming, development or both:

Development executives

develop new concepts for TV that will be made into television series, television movies, or unscripted ("reality") television.

Current programming executives

work on projects that are "currently" on the air. They are the liaison between the network/studio and the actual production.

THINGS TO DO IN HIGH SCHOOL:

► Watch TV and notice which shows you really like and why?

- Know who your favorites writers and directors are.
- Start reading screenplays.

THINGS TO DO IN

- ► Network! Network! Network!
- Read screenplays.
- Intern at a production company or studio.
- Work at your college or local television station.
- ▶ Produce your own Youtube show!

Skills Needed on the Job

- Cultural observers
- Understanding of story narrative
 Knowledge of current audience
- tastes and future trends.
- Passion for film or TV.
- Relationship cultivation
- Discretion

Flexibility

Troubleshoot story problems
Great communication skills
Writing skills: Must write up treatments, notes on the script, clearly articulate their thoughts.
Organizational and time management skills

EXPECTATIONS/SACRIFICES NECESSARY

► Expect to do menial tasks when you start off like answering phones, getting coffee, scheduling, but this is time where you can really learn. You can learn how your boss negotiates, read scripts, determines.

► You will start off as an intern or assistant and move up the ladder. You cannot become an executive without "paying your dues".

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- Difficult personalities
- ► Cutthroat environment: there are
- hundreds of people who would do this job for no pay, so work hard, don't feel entitled and watch your back.

► Luck: There is an element of luck (right place at right time) in this job.



To learn more about this career, visit

Designed by Adrian Famularcano