



# THE ACTIVATOR SCREEN BUSINESS PROGRAMME

BRIDGING THE GAP BETWEEN CREATIVITY AND BUSINESS

**An international professional development accelerator for entrepreneurial New Zealand film and television producers.**

**The programme will develop your leadership skills and expand your industry networks through workshops, expert-led training, and international market visits, equipping you with the confidence and essential tools to succeed in a rapidly evolving global industry.**

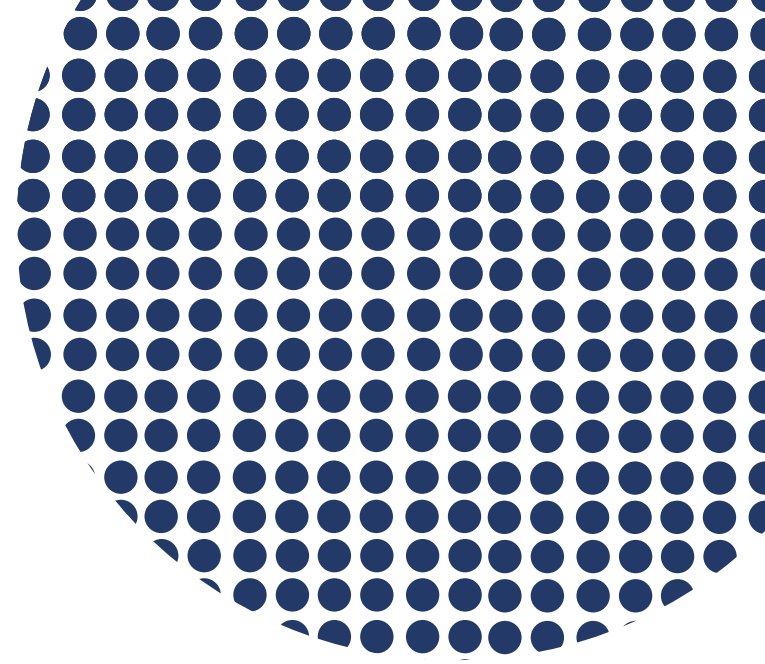
**It is designed for internationally minded, ambitious film and television professionals who want to expand their business acumen and international networks to build commercially viable businesses.**

LIBERTINE  
PICTURES

113 PARTNERS

hinterland

spada®



# WHY SHOULD I APPLY? YOU WANT TO

- Enhance your business skills and develop business strategies that drive growth and sustainability
- Scale and grow your business for long-term success
- Develop a deep understanding of key international marketplaces, particularly the US, UK, and Australia
- Discover how to strategically assemble and present your projects to attract investors and industry partners
- Explore international financing sales and distribution opportunities
- Develop critical international relationships and meet key decision makers
- Form relationships with local colleagues and develop a support network close to home

# WHO SHOULD APPLY?

- Are you a mid-career to established screen practitioner?
- Do you have a minimum of 5 years' experience in the screen industry?
- Do you have an existing body of work and verified credits in film or television?
- Do you have 1-2 market-oriented projects in development that require international finance and/or sales representation and/or a broadcast attachment?
- Are you a New Zealand citizen or permanent resident living in New Zealand?

Note: Producers with only Executive Producer, Co-Producer, and Associate Producer credits are not eligible.



# HOW TO APPLY

Submit to: [applications@activatorscreen.com](mailto:applications@activatorscreen.com)

- A completed Application Form
- A completed Development Slate Overview
- A CV and full filmography
- Two years of Financial Statements for the years ending 31st March 2024 and 31st March 2025 (Profit & Loss and Balance Sheet) supplied by an accountant  
Draft or interim financial statements for FY25 are acceptable

Applications Open: Wednesday, 2nd April 2025

Applications Close: Friday, 16th May 2025, at 5 pm NZST

Late applications will not be accepted, and no extensions will be available.

Note: Financial Statements will be treated with the utmost confidentiality and will only be provided to and reviewed by 113 Partners

# SCHOLARSHIPS & MENTORING

Libertine Pictures and Hinterland are committed to reflecting and representing the diversity of Aotearoa, as well as capability building in the screen sector. They are offering up to four scholarships, two to under-represented applicants and two general scholarships to cover the full (NZD\$2,000 + GST) cost of the recipient's programme fees. In addition, they will offer the recipients ongoing mentoring for six months following the programme and look to find them work placements on future Libertine or Hinterland projects.

# FEES & COSTS

Fees: NZD\$2,000 plus GST

## What does the fee cover?

- All training (both online and in person)
- All networking and events associated with the programme,
  - All lunches at training days held in NZ
- Return airfares to Sydney, London, and Los Angeles
- Group transfers in Sydney, London, and Los Angeles
- Hotel accommodation in Sydney, London, and Los Angeles
- Domestic airfares and accommodation for those who live outside Auckland

## What do I need to cover?

- Domestic airport transfers
- Meals and personal expenses during market visits
- Travel insurance (strongly recommended)
- Cost of passports or visas

# PROGRAMME CONTENT

## INTENSIVE WORKSHOPS

Three in-person, two-day intensive workshops - two in Auckland and one in Sydney - will give you hands-on training from leading industry professionals.

You will gain insights into audience behaviours, market trends, and strategies to effectively reach and convert audiences.

Workshops will cover the entire screen value chain from an Australasian perspective, including development, financing, production, marketing, sales, and distribution.

You will develop both creative (as a producer) and business (as an entrepreneur) skills, equipping you to succeed as a filmmaker and business owner.



## ONLINE 'US-FOCUSED' TRAINING

"Deep Dive into the US Market" with online training sessions delivered from Los Angeles by industry experts over 8 x 2.5 hours, spread over 2 weeks.

Sessions will cover global market trends and business practices, production models and collaboration insights from producers and showrunners, developing and pitching content for international buyers, pitching techniques for projects, companies, and personal branding, expanding your slate, brand, and cross-cultural opportunities, building effective partnerships with agents, managers, and collaborators.



# INTERNATIONAL MARKET VISITS

Journey to the heart of the international industry to meet the decision makers.

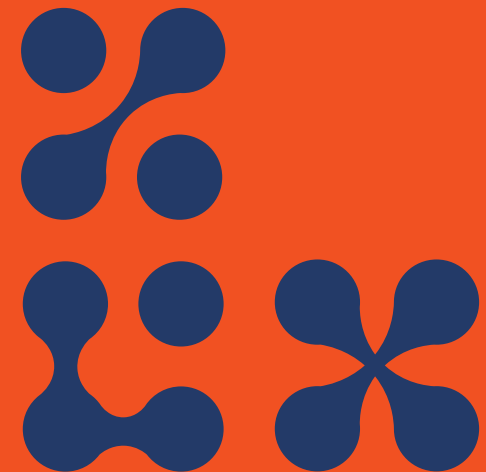
You will take part in three week-long international market visits to Sydney, London, and Los Angeles to observe the studio and independent systems firsthand. These trips will offer you valuable opportunities to build in-person relationships with key industry players across major global markets.

You will engage with experienced executives, including decision-makers from streaming platforms, and gain insight into the strategic and business practices in Hollywood, London, and Sydney. Each day will include meetings with 2–4 industry professionals – sales agents, distributors, streamers, broadcasters, financiers, talent agents, managers and other industry professionals – providing exclusive high-level networking and partnership opportunities.



# PROGRAMME DATES

- First two-day Workshop – 10th & 11th July 2025
- One-week Sydney Market Visit (including Second two-day Workshop)  
– 21st to 25th July 2025
- Two-week Online US Marketplace Training – 11th to 22nd August 2025
- Two-week London and Los Angeles Market Visits  
– 21st September to 3rd October 2025
- Third two-day Workshop – 23rd & 24th October 2025



# MORE INFORMATION

[www.activatorscreen.com](http://www.activatorscreen.com)

Instagram: @activatorscreen

Facebook: Activator Screen

LinkedIn: <https://www.linkedin.com/company/activator-screen/>

Zoom Q&A Session - Tuesday, 15th April 2025, at 2 pm NZST - click to register

<https://us02web.zoom.us/meeting/register/XW4-S4F-SLiqiP7wp2ZE9w>

[queries@activatorscreen.com](mailto:queries@activatorscreen.com)

**Presented by:**

**LIBERTINE  
PICTURES**

113 PARTNERS  
1+1=3

hinterland

spada<sup>nz</sup>  
Screen Producers  
New Zealand

**In association with:**



**NZ On Air**  
Irirangi Te Motu



Te Māngai Pāho

**Supported by:**

**VISTA  
FOUNDATION**

**NETFLIX**



Grant Thornton

**Gallagher  
INSURANCE**