

GaTES™ Video Series

Episode Summaries

Overall:

Educate yourself with a 5 ½ -hour supplemental video series on how to be a Gaming, Tech, Entertainment + Sports (GaTES™) lawyer from a transactional point of view, broken down into 10 easy-to-digest episodes. The series is taught by Allison Hushek, former adjunct professor at UCI School of Law and a seasoned in-house professional with over 25 years of experience advising public and private companies around the world, including Lions Gate, Allied Esports, World Poker Tour, SAG, Universal Studios, Mary Tyler Moore and the White House.

Gaming law encompasses video gaming, gambling and sports betting. Entertainment law includes film, television, music, influencers and live events. Sports law ranges from arenas and leagues, to players and sports innovation companies. Tech law covers equipment and software agreements as they relate to the GaTES verticals. Six of the 10 episodes cover substantive issues, and 4 episodes are hypotheticals which demonstrate how to draft GaTES deals, which are interchangeable given GaTES principles are applicable across all GaTES industries. This video series is intended for: law students, young GaTES lawyers, and non-lawyers in the GaTES industries (such as gamers, coders, actors, + athletes).

Ep 1: Contract Law, IP Law + GATES Law, and Rights Analyses + Tracking

Review contract law principles (including minors' rights) and intellectual property law principles (copyrights + works-made-for-hire, trademarks, + patents); and learn about GaTES law principles (rights, media types, license period(s), territory(ies), language(s), + exclusivity) and GaTES concepts (Right of Publicity, Right to Privacy, life story rights agreements, + moral rights). Understand how to analyze and track rights granted in deals.

Ep 2: Six Stages of Productions + Live Events, and Contracts + Services at Each Stage

Outline the 6 stages of productions and live events: funding, development, pre-production, principal photography or manufacturing, post-production, and distribution or licensing. Examine the legal agreements and services needed under each stage (NDAs, crew deal memos, vendor agreements, location + appearance releases, union signatory contracts, music composition deals, marketing approvals, distribution deals, investor rounds, sponsorship deals, + license agreements).

Ep 3: Practicum – Entertainment Industry

Engage in a hypothetical in the entertainment industry and draft deals and review terms as a lawyer for the production company (producer term sheet, location release, stock image library ToU, + international TV distribution agreement).

Ep 4: Practicum – Sports Industry

Participate in a hypothetical in the sports industry and paper deals as a lawyer for a new sports league (sponsorship agreement, talent services agreement, + audience release).

Ep 5: Negotiating, Redlining, Drafting + International Dealmaking

Examine tips for negotiating (needs, wants + dealbreakers) and drafting deals, including how to redline a document, decide which template to use, and pointers for interacting with international partners. Review GaTES clauses (no obligation, name & likeness, non-disparagement, nothing else owed under collective bargaining agreements, + reservation of all other rights).

Ep 6: Practicum – Gaming Industry

Partake in a hypothetical in the video game industry and draft agreements as a lawyer representing a motion picture franchise (development + publishing deal, music synch license, + amendment for VR game). Provide framework for what constitutes gambling (consideration, game of chance, prize), and contrast that with games of skill, sweepstakes + contests.

Ep 7: Practicum – Tech Industry

Participate in a hypothetical in the tech industry and draft deals as a lawyer for a well-funded tech company (mobile app dev + maintenance agreement, EULA, + white label platform license agreement). Outline common types of tech agreements (SaaS, clickwrap, + smart contract).

Ep 8: Parts of a Contract + GaTES Legal Phrases

Review the parts of a contract (preamble, recitals, conditions precedent, the common and uncommon clauses of a GaTES contract, miscellaneous section, + signature block). Cover clauses in GaTES deals: data security breaches, non-competes, non-solicitations, insurance policies like E&O and product liability, audit rights, gross/adjusted/net revenue, no avoidance, MFNs, and joint + several liability. Understand legal phrases such as time is of the essence, consultation versus approval rights, reasonable versus sole discretion, best/commercially reasonable/good faith/reasonable efforts, material versus non-material breaches, and UCC concepts like free on board origin versus destination and retention of title.

Ep 9: Artificial Intelligence + Machine Learning, Regulatory Matters, + Privacy

Cover industry disruptors like artificial intelligence (GenAI + ML) and a GaTES lawyer's focus amid major changes. List regulatory bodies impacting GaTES industries (FCC, FTC, FINCEN, FDA, TTB, SEC, guilds/unions, + ratings boards) and key regulations (Federal Wire Act, UIGEA, + BSA). Analyze data privacy and consumer protection laws like the GDPR and CCPA and compliance obligations as a lawyer.

Ep 10: In-House Operations + Networking

Break down the role of an in-house lawyer (prevention including rights & clearances, field safety, anti-harassment training, legislation tracking, + policy drafting; operations including contract management/execution, calendaring, entity notebooks, + litigation oversight; and practically including participation in revenue strategy as part of the business & legal affairs role). Outline ways to partake in GaTES networking and tap into what to bring to the table to land the job and stay employable.