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US**"Attorneys vs. Agents vs. Managers"**

by Glenn T. Litwak, Esq.

I. INTRODUCTION

Attorneys, agents and managers all perform services for the entertainment industry. Sometimes they work in cooperation with one another and at other times there is competition amongst the three. This article will discuss the advantages and disadvantages of the various types of representation for individuals and companies involved in the entertainment business.

This article provides general information and should not be considered legal advice. For advice and guidance regarding any particular legal problem, an experienced attorney should be consulted.

II. ENTERTAINMENT ATTORNEYS**A. Overview**

Entertainment law is a broad field and there are many different types of attorneys practicing within it. Generally, attorneys are broken down into two categories, litigators and transactional attorneys. Litigators handle claims and lawsuits such as breach of contract, copyright infringement, fraud, etc. Transactional attorneys generally draft and negotiate contracts; for instance, negotiating a recording agreement with a record label or production legal counsel on an independent film (the attorney would handle all the contracts relating to the film such as those for the actors, director, producers, etc.).

Within the field of entertainment law, some attorneys practice both litigation and transactional law; however many entertainment attorneys specialize in one area or the other.

Entertainment law can be broken down into several major categories: film, television, music and, more recently, multimedia. Some attorneys also describe their practice as "intellectual property law", which encompasses patent, copyright and trademark law.

B. Should I Use an Attorney?

Attorneys should be retained to analyze, draft and negotiate contracts. Some entertainment attorneys also provide additional services for clients. For instance, in the music field, some lawyers find recording deals for artists.

