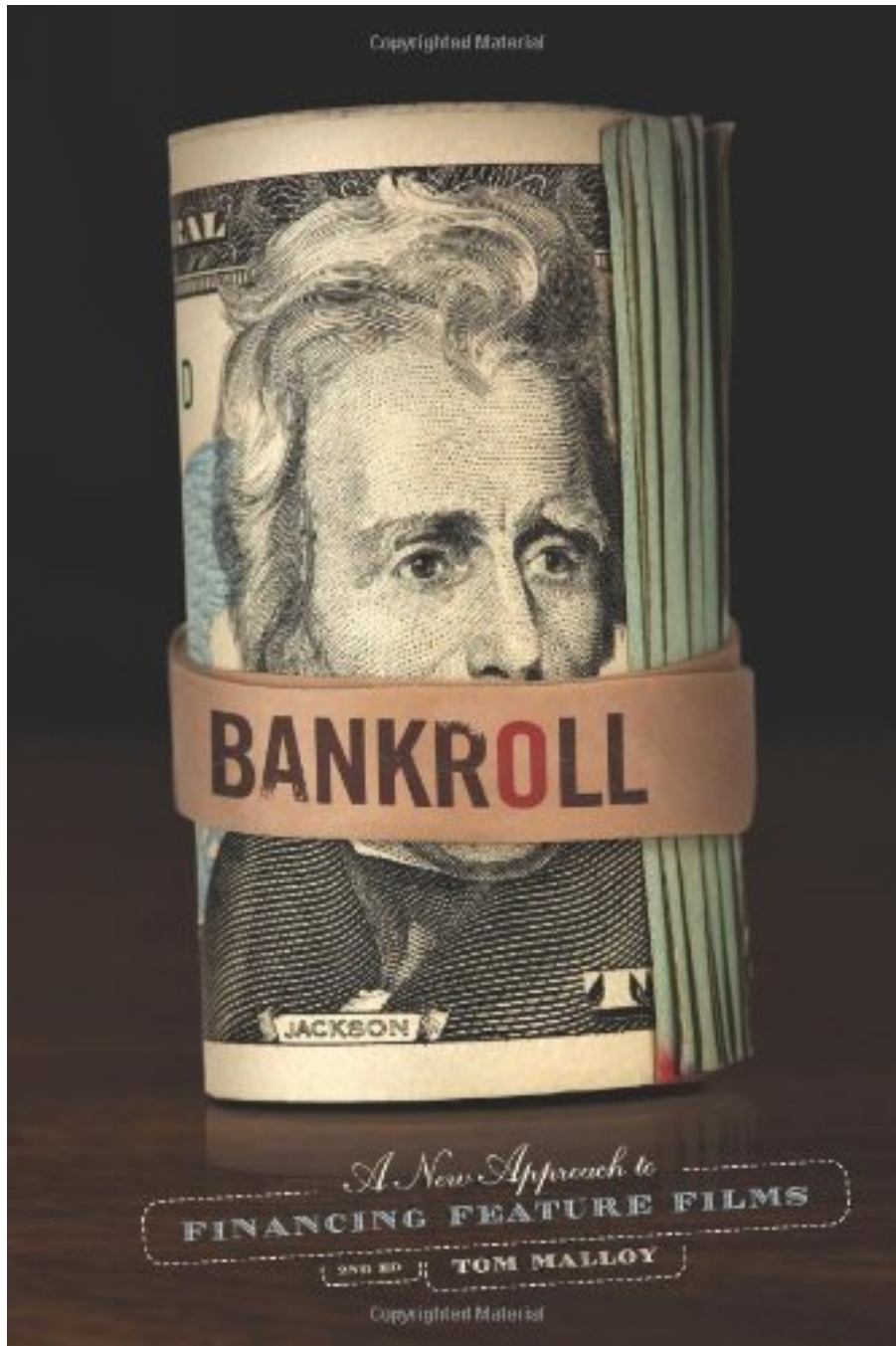


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## About the Author

In 1998, Tom Malloy was one of the lead actors in the film *Gravesend*, produced by Oliver Stone. The film became an indie-cult favorite. When this film failed to make him a household name, Tom decided to learn as many facets of the movie business as he could. Over the course of eight years, he created his own method to finance films. Tom first wrote and produced *The Attic*, a thriller directed by Mary Lambert (director of *Pet Sematary* and *Pet Sematary II*), and starring John Savage, Jason Lewis, Elisabeth Moss, and Tom. Tom then wrote and produced *The Alphabet Killer*, a psychological thriller directed by Rob Schmidt (director of *Wrong Turn*). The film stars Eliza Dushku, Cary Elwes, Oscar-winner Timothy Hutton, Michael Ironside, and Tom in one of the lead roles. Tom wrote and produced *Love N' Dancing*, a dance film/romantic comedy directed by Rob Iscove (director of *She's All That*). The film stars Amy Smart and Tom, along with Billy Zane, Betty White, and Rachel Dratch. As a direct result of contacts made through the techniques of *Bankroll*, Tom recently partnered with the Han Shi group of China to produce a slate of U.S. films over the next three years.

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Bankroll is written for actors/producers and writer/producers to get their feature films made. It has many creative approaches and guidance by a successful Hollywood producer who has raised over \$20 million dollars. This book goes into detail to explain the legal aspects and paperwork needed to create an effective pitch packet and find financing for features.

- Sales Rank: #900395 in Books
- Brand: Brand: Michael Wiese Productions
- Published on: 2012-05-01
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .59" w x 6.06" l, .85 pounds
- Binding: Paperback
- 220 pages

## Features

- Used Book in Good Condition

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## Most helpful customer reviews

20 of 23 people found the following review helpful.

Best Book on Film Fundraising

By Richard A. Rossi

\*\*\*\*\* Five Stars out of Five! Best book on film fundraising yet! It really gave me a shot in the arm to raise

money for my next feature. It's written from a practitioner, not a theorist perspective, in other words Tom has done it from scratch and writes in a conversational style. Artists sometimes forget the second word in "show business" is business, and Tom demystifies the business of bankrolling features in the indie world. God bless you Tom for selflessly sharing your insights, may He multiply back to you everything you have and give.

38 of 47 people found the following review helpful.

THE GOOD, THE BAD, & THE HAIR-RAISING -- Maybe good for inspiration, but don't you dare solely rely on it.

By D. Gregory

I have over 35-years experience in Hollywood, and I partly agree with Chris Doyle's one-star review on this book--though I'd be a bit less harsh. I'd pay \$2 for what I believe would actually come to two pages of useful info. And I know that Chris \*did\* indeed read the book because I did too and felt much the same way.

But I do admire Malloy for his positive energy--even if he does resort to repeating trite motivational sales tales we've all heard before (like the "x number of no's to get to a yes" bit) and--worse yet--echoing "The Secret".

I certainly found his opinion of entertainment attorneys & how to deal with them to be spot on.

But his opinion of most sellers at the AFM is far more positive than mine, and suggesting that any novice producer go down there is like leading lambs to the largest wolf-pack of idea-thieves on the planet.

Malloy's examples of pitches (and the "hype" vocabulary he utilizes in them) make him sound like a two-bit hustler and are a joke to anyone who knows what real intelligence-based & heart-based investors actually respond to. I was terribly amused by the pathetic rationales Malloy gives for some of the statements he uses in his pitches too.

He doesn't seem to ever point out that a film's sales and the amount of those sales that are actually returned to an investor are two different things, either. Real ROI is much more difficult to calculate than Malloy implies.

In fact, there were times when his advice nearly made my hair stand on end.

If Malloy indeed raised the money for the films he lists, then I assure you he had a lot of help from others in ways he purposely does not mention in this book.

Years ago, the infamous Chase Revel wrote in an editorial in Entrepreneur Magazine that "enthusiasm and positive energy are excellent and necessary to have, but that you can't let them blind you to the realities of the business you're in." He was right. Regardless of how much enthusiasm you have, you must consider sound business research AND THE LAW in your decision-making.

If you're raising movie money, do not rely on Malloy or Dov Simens' books alone--lest you find yourself in serious violation of securities laws.

I would additionally recommend the books by John Cones and Louise Levison at the very least.

But Michael Wiese's publishing of Malloy's tome here (without serious content revisions) now makes me want to carefully examine any book published under his label before I buy it.

It's traditional for authors to get their friends to post gushingly positive reviews for their books when they're

first listed here on Amazon. I'm afraid that that's what's going on in here, too.

Raising movie money is NOT easy, not in the least--not in any way, shape or form. Such statements were likely planted in the other reviews just to get you to buy this book. "It's easy," you read. "Wow," you thought! "Sign me up! I'll buy it if it'll indeed tell how easy it is."

**SUCKERS!**

6 of 6 people found the following review helpful.

The Independent Filmmaker's "The Little Engine that Could"

By C. Lang

I thoroughly enjoyed this book on a subject that I initially thought would be pretty slow going. I was very surprised that this excellent reference book was also an entertaining and personal glimpse into the passion and energy of a man completely focused on his career as an actor in films.

This book will entertain you, educate you, inspire you and motivate you to keep your focus and get the "gold" so that you can make your film. Make sure you have your highlighter, pencils, and "Post-it" as you read this book because you'll want to reference it many times as you prepare your plan to produce your dream film.

And even though this book is focused on film financing, I would recommend this book to anyone who has an idea to sell because the cause, the work, the desire and the need is the same.

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