

# MPA Specialist Seminar How to Grow A Publishing Company.

7<sup>th</sup> & 14<sup>th</sup> November 2017, 9.30am – 5.20pm

De Morgan House, 57-58 Russell Square, Bloomsbury, London WC1B 4HS and  
KX8-02 (Small Boardroom) MPA, Two Pancras Square, King's Cross N1C 4AG



<p><b>DAY 1:</b></p> <ul style="list-style-type: none"><li>• The Team - How to Recruit the Best</li><li>• The Talent - How to Acquire, Nurture &amp; Keep It</li><li>• The Business - Which Systems? DIY or Outsource?</li><li>• The Money - Grants, Funding and JVs</li></ul> <p><b>Day 2:</b></p> <ul style="list-style-type: none"><li>• Networking - The Importance of Networking</li><li>• How to Find a Sub-publisher &amp; Other International Options</li><li>• The Experts - Who and How to Choose?</li><li>• The Pitch - Knock it Out Of The Park</li><li>• Success! - How We Made It</li></ul>	<p><b>Costs:</b></p> <p><b>MPA Members:</b> £85.00 + VAT per day <b>or</b> £160.00 + VAT for both days.</p> <p><b>AIM, BASCA, BPI, MMF, MPG members:</b> £105.00 + VAT per day <b>or</b> £200 + VAT for two days</p> <p><b>All Others:</b> £120.00 + VAT per day <b>or</b> £230 + VAT for two days</p> <p>Prices include a sandwich lunch and refreshments.</p>
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Please complete and return the booking form to [ashling.pickett@mpagroup.com](mailto:ashling.pickett@mpagroup.com) with the appropriate payment. Numbers are limited so early booking is recommended.

I would like to reserve \_\_\_\_ places for the following personnel:

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Email: \_\_\_\_\_ Dietary Requirements: \_\_\_\_\_

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Email: \_\_\_\_\_ Dietary Requirements: \_\_\_\_\_

## Membership:

Please tick as appropriate:

MPA Member  PRS For Music Staff  ISM  AIM  BASCA  BPI  MMF  MPG  The MU  None

I enclose a cheque for £\_\_\_\_\_ made payable to 'Music Publishers Association Ltd'

I can confirm that a BACS payment for £\_\_\_\_\_ will be credited into the MPA account on \_\_\_\_\_

(Please make payments to Acc: 07528531, Sort: 18-00-02, Acc Name: Music Publishers Association Ltd)

Contact Name: \_\_\_\_\_ Company: \_\_\_\_\_

Invoice Address: \_\_\_\_\_

## Terms & Conditions:

1. Bookings can only be confirmed on receipt of a completed application form, accompanied by a cheque or by notification of a secure BACS payment. A receipted invoice will be sent to the named contact after the booking has been confirmed. If the booking cannot be confirmed your cheque will be returned, or BACS payment reimbursed.

2. Once the booking has been confirmed, those personnel for whom the booking has been made will be contacted separately with full details of the event.

3. No refunds can be made in connection with this event once your booking has been accepted and confirmed.