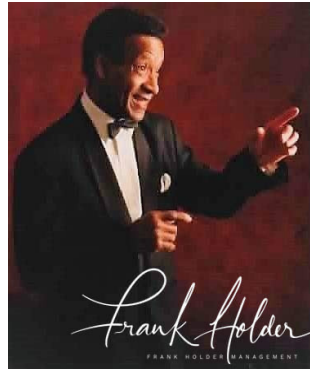




ABOUT US

Frank Holder Management was set up in 2019, in memory of the late Frank Holder, who was an amazing Guyanese vocalist and percussionist. [https://en.wikipedia.org/wiki/Frank_Holder_\(musician\)](https://en.wikipedia.org/wiki/Frank_Holder_(musician)).

Having always wanted to sing as a child, he taught himself to sing and play percussion, joined the RAF as a young man and travelled to the United Kingdom in pursuit of his dreams.

FHM have had great success over the years in all areas of the industry, we specialise in all areas because there is a place for everyone in the Performing Arts industry. The FHM Team aim to get to know our Young Performers and their families well and we strive to find a variety of different projects which suit each individual Young Performer on our books. We are always here to support and advise you and your child, we understand that when you first look to join or change an agency, you may not know exactly what to look for in an Agent or the kind of support your child will need and receive. Young Performers never have to worry about support with FHM because we ensure that we are available to everyone on our books, especially when they need an extra boost or encouragement to keep on following their dreams and aspirations.

FHM Team

We are pleased to inform you that Frank Holder Management have grown from strength to strength, we are more in demand as we have become very popular with Casting Directors and Companies. With success comes growth and due to a constant demand, we have expanded our team, this is to ensure that although we are extremely busy, we want to continue to provide a personalised service to every talented person on our books!

Members of the FHM Team have been chosen for several reasons, they are dedicated and passionate people who work with each individual performer to provide support, feedback and encouragement, helping them to develop their skills and reach their full potential. The FHM Team acts as a sounding board, offering guidance and sharing their own experiences to help the performer navigate the challenges of their career. Each FHM Agent will scout the talent that they would like to represent and they are supported by their Agent alongside Desirée who is the founder of the agency.



FHM Talent

Frank Holder Management represent Actors, Dancers, Singers, Models, Voice Over Specialists, Unique Talent and Supporting Artistes of all ages and experience. The FHM Team provide a stepping stone into the industry and are regularly in direct contact with Casting Directors, Producers and well-known companies. We aim to do our absolute best to provide our talent with as many casting opportunities as we can.

Finding work in the performing arts sector can seem impossibly competitive, so much so that many potential performers give up on their dreams before they have even begun. The FHM Team comprise of very experienced members of an amazing team who will help guide you on your journey. Everybody needs to start somewhere and Frank Holder Management have an interest in helping experienced performers, as well as graduates, Young Performers and unrepresented performers as we appreciate how hard it is to even get started.

FHM Real People

Casting Directors and Producers are often seeking a diverse range of real people; this includes families of all generations and also close friends from across the UK and abroad. These “Real People” need to represent the different generations, races, and dynamics that everyone and anyone can relate to. They should feel like a real blend of modern Britain, it’s important that they feel natural and comfortable in front of the camera. FHM are always on the lookout for real people to add to their books as the demand for “Real People” for commercials has grown over the years. So parents of Young Performers, please be prepared to be asked to participate in projects alongside your child. What a wonderful memory to treasure forever!

FHM Diversity

FHM has been set up in memory of our patron “Frank Holder” one of the first black musicians to travel over to the UK with the RAF from Guyana in pursuit of a career in singing and entertainment. In the 1940s Frank started paving the way for many other black artistes, it was very hard back then, but he was determined to succeed and became an established singer/entertainer travelling all over the world. This agency aims to continue his dream by ensuring that we are a very diverse agency, providing a platform for different nationalities, cultures, races, religions and supporting LGBTQ+. It is important to us that individuals from all walks of life can use their talents to shine across the UK and abroad.

Young Performers

Performing arts are essential for children and young people because they build vital life skills, emotional resilience and confident in a way traditional classrooms cannot.

Building Confidence and Reducing Stress

- No right or wrong: Unlike math or science, performing arts are subjective, which frees children from the fear of failing or giving an incorrect answer.
- Overcoming anxiety: Standing on stage or speaking in front of peers teaches young people how to manage nerves and perform under pressure.
- Safe expression: Acting, dancing and singing let children release frustration and process difficult emotions in a safe space.



Enhancing Communication and Social Skills

- Public speaking: Drama and vocal training improve voice projection, eye contact and clear articulation.
- Empathy: Playing different characters helps children understand alternative viewpoints and build high emotional intelligence.
- Teamwork: Group rehearsals and shared goals foster a strong sense of community, trust and belonging.

Supporting Academic and Brain Development

- Cognitive boost: Memorizing lines, music and choreography activates multiple brain areas, enhancing memory, focus and language skills.
- Better outcomes: Studies show that students involved in creative arts often achieve higher grades and stronger literacy skills.

Why does a Young Performer need an Agent?

A young performer needs an agent to get professional auditions, handle business deals and keep them safe.

Access to Auditions

- Casting directors only send scripts and audition times to trusted agents.
- You cannot get many self-tapes and auditions for big jobs or movies without one.

Legal Rules and Safety

- Child actors need special work permits and school tutors on set.
- Agents know the strict local laws to protect young workers.

Managing Money

- Agents negotiate good pay and fair hours for the work.
- They make sure the studio or brand pays on time.

Saving Time

- Agents answer phone calls and emails from casting teams.
- They organize the daily schedule so the family can focus on the performance.



YOUNG PERFORMERS CONTRACT

Parents and Guardians should read this contract carefully as you are applying for your child to be represented by Frank Holder Management in the Performing Arts Industry. Remember, Frank Holder Management are here to help and advise you, we understand that when you first look to join an agency, you may not know what exactly you have to do and what this entails. There may be many questions that you feel the need to ask and that is why we are here to help and guide you! Please do not hesitate to contact us if you do not understand something written in this contract.

Please read the **Terms & Conditions** below carefully as together they form the binding contract (referred to you as this “contract”) between you (referred to as “you” or “your” “artiste”) "Young Performer" "Legal Guardian" "Parents" and Frank Holder Management (referred to as “Frank Holder Management” or “we” “us” or “our” “agency”).

You can apply to Frank Holder Management by **downloading this contract**, agreeing to the Terms & Conditions and completing and submitting our registration form. You must provide **complete and accurate responses** to all the information requested on this form. By submitting your child's application to be registered as a Young Performer with Frank Holder Management you as their parent/legal guardian agree to be bound by this contract.

Please note that this contract is a rolling contract and that Frank Holder Management is a **sole agency**, Young Performers registered with Frank Holder Management **may not** attend any independent auditions without prior permission from us and **may not** be registered with any other agency under any circumstances unless previously requested in writing and agreed by us.

Auditions

Fantastic news if your child has been selected for an audition! Always aim to arrive at least **15 minutes earlier**, this will give you plenty of time to find the audition, to catch your breath, to read and prepare anything you may need before you go in to the audition. **Please have your child's measurements to hand**, if not a tape measure comes in handy so take one with you and ensure you have FHM's **contact details to hand**.

Each audition is different, to be enjoyed, to gain experience and to have fun! Auditions can range from a few minutes to a whole day, so come prepared with **plenty of food and drink!** Chaperones/parents rarely accompany a child into the audition and please **do not** try to discuss or speak to the Casting Director.

Auditions tend to be arranged between **24 hours or within a couple of days**. We will let you know immediately we are given a casting, but sometimes we receive a call late in the evening for an audition the following morning. Theatre and stage shows usually give more notice. Bearing this in mind, it is important to think carefully about whether you can give this level of commitment. Please remember,

FHM **cannot guarantee** that we will be able to gain auditions and work for every Young Performer on our books as the decision is down to the Casting Director, although we can guarantee that we will make every effort on behalf of **every** Young Performer.



The majority of the auditions are held in **London or Manchester**, and whenever possible we try to arrange these for after school or during school holidays. Casting fees are never paid for TV, film or stage auditions but may be paid for commercials. Parents/Guardians will be expected to take their own children on individual auditions and pay for their own travel and expenses.

After your child attends an audition, please feel free to give your Agent a call or whatsapp FHM to let us know how it went. Feedback is **rarely** given after an audition and we are usually only contacted only if given a recall, pencil or an engagement.

Self- Tapes and Auditions are very sparse, remember there will be so many other Young Performers that are also trying to get in the room so you need to grab this opportunity while you can. If your child is selected this is a huge achievement so please **do not refuse self-tape or audition** unless this is absolutely necessary. Please remember that once your child has attended an audition, if they should be offered the job, it **MAY NOT** be turned down unless there are **exceptional circumstances**, if auditions are continually refused without good reason, your child will be taken off our books.

Self Tapes

Self-tapes are becoming a popular medium in the audition process. **Please research tips and read instructions carefully.** If scripts are provided for any audition type, please treat them with the **privacy and confidentiality** demanded.

Self-tapes **should always be treated as an audition** and are a great way for Casting Directors to have access to an individual when there is limited time, based in another country or to give a clearer idea of what to expect prior to meeting the client in person. The script (sides) will be provided along with directions which should be read very carefully.

Filming can be undertaken on any phone and should be of the **face and shoulders only and in landscape mode** unless stated otherwise. An **introduction** by the artiste (slate/ident) is always required (unless stated otherwise), stating name, age and Agent. Sometimes they ask for you to show the front and back on your hands, your profiles right and left and a pan out to a full length shot.

Read in a **natural accent** unless requested to do otherwise and if there is another character in the script this can be **read by the parent, guardian, friend or sibling** and **must be** off camera. Try to use **natural sun/daylight in a bright room** and a **plain background** such as a plain wall/sheet or screen. The artiste should act/read the lines to the other person **slightly off camera** and **ignore the camera**.

<https://www.spotlight.com/news-and-advice/the-industry/self-taping-tips-for-young-performers/>

Do not upload video to You Tube or social media as scripts must be treated as **strictly confidential**. Completed videos is usually transferred to Frank Holder Management using our professional system called **Tagmin** or your Agent may request you to upload to a **private you tube link, a drop box provided, by we transfer or whatsapp**.



Title the video with the Young *Performers name, age, part they are reading for and Frank Holder Management.*

Availability

You must continually update your availability with us on Tagmin and give any dates your child is unavailable for auditions and/or work. If you do not keep us informed and we must turn down auditions or work because of this, we may consider this to be an unacceptable refusal of work, and we will send notification to you with regards to ending representation.

Child Licence

Children must have a **Child License** to work professionally. This is granted by your Local Education Authority and will be arranged by us or the production company as and when needed. It is **very important** that your child's school are prepared to support you, as they will need to supply a letter confirming this should your child gain work for any period of time.

The Child Licence also requires two passport size photographs (most councils accept digital copies), a copy of the child's birth certificate and a doctor's certificate or completed health questionnaire confirming that your child is fit to work. The doctor may charge a fee for this.

Chaperone

Children aged 16 and under will be accompanied on all professional engagements by parents or licensed chaperones and are expected to arrive punctually for all auditions and engagements.

You may find that some projects have their own Licensed Chaperone who will look after your child whilst on a professional engagement, please rest assured that these chaperones are licensed by the council, very experienced, fully vetted and DBS checked. Please do not worry if you're not chaperoning your child, they will be well looked after.

Parents/Guardians **may not** remain on set/stage with any child unless they are acting as the child's professional chaperone. **No other person** (including other children) may be on set or in the care of the chaperone whilst a child is working.

All children and chaperones represented by us are expected to **behave professionally at all times**. Please ensure that the Young Performer, arrives on time, is well prepared, has everything that they are instructed to bring, listens to any instructions and only goes on set/stage at the required times. It is the responsibility of the chaperone to ensure that the child is behaving appropriately and address immediately any concerns.

Any unprofessional behaviour reported to us may result in Frank Holder Management having to end representation.



Confirmed Professional Booking Congratulations!!

If your child is successful in obtaining a project, the Casting Directors will contact us to let us know, they **should not** contact you directly. If this should happen, please tell them to call us and then call us yourself to let us know they have been in touch.

Frank Holder Management will **negotiate the contact** and go through the details with you. You may get a **call from wardrobe** a few days before and the call sheet often the night before. Children **MUST** always be polite, well behaved and listen to instruction from the cast and crew.

Again, please remember, if the parent is chaperoning it is very important to **stay with them at all times, watch and observe but not get in the way**. If it is a professional chaperone, then they will be safe as they will be experienced and hold licences. The law states only a parent or licenced chaperone are allowed to chaperone on set. When not filming or rehearsing the child must listen to instructions carefully, be quiet and calm when off set or in the wings.

Mobile phones are a **NO NO** on set so ensure you turn off or place on silent, **DO NOT** ask for selfies and **NEVER** upload images to social media as this will be in breach of the contract.

Also, **DO NOT** announce anything on social media (unless shared by us) as the child may be pulled out of the job.

DO NOT change your child's appearance in any way from the time they are booked (such as a hair cut) and advise if braces to be fitted/removed.

Always keep **travel receipts** in case expenses to be claimed.

All in all it will be a fabulous experience, so please enjoy and have fun!

Your Details and Data Privacy

Under the Data Protection Act Frank Holder Management hold personal information for children and parents in a **secure location**. We will use your details only for purposes related to this contract, or as agreed by you or permitted by law, including contacting you with offers of bookings and details of other productions, we are casting for, and about other services related to your bookings.

If at any time you wish your child/children's details deleted from our records, please **advise us in writing** and we will remove with immediate effect.

You are responsible for the accuracy of all your details you provide to us in your application and keeping your details up to date. You can contact us at any time to update your details.



Spotlight

It is the requirement and condition of Frank Holder Management that any child aged 2 and above **register with Spotlight**.

Spotlight is the **main portal** where Casting Directors look for clients and children can only become members if registered with an Agent. For nearly a century, Spotlight has been the heart of the casting industry. Spotlight connects the **world's finest performers with top casting professionals and agents**, simplifying the discovery of talent and ensuring the continued vibrancy of stages and screens worldwide.

The fee for Spotlight is payable by the Parent/Guardian, **directly to Spotlight** and Agents do not receive any money from this.

www.spotlight.com

Tagmin

Frank Holder Management purchase Tagmin for their Young Performers **every year**, talent agents use Tagmin to tag together all their admin, streamlining their workflow and linking their world - their talent and contacts - and the assignments that connect them.

Tagmin is the **system of choice** for both the biggest agencies in the UK and the smallest - and all the other sizes in between! It's comprehensive collection of tools, ease of use and low cost is unrivalled, leading to the majority of agencies now using Tagmin.

Once registered we will send you an **invitation for Tagmin**, it is very important to complete your Tagmin **in full and keep everything up to date**, especially any **unavailability** as this will pop up on Spotlight and means that your child will not be submitted for any projects when they are unavailable.

Photographs

Young Performers are required to have **professional up to date photographs taken every year**, especially if there has been a growth spurt or a major change in the way your child looks.

Babies and toddlers should have their photos updated every **six months**.

Young Performers will be required to update Spotlight details, photographs and showreels **regularly**, Frank Holder Management are here to help and advise you on this.

Payment of fees



Payments from Production Companies are sent to Frank Holder Management **directly** and money is held for the young performer in a **secure separate account** as required by law. Namely Mariah Collins, Starling Business Account, Frank Holder Management.

All Young Performers should give their account details for payment. When we receive payment for any young performer, we deduct our commission and pay the Young Performer the balance. **The Commission is taken from the gross rate** paid on any audition and projects.

Commission Rates

We charge commission at:-

12.5% for Stage and Theatre,

15% for Film, Television,

20% for Commercials and Voiceovers

Production Companies often take a long time to make payments to Young performers - this can be **6 months or more**. We invoice if required to do so and chase payments as much as possible, but Frank Holder Management **accept no responsibility for non-payment of fees** due from any Production Company or any Casting Agent.

Young Performers **must have** their own bank or building society account and money will be paid directly to the Young Performer. You must bank at least **1/3 of your child's earnings** for them. We keep full records of the amounts Young Performers have earned and inform the Inland Revenue of earnings by any Young Performer that are over the income tax threshold in any financial year. It is **your responsibility** to ensure any income tax due is paid and we will let you know if you should consider appointing an accountant for your child.

Direct payments: This should rarely occur, however, if it does a Commission Agreement would need to be set up between Frank Holder Management and the Young Performer.

Commission

How Commission Works:-

- There are **no upfront fees** just for being on the agency's books.
- No job, no fee: You **only pay commission** when your child **actually books** a paid job and gets paid.
- The percentage split: Frank Holder Management takes between 12.5% for stage and theatre, 15% for television and film and 20% for commercials and voiceovers.
- How payment moves: The production company usually pays the money to the agency first. The agency **deducts their commission** and transfers the rest to you along with a clear statement.

What the Commission Pays For

- **Finding jobs:** Searching through casting lists and pitching your child to casting directors.



- **Handling contracts:** Negotiating the best pay and working conditions for your child.
- **Managing paperwork:** Dealing with invoices, chasing late payments from production companies, and coordinating child performance licenses.

Actors Repeat Fees (Residuals)

Agents typically receive their **standard commission rate on all** of a Young Performers earnings including repeat fees (residuals), for commercial, television and film work.

There is no “extra” commission rate specifically for repeat fees, the **commission rate remains consistent** with the original contract for the specific assignment.

If in doubt, Parents/Legal Guardians **should be always consulting** with Frank Holder Management around contracts, fees and commission, as Frank Holder Management are acting as your agent and are responsible for securing the initial engagement and negotiating the terms, including any potential for repeat fees. Commission is payable for this service, regardless of when the income is received.

POST-TERMINATION COMMISSION

SUNSET CLAUSE RIDER. Please read carefully..... In the entertainment and creator industries a “**sunset clause**” is a contract rule that decides how much money your former agent gets paid **after you stop working together**. When you part ways with an agency, they don’t immediately stop earning money from you. The sunset clause creates a **fair, gradual wind-down period** so you do not have to pay them full commission forever.

THE BIG PICTURE: Why it Exists.

WITH A SUNSET CLAUSE: Frank Holder Management’s payout gradually fades away (like a sunset) until it reaches zero.

“The sunset provision acts as a structured phase-out mechanism for post-term commissions. When you terminate your relationship with Frank Holder Management, the agency remains entitled to commission on “protected projects” – work we actively submitted, negotiated or secured for the Artiste while you are under our management. However, this commission does not last forever; it tapers off over a set timeline until it hits zero. This clause prevents actors from paying commission indefinitely while ensuring that Frank Holder Management is fairly compensated for securing long-term roles”.

This rider forms an integral part of the Terms & Conditions of Business and Representation Agreement between Frank Holder Management and the Artist. It outlines the financial obligations regarding engagements secured during the period of active representation but continuing or extending past the termination of said agreement.



Commission on initial Secured Engagements

When signing this contract you are agreeing that:-

- *Frank Holder Management shall remain **entitled to its full standard commission rate** on all gross monies earned, received, or contracted for by the Young Performer in respect of any and all engagements secured, negotiated, or substantially initiated by Frank Holder Management during the period of active representation. .This entitlement persists for the entire duration of the initial term of the engagement, notwithstanding that the contract for representation may have been terminated by either party prior to the conclusion of the engagement.*

Commission on Extensions, Options, and Renewals

Where an engagement originally secured by Frank Holder Management is extended, renewed, or an option is exercised by the Producer or Production Company after the termination of active representation, Frank Holder Management's commission on gross monies earned from such extension(s) shall be calculated using the following regressive sliding scale.

The Commission Rate typically sunsets over a 1 – 3 year long-stop period.

Extension Cycle / Period	Commission Percentage Payable	Example (Based on 12.5% Base Rate)
First Extension / Year 1	100% of the standard commission rate	12.5% commission payable
Second Extension / Year 2	50% of the standard commission rate	6.25% commission payable
Third Extension / Year 3	(The Sunset Expiration Point)	Commission ceases entirely.

- If whilst under the representation of Frank Holder Management you “The Young Performer” signs a contract for a long-term job, like a West End Theatre Show, a national tour, a seasonal booking, that job is **legally tied to Frank Holder Management**, the agent who booked it for you. Frank Holder Management (the former Agent) shall be entitled to **all commissions** due on existing theatre contracts for the **run of the production** and on any contract for the **same production if an extension, reprisal or transfer occurs within twelve months** of the end of the original term agreed by the former agent.
- If the Young Performer has switched agents and returns to a production in the same role **after twelve months**, then a **sliding scale must be applied**. Frank Holder Management booked the theatre contract, but the new agent will have to now step in to handle the ongoing logistics and contract management. The commission on these extensions **steps down** for Frank Holder Management and **steps up** for the new agent over time.



- **Fairness to the old agent** (Frank Holder Management), they did the heavy lifting to pitch you, secure the audition and negotiate the contract. Agents deserve to be paid for that work.
- **It acknowledges that the fruit of an agent's labour** often pays out months or years down the line, ensuring a predictable return on their investment in developing talent.
- **Secures Active Representation:** New agents are often hesitant to take on a Young Performer who is locked into a long theatre contract because there is no immediate income. A sliding scale provides the new agent with an immediate financial incentive to manage the performers day-to-day needs during the run and pitch them for their next project.
- **Definition of Extension and Option**

For the purposes of this Contract Agreement, an 'extension' or 'option' shall include any prolongation, renewal, or replacement contract for the same production, character or engagement, whether in the West End, on tour, or internationally, provided that the Young Performer hiring is a direct or indirect consequence of the initial procurement by Frank Holder Management.

Effective Cause and Trailing Administration Duties

The Parent/Guardian of the Young Performer acknowledges that Frank Holder Management's right to commission survives termination because Frank Holder Management was the 'effective cause' of the booking. Frank Holder Management agrees to continue providing basic administrative tracking and invoicing services for the specific commissions due under this rider during the post-termination period.

Reporting and Transparency

Following the termination of representation, the Young Performer or their newly appointed representative shall promptly notify Frank Holder Management in writing of any contract extensions or option exercises relating to engagements covered under this rider, and shall provide copies of executed extension agreements, option notices, wage slips or remittances upon reasonable request.

Actors Repeat Fees (Residuals)

Agents typically receive their standard commission rate on **all of an artistes earnings** including **repeat fees (residuals), for commercial, television and film work.**

There is no "extra" commission rate specifically for repeat fees, the **commission rate remains consistent** with the original contract for the specific assignment.

If in doubt, Actors should be always consulting with their Agent around contracts, fees and commission, as Frank Holder Management are acting as your agent and are responsible for securing the initial engagement and negotiating the terms, including any potential for repeat fees. Commission is payable for this service, regardless of when the income is received.



What happens when ending representation?

The Protected Projects List

- If either party terminates this Agreement, Frank Holder Management will provide the artiste with a written list of all Protected Submissions within 30 days after the termination date.
- This list will include all casting directors, producers, production companies and projects to which Frank Holder Management submitted the artiste during the term of this Agreement. The Artiste agrees that Frank Holder Management remains entitled to commission on any employment contracts resulting from these listed submissions, provided the contract is signed within **3 months** following the termination date.

Commission Due on Film and Television Contracts when representation has ended.

- In the event of ending representation and the Agency Agreement, Frank Holder Management is entitled to collect all monies and to take continuing commission in respect of and in accordance with contracts **previously concluded with and secured on behalf of the Actor** and appropriate commission in respect of contracts **already initiated**.
- Frank Holder Management is entitled to collect all monies and continuing commission in respect of and in accordance with contracts **previously concluded with and on behalf of the Actor** and appropriate commission in relation to contracts with legal standing.

Commission Due on Commercial Contracts when representation has ended.

- In the event of ending representation with Frank Holder Management, Frank Holder Management shall be entitled to all commissions due on any commercial arising directly from a **duly notified submission and negotiation together with commission due on any income directly derived from commercials, cinema, stills usage in the United Kingdom and abroad**.
- If fees for such **additional usage** are negotiated by a **new agent**, then Frank Holder Management shall still be entitled to **100% of the commission arising from such negotiations**.
- The 'life' of a Television commercial is usually **limited by contract**. If the advertiser wishes to renew the contract and the actor wishes the new agent to re-negotiate the contract, then the new agent shall be entitled to commission only on the **balance between the original fee and the re-negotiated fee** together with commission pro-rata due on any income directly derived there from.
- In the case of a campaign of commercials, the former agent (**Frank Holder Management**) will continue to receive their commission, save for the new agent will receive commission on any **uplift** they negotiate.



SLIDING SCALE. Please **read this carefully.....** This is a standard system that determines how much commission Frank Holder Management will take if you move from one agency to another while you are already working on a job.

Instead of one agent taking all the commission, it is split between Frank Holder Management and the new agent over time.

A Commission Agreement would be drawn up and agreed by both parties, please examples at the end of the contract.

Sliding Scale Table Example A – please see at end of contract.

- If the actor moves agent between seasons and after notice of pick up is confirmed, the former agent is entitled to **100% commission in relation to the relevant series** which has been picked up plus **two subsequent series** with the sliding scale becoming applicable thereafter.

Sliding Scale Table Example B – please see at end of contract.

- In all cases, the new agent will be entitled to **100% of the commission** on any uplift agreed upon as a result of negotiations commenced and concluded during **their** tenure.
- When an optioned series is cancelled and formal notification has been given to that effect, but the series is then picked-up at a later time post-option, or in cases where no options have been negotiated on the series, the former agent is entitled to **75%, for the first outing, 50% or the next, 25% for the next and 10% thereafter in perpetuity.**

Sliding Scale Table Example C – please see at end of contract

- In the event that the former agent submitted the actor for a role but there was an absence of a meeting prior to ending representation, the former agent will be entitled to **100% commission for the first outing or series** but no commission thereafter.
- Commissions due to the former agent arising from repeat fees, overseas sales and other residuals or royalties in connection with the series shall remain **payable to the former agent, in perpetuity.**

Why do these systems exist?

- Fairness to the old agent (Frank Holder Management), they did the heavy lifting to pitch you, secure the audition and negotiate the contract. Agents deserve to be paid for that work.
- It acknowledges that the fruit of an agent's labour often pays out months or years down the line, ensuring a predictable return on their investment in developing talent.
- **Secures Active Representation:** New agents are often hesitant to take on a performer who is locked into a long theatre contract because there is no immediate income. A sliding scale



FRANK HOLDER MANAGEMENT

provides the new agent with an immediate financial incentive to manage the performers day-to-day needs during the run and pitch them for their next project.

REGISTRATION WITH FRANK HOLDER MANAGEMENT

You are registering and signing a rolling contract which will be valid from the date of registration and re-new every year until either party ends representation.

Termination of Contract with FHM

We do hope you enjoy your time with Frank Holder Management, we will always do our best to support you, however, if you no longer wish for your child to be represented by Frank Holder Management, please see the termination procedure outlined below:-

1/. You, the Parent/Guardian, can email the office giving **four weeks' notice** to terminate representation, FHM will respond to your email requesting that you complete and return the End of Representation Form which is attached to this contract.

2/. It is a requirement of Frank Holder Management that you can only terminate representation by completing in full, signing and returning the End of representation Form provided. Upon receipt of this form your Agent may want to set up a meeting with you or will respond to your email and of course wish you every success in the future.

Please email your Termination Notice to FHM Accounts & Legal - office.frankholdermgmt@gmail.com

- You are the Parent/Guardian of the Young Performer and entering into a contract on their behalf by [registering and accepting electronically these Terms & Conditions](#) through Frank Holder Management's website.
- You are agreeing to having downloaded, read, understood this Young Performers Contract and [will abide by all the Terms & Conditions of this rolling contract from the date of your Registration](#). (Contract is 15 Pages)
- Please ensure that you understand and agree to the section on [Actors Repeat Fees \(Residuals, Sunset Clause, Sliding Scales, Protected Projects List\)](#).
- [It is important that you download this contract for your own records, once registered you will receive a copy of your Registration to keep alongside your downloaded copy of this contract.](#)

NB Frank Holder Management are entitled to update the Terms & Conditions at any time; however, you will always be informed in writing of any amendments or adjustments and any updates will need to be agreed in writing by **both Frank Holder Management and the Parents/Guardians of the Young Performer**.

The FHM Team will certainly do their absolute best to support you at all times and may I take this opportunity to wish you every success going forward!



CEO/Lead Agent
Frank Holder Management

FHM TEAM
FHMAKINGITHAPPEN

Desiree Holder & Mariah Collins
Frank Holder Management
124 City Road, London, EC1V 2NX
Tel: 07341 710 695
Email: office.frankholdermgmt@gmail.com



“END OF REPRESENTATION FORM”

Firstly, thank you for choosing Frank Holder Management to represent your child, secondly this form has been created to ensure that Frank Holder Management continues to provide an excellent service to their Young Performers and that all aspects of ending representation have been considered and adhered to.

As stated in the Young Performers contract, if you wish to end representation for your child, you need to give “four weeks notice and return this end of representation form. Frank Holder Management will only accept forms that are completed in full, signed and returned to office.frankholdermgmt@gmail.com Please address the email to the relevant Agent who will then be in touch if they wish to arrange a meeting to discuss anything further or with a date that representation will end. Please remember that it is not professional to have been offered an Assignment and then decide to end representation to avoid paying Commission to your Agent.

Name of Young Performer Name of Parent/Guardian

Address:-

..... Post Code

Spotlight Pin: FHM Agent:

Reasons for ending representation

.....

What were the good points of being represented by Frank Holder Management?

.....

.....

What didn't work so well for you under representation with Frank Holder Management?

.....

.....

I (Name) would like to give Frank Holder Management **four weeks' notice** of ending representation for my child (Name) from today's date of I understand that I must adhere to the Terms & Conditions when ending representation and any further commission payments due, if I do not then I would be in **breach of this contract** and Frank Holder Management will have to make a claim for commission through court which would mean I am liable to pay court costs.

Signed: (Name of Artiste)

Signed: (Legal Name)

Date:

Date:

OFFICE USE ONLY

Name of Agent

MEETING HELD: YES/NO. DATE:

END OF REPRESENTATION DATE: