Newbie Producer's Guide to 2-Way Interactive TV

Part 1: How to Ramp-Up a Daily 1-Hour Show for 90-Days



Freedom Interactive TV Networks Association

Dedicated to:

Where Every ONE Can InterACT with Everyone

Questions or Additions can be submitted to:

Interact@Freedomi.tv

FreedomTVNetworks.com/Contact textbox attn: Newbie Producer's Guide

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Have a FiTNA Newbie Producer's Guide to Truly 2-Way Interactive TV?

Here's one. Part 1 How to Ramp Up a Daily 1-Hour Show for 90-days Edited by Brock d'Avignon, Executive Producer, Freedom *interactive* Television Networks Association (FiTNA)

This is a living document, your questions and contributions on profitable creativity are welcome; please email them to Interact@Freedomi.tv

This Manual & Guide will answer:

What's FiTNA? How can I gain & keep FiTNA's all opinions & no censorship cooperation? How do you reach a mass audience via Satellite/Streaming (Internet Protocol TV)/Cable, and gain a high-volume of individual participation with you via their Internet-devices?

The contents of this primer will be color-coded as the topics below are:

- ✓ All Distribution options: world, nationwide, east/west, city, or viewer Connectivity via: Satellite (backpack videocamera uplink, backhaul & Direct-To-Home), IPTV, Cable(coaxial & fiber-optic), data centers, cell (phone, tablet, ULive protocols), computers, WiFi, ethernet, DSL, & radio. Pages
- ✓ All Audience Feedback telecommunication devices' protocols
 By 2017, 58% of all TV households have a smart-TV or 1,2,3 TVs connected to an Internet device; 70% a smartphone or tablet, 80% a computer, high-speed Internet, Voice Internet Protocol, WiFi, DSL, Ethernet Pages
- ✓ Cloud computing, data center storage, and retrieval options
 In 2017, QVC Shopping TV made \$3.9B via 38% human operators, 15% text orders, & 47% on-line orders.

 Pages
- ✓ Production equipment in studios or mobile, live or recorded...
 The TV/Video Industry made \$157B in 2017 with \$56B expenses, mark-up was invested into 6 modes of 1-Way distribution, little in 2-Way, that left to tech firms. FiTNA will bridge content for devices and back. Pages
- ✓ 2-Way Gamer Internet Technology Proven Money-Making Lessons, Cross-Platform & Cross-Format Marketing, and Video Game Theory 1-Game Fortnite introduced mid-2017 made \$2.4B in 2018. Halo 2 in 2001 made \$320M on release 1st day. Pages
- ✓ Entrepreneur Producers' Secret Info in the Creative Industry:
 Producers often trade percentages of later gross receipts for talent in production now, including their own.
 Pages
- ✓ Interactive Show Income, Ads, Public Relations & Cause-Marketing
 How \$100k of Sponsor Acquisition phonecalls & presentations gains you \$3M Budget for 90-hours coastto-coast satellite, IPTV, production, & marketing. FiTNA's 1st Dibs Agency, media buyers, & other friendlies.

 Pages

The TV and video industry has profitably doubled in the last decade to \$158B annual revenue in 2018 with only \$56B in direct costs. It has invested half of its mark-up retained earnings in 6 different 1-Way distribution methods, and kept the other half as profit for use of stockholders' tools. However, in two decades it has not joined in with 2-Way audience feedback capability in creative formats, despite the technology being there in viewers' hands, and the highest rated shows on TV that had some audience voting. The Freedom interactive Television Networks Association (FiTNA), a Kansas 501(c)3, will change that with you, dedicated to education, and a public service to spin-off both non-profit & for-profit interactive TV networks, interactive shows, and interactive ads.

You and FiTNA can make these new creative audience participation formats. Join a profitable growing industry as a producer, director, writer, tech, advertiser or crew. FiTNA is trying to make it bigger and better for you, for ALL voices, and solutions to be seen and heard, and supported with time and money. Join it.

First Big Question:

What are the Costs are that TV Sponsors and or Investors pay for a nationwide Interactive TV show, to an entire coast-to-coast TV network?

Annually? Seasonally? Quarterly? Per Interactive TV Show? or Interactive Ad? Get ready to change a career's worth of expensive assumptions to cheap truth. You have likely seen *Freedom Interactive Television Networks Association (FITNA)* networks websites from www.FreedomTVnetworks.com or content like *Lincoln's Risk-Registry*, Ratings & Relief or www.PAYEhome.org supporting shows like No Mo' Repo or Housing the American Dream or other presentations. Now, let these numbers be clay, and the words fire your imagination. This is a "living document". If you have additional tips or media allies, send them attention to the "Newbie Producers' Manual" via FreedomTVnetworks.com What is truly interactive television?

"Interactive" does not mean a viewer being merely able to forward one-hand clapping, boring, passive, video propaganda to their friends on their smartphone; but to <u>participate in multi-opinion TV shows with mass audience open forum with your production</u>:

- To question sources of the news, honest opinions, hidden agendas, skewed data, biases versus panelists' facts, fake news, public relations gloss over liabilities,
- no censors of opinions that do not threaten force, libel, or slander a person. Such will be confronted and retractions made by the audience, producer, and lastly network. Retractions will be made with placement as significant as the force or fraud placed; if not retracted, it will be so labeled by others and or referred to authorities if life-threatening. Although we want people to play nicely together, the FiTNA interactive producer nor network will occasionally decide or more frequently deride what is toxic, hateful, or foreign to ignore, the viewers will usually do so more than adequately.

- The producer network may & should label certain sources as political operatives pretending to be journalists, or representing a point of view of an organization or political party or candidate they do not share except for pay. But we won't delete them. Every one and everyone needs to know who they are.
- Labeling of disinformation sources will occur as made aware by the audience or digital signatures; but not censor. Interactive TV is based on the controversial reality of confronting liars, offensive folks, and propagandists; for not only getting to the facts, but ever improving solutions to problems.
- Soon, FiTNA will also record in blockchain video and comments where content cannot be censored even <u>later</u>; editable versions of video will be simultaneously offered when that is an option. We will be careful of what is made indestructible. We do not want producers to be anyone's intellectual babysitter. Snowflakes can boil hot enough to defend their point of view intellectually without force or fraud. Boycotts and Secondary boycotts are welcome, especially where wanton neglect or liability has been discovered.
- **post or upload** investigative evidence, overturning an alleged fact or opinion
- **offer tips or inquiries** of any panelist, host, reporter, or editorial function
- viewer's message/visuals are prioritized to mass audience view in real time by screeners; yet all views in type, visual, or voice will have an opportunity to be posted on line. Greatest thoughts will be discovered sooner than later. FiTNA honors the minority of one.
- reframe any question to mass media with cooperation of host & technology that a viewer thinks is a loaded question or omits a point of view or an entire political parties.
- agree or disagree with an idea in various degrees besides yes or no, from 1 through 5.
- in 2 Phonevotes, separate another Phonevoter choice out from any topic, especially and always if someone also proposes force of law, or military action
- un-confuse the issue & audience by adding more choices on any survey or panel to include all groups and all possible choices no matter how distasteful to the producer
- upload video/charts/evidence/art where you can't now in textboxes to such as Congress
- **collaborate with other viewer participants** to figure out solutions
- viewer keyword tags topics of interest for future notification of media, and editorial function for viewers' favorite topic. 4 tags are preferred.
- rerun the same TV show or webcast with <u>cumulative audiences' tallies & interactivity for weeks or longer</u> so the widest possible audience at all times of day can participate to a final tally if desired
- donate, pledge, or crowdfund to solutions in creative participatory formats from petitions against polluters, to motorcar races representing different charities, from inventions to outreach to similarly minded grassroots volitional action with social entrepreneurs...
- **buy stuff, a service, or a cause** in a variety of fun ways resulting from participatory engagement with each viewer to your online store or phoneapp. We also encourage human operators to be standing by for newbies to buy items, and then train them to use codes on devices. For 30 years, home shopping TV networks like QVC have found in 2017 that 38% are first inquiries by phonecalls to operators standing by and then ordering, 15% are by texts, and the balance online or their phoneapp use. QVC in 2017 made \$3.9B that way. You can too.
- Make money from both interactive shows AND interactive ads. A new show should budget just for ads to cover basic costs, then as the interactive show makes donations or sales, then you can defray costs and lower the number of ads.
- We prefer you create interactive ads for your sponsors, or work with our 1stDibs Advertising, PR, & Cause-Marketing Agency to coordinate with your sponsor's ad agency to make them. You'll be happy to accept passive ads, but these are interactive shows with an audience trained to be interactive to participate and buy more stuff instantly or online that way.

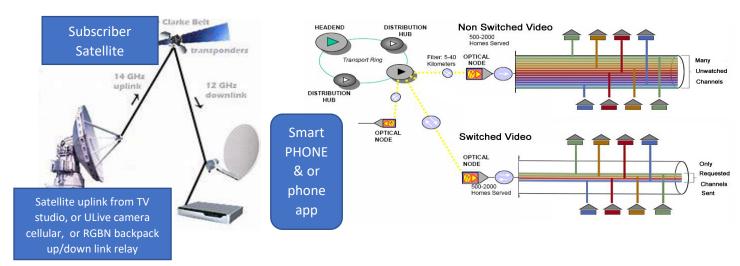
What is the Freedom interactive TV Networks Association?

FiTNA, is a Kansas incorporated non-profit 501c3, is dedicated to making sure all voices and visuals are heard and seen in modern technology for both educational and public service purposes. A lot of voices & visuals are missing by one-hand clapping biased boring spectator TV. FiTNA, by contrast, welcomes all opinions to be tested against each other in all forms of media without censorship, with the exceptions of personal threats, slander, or libel. You can participate with FITNA by making any donation of time or money, and join with intent and a plan to produce multi-opinion interactive TV.

Phone +1 (818) 253-1696 for info.

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FITNA will guide you on how to spin-off both for-profit & non-profit interactive TV networks & TV show productions with volume discounts with satellite, fiber-optic, IPTV, & cable:



What would a nationwide interactive TV hour daily show series cost for 90-days run?

Let's first discuss satellite, Internet streaming, and Cloud interactivity to reach 2/3rds of America's viewers:

(We'll discuss Cable later as its 5x more expensive, and not included in these first figures)

❖ Finding sponsors <u>first</u> for any 90 1-hour daily show is called SPONSOR ACQUISITION. \$100k raised by phonecalls and presentations made by the producer, producers' staff, ad agency, or media buyer will gain you ~30x more by spending it on more phonecalls, emails, and other means to other ad agencies or media buyers -- about \$3-million worth of sponsorship. Its wise to have this being raised before anything much of anything else happens, even among the most cause-oriented crew.

- ❖ A typical 90-hours of 1-hour shows, showing daily for 90-DAYS, using coast-to-coast satellite distribution and global IPTV streaming (2 of 3 major distribution methods), will be minimally budgeted at ~\$3M with minimal crew production costs for do-it-yourselfers talent with some professionals as an entrepreneurial production group. That works out to \$3k per commercial, if you schedule ten 1-minute commercials per hour. A typical \$3M is budgeted this way for a new 90-hour daily show over 90 days:
 - √ \$900k for internal video transmission and external retail distribution reservations;
 - √ \$700k for the production itself;

business and home viewing.

- √ \$500k for Computer Graphics (CG) and cloud interactivity;
- ✓ \$900k for marketing the show as a coming attraction, and during its 90-day run.

Keep in mind that besides ads, your interactive show can gain dollars for what it is pitching too, maybe far more than the ads. This is not passive spectator TV. Interactive ads are advantageous to a show's audience that has trained itself to be interactive to participate and then buy stuff with a smartphone, cellphone, phoneapp, or online. They can do so immediately, conveniently, or do so later easily online or via phone or network or your show's phoneapp. PhoneVoter tallies can lead into a phonetree for monetary transactions or opt to human operator. However, budget at first without revenue coming from the interactive show, just the ads (preferably interactive too, preferably relevant to the show but not necessarily so).

FITNA is arranging significant volume discounts to producers new to interactive TV formats from the best satellite and streamer technology firms who want to advance the effort of actually hearing from audiences. Due to mergers in fiber-optic and cable, and their higher prices by 3x to 5x than the first two distribution modes, we are negotiating new volume discounts with cable & fiber TV packaging companies and major advertiser media buyers -- and will pass them onto producers.

Cable is frankly way more expensive to buy time on for distribution, than satellite. You can reach half the viewers in America cheaply via satellite who have other feedback methods, even if the satellite viewer's voice or internet provider is a coaxial cable or fiber-optic company. Streaming is climbing in number of hours used to surpass other forms of TV viewing during 2019, although that Nielsen statistic merges home

Pennies are spent for Cable-voice & cable-Internet, are a far cheaper way to communicate back to your show than more expensive dollars for satellite-phone uplink or satellite-Internet up/downlink. Satellite is cheaper to deliver shows. The combination of the two is many consumers choice based on cost. The combo sat/internet/VOIP/landline voice is also ideal for interactive TV. So is cable/internet/VOIP/landline voice.

Big screen families are both types. Younger folks may or may not have a big screen, but do have a gamer screen & computer and or handheld tablet or smartphone from which they get much of their media. See Nielsen statistics and graphic organizers in a separate presentation. This is good for the rest of television choices because there is a tendency, once tried and selected, for older families to stay with the same 17 networks no matter how many are available. Younger people having children now, will likely have more eclectic tastes, and be more willing to try a wider variety of networks.

Also landline phone & Direct Service Line (DSL) is cheaper, even if slow in remote areas.

- ❖ FiTNA is pitching the big 9 cable companies that sell Voice Internet Protocol (VOIP), landline voice, and high-speed internet to cooperate in discounts for interactive producers and viewers, even if a viewer also has satellite service otherwise. The cable companies will be wise if they do so for interactive TV producers to increase audience participation for interactive TV -- and perhaps woo Direct To home (DTH) satellite customers to their higher cable rates for integrated service, discounted for participation with interactive TV. Some folks don't like having just one bill from one telecom company, as they juggle bills for TV, Internet, and phones they sometimes have three and ignore entreaties to consolidate, even if it saves them money. They don't want to have to do without all three, maybe one during a low income month. Satellite has about half the viewers and cable the others; yet there is a big overlap in smart devices providers. The companies with VOIP and Internet tend to be cable companies. We're on it and can advise you on any of them offering discounts and even being partial sponsors of your show. Yeah, and there are promotions they have and you have that can work well together, we have lots of tried and true promotional cooperation ideas with telcos from pioneering interactive TV in 1992. Just ask.
- ❖ We are also creating demand to change the current business model of cloud computing firms from "storage is cheap and retrieval is expensive to individuals"; to a model where the "storage is replicated temporarily up to 10,000,000 or more times, then retrieved by millions of individuals" who want to know about your topic generated via mass media. Inquires or Phonevotes first, then comments, uploading video, ...donations, crowdfunding, buying your stuff or ideas.
- ❖ FiTNA's precursor PhoneVoter TV Network via satellite handling interactivity with 4 presidential candidates and offering to 60 more, challenged the telcos in 1992 to handle more than 29M calls that came in during the State of The Union Speech of President HW Bush. CBS at that time had pre-paid for only 300,000 calls. When they got 29M on touchtone phones with #1 AGREE / #2 DISAGREE, 14 telephone companies crashed in the Midwest to dead lines; 7M went busy signal; and 1M got through for the first telpoll. The telcos wanted CBS to pay more but were told no, your Bell monopoly has not kept up with the times or customer demand, and TV has been around 58 years. Popular demand broke up the Congressionally granted Bell monopoly to competition. See www.PhoneVoter.us

Telephone companies' technology and routers matured 20 years ago to handle more than 39-million phonecalls generated by satellite & cable TV at one time pioneered in preparation for semi-interactive "So You Want to Be A Millionaire?" that routinely gained 22M to 37M viewers daily. Now, they don't have to have 8 different phone numbers regionally, but if you have different panelists or contestants, each number may still be routed to a different region of America to avoid electronic traffic jams.

Now the cloud purveyors are learning from FiTNA this year to re-program their data centers and cash registers for mass waves of viewers from hit interactive TV shows. For now, the telcos will distribute nationwide phonecalls to 8 different regions, with accompanying cloud interactivity often using fiber-optic cable trunk lines in the same region. Yeah, profitable entertainment is what is novel and

new. That means you should be among the first to benefit the most from advances made by Freedom interactive TV.

- Streaming, though digital, is still 1-way communication; we can use streaming technology to scream back at the show, that's 2-way. For all their digital pioneering, 2-way is still a bit new to Over-The-Top of subscribers and pay streamers. Fortunately for you, they understand it, and want to encourage it with FiTNA discounts we pass onto you.
- At present, full-time Streamers 24/7/30-DAYS on a combo of just Facebook & YouTube are charged \$40k per month = \$120k per quarter = \$480k/year = \$1333 per show day = \$55 per hour for a small audience. That means a lot more pennies per viewer. Fractions of pennies are possible. Semi-famous personalities previously on satellite or cable TV, can instantly draw a large enough audience to attract enough viewers to cover that. Libertarians Ben Swann and John Stossel who left Fox and CBS are good examples. They are staking their careers on the future of streaming, yet that is not the only mode of distribution that is techno-hip. People needing name recognition or a new show need more awareness building that only several mass media can muster together at much cheaper cost per viewer. Some think YouTube can do this on awareness, but unfortunately it does not pay much.

The record on *YouTube* is 14-Billion views over 8 years by a Norwegian young man "PewDiePie" who does consumer reviews of videogames from his bedroom. *YouTube* has paid him only 1/1000th a penny for each click; so he has only made \$14M in that whole time. Sponsorship money was selective to not sway his impartiality. He's made a few gaffes that cost him 30% of his audience. His next nearest competitor "Game Ninja" has 7-Billion views doing the same. This is low pay by any other media standard if you compare Kim Kommando on a radio network doing the same type of show with reviews of technology and games.

- ❖ FITNA's allies as fast high-resolution Streamer technology companies are knocking this price down to 2/3rds to 1/3rd market rate for entire half-hour and hour videos via both non-subscription and any subscription video channels you are on or create. Why? To incubate interactive producers' productions who they hope are also using other distribution like satellite TV distribution to drive many people to their phoneapp or website or channel; because otherwise word-of-mouth or hoped for viral referrals are usually too slow to build an audience versus marketing and discounts. FITNA has been told by the most advanced Internet streamer's new general rule of thumb rate for FITNA INTERACTIVE PRODUCERS is
- ❖ 10-cents PER HOUR OR HALF-HOUR SHOW, not merely 10-minutes at market rate. Current market rates are:
- **❖** 10-cents per <u>10-minutes</u> for a fast-motion high resolution requirement;
- Market rate is 7-cents with background moving at medium resolution; and
- **❖** 3-cents for talking heads or text for 10-minutes streamed.

Hewlett-Packard has a Trivia Quiz game that 2.5M people play per month. As a new production, you now have the opportunity to have a whole hour or half-hour interactive TV show of any resolution, even live action for this major discount rate, even if hi-resolution action! Wow. See www.FreedomTVnetworks.com for examples of our proposed networks, plural, that your production theme may fit into.

When we say advanced and fast streaming, that means that FiTNA allies can distribute a video signal from a moving racecar to your smartphone in 3-seconds. This

satellite+streamer+cheap production budget will assist a goal of ~\$900k for a quarter year distribution. Why should you consider streaming? The audiences that use streaming most are the most techno-hip on computer and Internet devices. Now that's over half of everybody. 53% of households have both a subscription media service like satellite or cable, and an Over-The-Top of subscriptions, or no charge to the viewer subscription streaming (cord cutters). American cord-cutters were 16M in 2015 and by 2021 will be 33M; a 14% increase per year though 2017. However increasingly, the millennials are subscribing to 1-way media Amazon, Hulu, and Netflix that is only interactive enough to order. However, 2-way is what we are making happen with your content designed for more participatory interactivity. Amazon started with content called book ordering and delivery with online payments. Amazon now is the most profitable corporation selling everything and delivering everything at \$52B per quarter. That's 4x more than any other top Fortune 500 corporation. This is a valid business model that has grown while you weren't looking. Amazon Web Services (AWS) made \$2.5B last year. We are negotiating with AWS, Google Cloud, Microsoft Azure that use Chinese servers, and advise American servers like Cisco Cloud, and Cisco partners Scality and Cloudian, and IBM Cloud among others for political programming.

Worried sports leagues like the NFL know millennials aren't watching conventional TV technology and are getting into the OTT market with little or no subscriptions, with or without ads. This opens up 2-way interactivity as much as Fantasy Football, baseball,... for 20 years has made money equivalent to the leagues. Better late than never to catch the ball.

- ❖ If you have <u>daily new content</u>, add ~\$400k for research, news acquisition, and getting guests en camera travel & accommodations, whether you broadcast live on the streets, or in studio. Oprah pays 11 people just to find interesting folks, and make those arrangements for her daily show. If you have a parade of guests who you can ask onto your show, who have their own wheels and roof, then its just time on task to ask them to travel to a local TV station with an uplink booth. Uplink booths (the size of closets) or insert studios, are in most TV stations which have an uplink, if guests are scattered across the country. That saves a lot of time and energy, and there is one-stop-shopping for booking a booth in advance or almost instantly in some cities. See www.TheSwitch.tv
- On any form of distribution or service, any FITNA network will add a network 10% low mark-up logistics fee for many services that you should make a profit from, even as a beginner, and have little appreciation of now, and that arranging interactive TV would not be possible without paying for. Both you and FITNA might find your show has legs on more than one FITNA TV network or others as they catch on. For instance, a show series about Asteroid Detection, Deflection & Development (ADDD) could appear also on Science, Health, and Business TV networks on capitalizing its pitch to then raise a budget of merely \$453B and proposals to parcelize to 15B individuals, some not yet born, 8 planets and 153 moons. Asteroids require a bit more rewarding for discovery and navigation. Think Big. Think percentages on everything possible. That flexibility will help you in lows & highs.

❖ If a satellite+ streamer+some cable <u>hour show</u> using only <u>2 major forms of nationwide</u> <u>distribution</u> (satellite, IPTV streaming) daily for 90-DAYS, again paying few on the crew upfront, is ~\$3M; then guesstimate 25% is production, and 75% is for all distribution, feedback services, and marketing. Do the math on what to charge sponsors or investors:

\$3M divided by 90 hours of daily shows = \$33,333/show hour. A 10% FiTNA arrangements and discounter fee will already be part of these transactions. Divide \$33,333 by ~ten 1-minute commercials = \$3,333 per commercial (preferably also interactive that supports your theme but not essential).

Be budget protective pessimistic and plan for all up-front costs to be certainly at least \$3,000 per commercial for coast-to-coast satellite, streaming, audience feedback and income. 10% minimum should defray commercial sponsorship income from selling participation, donations, crowdfunding, and selling stuff from the interactive show, not just the commercials to reach the \$3,333 price. For every bit of success gaining participation with On-Air Experiences, Uploading, Comments, Answering Inquiries, Phonevoting, TextVoting, OnlineVoting, PhoneappVoting, Crowdfunding while selling ideas, services, or products that defray reliance on commercials, know that people like less commercials and are less distracted o stick with your program.

You can experiment with the balance between commercial support and show support in sales of whatever.

You can also get a performance percentage from sponsor sales; if referrals or forward bounces are counted as they come through your website, phone number(s), or phoneapp from your interactive show or interactive commercials. TV participation can drive consumers to your call to action to contact you or your sponsors.

Think of allies who want to reach your audience, businesses or organizations who care about its topic(s), or just want to interact with them. If your interactive commercials within your infomercial are relevant, viewers will consider them of interest and support the whole topic effort. Whether restoring the Amazon jungle to gamer convention coverage, each has allies who want to not only reach your audience but engage and participate with them.

For a quarter year daily hour show, you can sell 900 commercial slots to sponsors in large lots, or one at a time (spot ads). Do you give great phone? You can do this personally; if not, delegate to an ad agency. If you don't have one, try ours:

1stDibs Advertising, Public Relations & Cause-Marketing Agency

www.1stDibs.space

"Anchor sponsors" act more like investors to start-up your production to reach your niche market, and who want them to reach the sponsor too. Anchor Sponsors can be given a credit in your show's name or "brought to you by" and or get other priority for first commercial and last spot if possible in network ad scheduling.

If you want to be a leader, producer, or work entrepreneurially with 1stDibs.space or any of the FreedomTVnetworks.com then ask a question or tell us a bit about yourself there, or email your resume and portfolio to: Brock@Freedomi.tv

❖ PRODUCTION VALUE and BUDGET BALANCE: If your show adds \$400k for real-time investigative or historical research, and or guests in studio daily (airfare & hotels)en camera, add to your production budget of \$700k = \$1.1M, making the total minimum budget is \$3.4M. Then your spot commercial price to sponsors goes up from \$3,333 to \$3,777.

However, its CHEAPER if you use MOBILE CREWS with RVs constantly on the road to where the stories are, and have them use BACKPACK VIDEO-JOURNALISM UPLINKS (\$6K per backpack) OR CELLULAR TRANSMISSION (\$5k). Your person-in-the-street interview, or remote location costs will be lower than daily studio guests; but higher than a regular host & panelists. All are budgeted for interactive without extra costs there.

Sending mobile video feed LIVE on Inmarsat to a not-exactly origination studio and immediately up again to a Direct-To-Home (DTH) subscription distribution like DISH, DirecTV, or cable — is possible while interactive graphics are cut to where a host in an origination studio shows them.

Even better, similar to sports or weather live broadcasting, without inter-cutting to a studio, and staying in the field; the origination studio adds graphics explaining to the audience how to be interactive with the LIVE feed, at the bottom of the screen. In this LIVE remote context, an "origination" studio serves only the functions of adding computer graphics for cloud interactivity, connectivity to all modes of distribution, and perhaps connecting a host in a studio there or elsewhere.

These graphics for interactivity added at the bottom of the screen are pre-planned with phone numbers, and formats on landing page websites, phoneapps. That preplanning is part of the CG and cloud budget. Interactivity is generally the same preplanning cost, and just requires planning a forethought and pressing a button to connect the audience to operators standing by, cloud phonetrees, websites, and phoneapps.

This LIVE+GRAPHICS is routinely doable and cheaper, and makes for an exciting immediacy with the audience. If you have a hit show, the larger audience participation is "scalable" to more cloud access that is also pre-planned by data center cloud companies. Since a portion of the audience is inquiring and or spending money by being interactive, then that cost is covered automatically sooner or later when they make a buy decision.

If famous talent as a host is going to cost you more, divide that by 90 shows too, and add it to the spot commercial price for your 90-day run; even if it is based on a percentage of gross receipts later. Account for it up front. However, FiTNA believes the current novelty of interactive yet mass TV may carry unknown talent heretofore just fine, and after that, innovative formats will assist the success of your show more.

Note: This is minimal budget -- and if you want more cable, or redundant coverage (satellite & streaming, plus cable for a third more audience) or special effects, or more primetime placement, it will cost more & require more persuasive phonecalls to sponsors.

This is easier for a producer to do than producers selling sponsors or media buyers on accounting for whether an audience is there or not, doing passive channel surfing, or click-counting. Advertising agencies' analytics guessing if an audience is interested, is a weaker position than real-time audience participant counting. Why? Because of your show's niche or general audience format; you can prove your audience is watching and engaged with you with real audience numbers by:

- √ buying your items
- ✓ making inquiries or uploading their ideas or video
- √ contributing to what panelists are advocating on your show or infomercial
- √ pledging to a cause's buycott or boycott
- √ or donating per PhoneVote
- ✓ then you can defray costs and may have less or even no commercials. (Though that's doubtful, even if you want to have de facto campaign finance reform for say numerous audience thincats supporting candidates' airtime in debates, instead of fatcats. The price is low enough at \$15k per candidate nationwide for TV airtime for a first round debate that their friend Joe Plumber advertising his plumbing business in support, will not have so much money involved to afford Watergate plumbers.)

Do something positive and monetarily positive. Direct your audience's interactive participation with monetary support to panelists or organizations while you charge a minor handling fee for routing that money to them. Instead of counting PhoneVotes as a popularity contest, add the ability of the audience to contribute to something they think worthwhile among choices, and you'll gain even more participation. In all the years of *American Idol*, they only once did a charity night, and garnered \$41M. They didn't perceive their show as multi-generational family, which it was; but didn't want to take advantage of under age 18 audience with credit cards. However, with a disclaimer for minors, you can collect donations, crowdfunding, and purchases all the time with constant cash flow.

If you have allied interactive commercials within your interactive show, that help both your anchor sponsors and your show; then your relevant interactive ads can amplify mere awareness to buying decisions to support the show's purpose directly or indirectly.

What are other bonuses that will save budget?

- ❖ Here's another positive income factor with externality factors from satellite distribution covering more than your primary geographical target market. If your show is about what's happening in Utah, yet you are distributed by satellite "footprint" over the entire west or nationwide far cheaper than local cities' cable, then the half of the people you would miss by cable can be made up by others via satellite and smartphone that are interested in Utah elsewhere in America. However, when you include cable cities in Utah; you get everybody there too likely for the price estimate above.
- ❖ See discussion of non-English language digital UHF TV networks in America with 50M viewers that are also broadcast overseas.
- ❖ We may be able to simulcast your show on more than one network, depending on previous network scheduling; otherwise it will be recorded also for re-broadcast elsewhere and else-when. Right now, that is fairly open to do as we grow rapidly together. When you do use technology in new ways, you might think up some new innovative interactive TV formats. We hope you do. FiTNA has. Just ask. We will all win, and your cause and you will make money. Entertainment is what is novel and new, including its presentational format in a new audience interactive approach to say good news. Its up to you.
 - I don't know a thing about advertising or how to begin getting sponsors other than picking up a phone. Where do I start? With yourself not delegating the most important task you have to do, yet if you must try FiTNA's

www.1stDibs.space

Our advertisers are about to fly beyond even Direct Interactive Broadcast Satellite (DIBS).

All will know what people think, what they are buying, or contributing to, & why.

1st Dibs
Advertising Agency
PR & Cause Marketing

Sponsors using 1stDibs.space on FITNA get analytics on screen.

Consumers voice on ads' validity, sells more too.

FITNA has created 1stDibs to help you, coordinate with your ad agency(ies), and negotiate with top 4 advertising conglomerates & independents. Most famous ad firms' names you know of have been absorbed for \$6B each into 4 major firms: *WPP, IPG, Publicis, and Omnicom*. One owns a cable firm. All agencies have Media Buyers that can or will negotiate special rates for FITNA TV network & producers' new audiences. We're working on it. You can too. They are less of a bureaucratic obstacle, than a highway, as you come up to speed.

- Now, that's thinking about getting one show nationwide.
 What if you want to build an entire interactive TV network
 with 84 hour shows per week and 168 half-hour shows per
 week totaling 252 time slots per week? Want the big picture for your thematic network? FITNA intends to replace the top 25 passive TV networks with 25 interactive TV networks on issues more weighty than which teenager dances or sings the best. Okay, if you like esthetics, we have ARTisTVision Network. We are starting with 4 to 8 at this time, and as producer leadership presents itself.
- That could be opportunities for up to 900 to 2,000 producers to fill those timeslots. On a new network, we will be running some of your programs to fill airtime and you get the benefit of extra exposure at no cost. As consumers stampede to our productions, there will be less of that, but that's an advantage of filling a schedule with early innovators, and sponsors proud to associate with an audience that will actively appreciate them.
- > If you already have video archives or a current format of:

- √ hours, months, years of passive spectator video on topics,
- √ talking head(s),
- ✓ controversial evidentiary material from one opinion that is boringly or frustratingly unchallenged by other opinions, mobile camera work at conventions or recorded prior streaming,
- ✓ a TV network with archives and categories of older shows, and want to add computer graphics for re-running them with PhoneVoting and our interactive audience services that lead to comments, inquiries, new ideas, uploaded video, donations, crowdfunding, and buying stuff and causes; then you might notice some discounts on typical functional services too, because our association is dedicated to doing proof-of-concept interactive TV show formats. If you might want to shift to our technology associates from who you are dealing with now, if you have any interactive TV at all; let FiTNA's tech allies have a chance to give you a quote too.

FITNA is incubating interactive TV, our techno-allies like that.

What if I'm new at this?

A producer is a simply a businessperson who capitalizes the production with investors and or sponsors. A producer makes lots of phonecalls, or can delegate, but that costs a bit. An Advertising, PR, Cause-Marketing agency can help. Freedom Interactive TV Networks Association (FITNA) has one:

www.1stDibs.space that will charge ~15% of the media buy for creating the ad and or show.

1stDibs will also coordinate with your ad agency and major ad agencies and media buyers that can support your TV show's airtime.

You will have some upfront development fees like computer graphics, and interactive computer & cloud programming to prepare for consumer stampedes of your widget, service, or cause. That will be a minimum of ~\$15k as part of a \$100k sponsor acquisition budget (if you delegate), and the other \$85k could be part of presentation and phonecall campaign to raise the typical ~\$3M for the 90-hour show budget for distribution reservations, production, as an integral part of arranging cloud and computer graphics content to get the audience to do more than say hello, and marketing the show so people know it exists.

While we are preparing introducing your vision in modern media, and building your catcher's mit for money, **then you can:**

go work on your production live,

record it for editing daily, weekly, monthly;

or record just one show and rerun it 90x. Production costs are lower that way. You can make money while you are sleeping as the audience puts its money where its mouth is, or likes what you are selling, or even doesn't like it. Controversy and multi-opinions are refreshing to audiences starved for getting at the truth or solutions. Re-runs work because

word-of-mouth will work, if your production on one topic is still there at dawn's early light on TV viewers guides (electronic or paper), same computer website or link, same phoneapp list. Why? So friends can tune in to TV or go to a follow-up website, smartphone, or phoneapp.

Again, the triumph of getting even one show or infomercial made is half the battle, getting it seen is another even with all distribution routes. The greatest enemy of a new topical show becoming well

known is often the producer who does not show the show repetitively enough. A producer can reach in old and new places, old and new timeslots, old and new networks, so an audience even has a chance to know it exists and can pass the word to friends.

Interactive AND Social media can enhance this passing of the word to watch it on that media or a more convenient large screen on another device. One can ask why when a fraction of 1% of the population has seen their triumph, why they are satisfied with that? Its an odd quirk of a creative business person to think the creation is the task, not letting marketing time on tasks occur too. If you are that sort of producer, delegate to a distributor and move onto your next topic.

We can help pre-plan this with your intent and your budget goals. The excitement of being able to be interactive on a topic the viewer now participant is excited about, will be conveyed so give that time and budget by being there. Being there so more interaction happens will invite more interaction **as the buzz gets going.**

- ❖ Discussion for Do It Yourselfers: Some Creative Industry professionals and union talent you will have to pay for, see www.CreativeIndustryHandbook.com. Its an education just looking through all the businesses in motion pictures, TV, advertising, and the web. Budget for that in addition to what you learn here.
- ❖ Flat rate or hourly rate is fine; yet if your talent or crew perceives a hit in the making before very far along, they may wish to re-negotiate for a percentage anyway. Standard example of Producers Guild of America (PGA) and Directors Guild of America (DGA) for movies or TV:

A scriptwriter is paid for creating a 180-page 2-hour motion picture either \$55k flat rate based on negotiations with the *Writers Guild of America (WGA)*; or typically asks for 4% of the gross receipts. A leading actor, even if unknown, will go for 4% as well. Sly Stallone got 4% for writing in a few days *Rocky*, and 4% for being Rocky; its one reason why he's called Sly. The producer thought he was sly too, whether it was a hit or not. He didn't have to pay up front.

The famous misjudgment of another science fiction bomb attitude was Carrie Fisher who wanted \$50k up front for being Princess Leia in *Star Wars*, while Harrison Ford went for 4% to be Han Solo. \$50k is not as big as \$20M. In the next episode, she got paid more to make up for her lack of faith and the producer wanted her to reprise her role in which she did a great job.

TV is more like that, and talent knows your concept will be a success after awhile, or it won't. If you are getting too many flat-rate deals, you might ask them why? They can tell you. Listen to creative folks. If your talent rationally believes in your topic and your leadership emotionally, they'll ask for a percentage of the action. How much? Read on.

How Do I or Potential Crewmembers Learn Production Skills by Doing?

For newcomers to interactive media or media, FITNA is creating a MASTERY Program [Media Arts & Sciences Training Education Retirement for You]

See www.PAYEhome.org regarding Percentage As you Earn (%PAYE) Finance & Finansurance website to see how trainees can pay tuition to a production company or a Dramatic Arts & Communications college as a percentage-of-postgraduate-income; and then defray it by working for a percentage of a production, not necessarily the same company, and can go where they career self-select.

Percentages paid in, percentages PAYEd out. It can balance out, its just the timing can be important to the student, and to the producer if you invest some time in training people. See www.PAYEhome.org to understand %PAYE finance of tuition-debt. FITNA will be putting up a MASTERY website soon for matching

investors in media. On our FiTNA Board of Advisors is the only UCLA Masters in Fine Arts film student to have written, produced, and distributed to theatres his academic project while still in the school year. Its hard to do this with a bunch of starving students out of pocket. There is a better tried and true way.

Example: If you know what you are doing as a producer, or are a media college, you may train a media student, say a Computer Graphics (CG) student who agrees to pay tuition of 0.35% of post-graduate income for 15 years, in exchange for every \$1,000 borrowed to learn from you. This is known as **Percentage As You Earn (%PAYE) finance of a**

Tuition Postponement Option (TPO) or tuition-debt works out to 3.5% of postgraduate income for 15 years for every \$10,000 postponed or borrowed. This includes a healthy 8% rate of return on investor's funds, and insurance on the loan. This was pioneered at Yale & Duke universities starting in 1970 to gain minority and female faces in the Ivy League. There were no defaults such as with *Rigid Installment Payments (RIP)s*. Borrowers agreed to have their IRS 1040 forms spot-checked, and to the amazement of the alumni capital fund, they not only PAYEd an honest percentage but even more. Why? They were grateful for the opportunity and the flexibility of the PAYEment charging method.

However, if additionally, you have your own production company and are doing Real Client Project Based Learning (RC-PBL) with a CG consultant because you don't know what you are doing and are discovering it creatively together; then offer students of computer graphics 0.5% of each show's gross receipts, similarly 0.5% for music, 0.5% for voiceover, 0.5% to an expert CG consultant on the show's opening 30-seconds -- explaining its PhoneVoter format and theme for audience participation. Everybody wins eventually, especially if the audience likes it an participates to buy what you are saying or selling. Young people have time to make mistakes, and typical second-career media people, can afford to take a chance on a winning show, or lose. Teamwork makes great things happen in media. Always offer an advantage to everyone, and they will be happy win, lose, or draw with an audience.

If a producer doesn't have to pay up front, their media project may have a better chance of success getting off the ground financially; yet it still is wise to make lots of phonecalls to relevant sponsors early on. Since only 3% of the creative industry works full-time, the other 97% of part-timers who have another income may decide to wing a chance on your idea. Doesn't hurt to ask. You might get to start videoing sooner.

In TV production, respect intellectual property rights, train people, listen to everyone and reward them for offering suggestions, and know that just because your show gets on air one time, that only a fraction of 1% will see it, <u>unless you rerun it a lot</u>, like an hour per day for 90 days at different schedule times and on different networks where it might find a slightly different audience. A cross-over hit is thus more possible.

- What does it cost to ramp-up <u>interactive</u> TV networks, series, 90-day show reruns, or ads? Its cheaper than you think. Make your show count among 252 timeslots per week, big time on a network relevant to your topic.
- No corporations nor politicians nor semi-interactive platforms can stop diverse opinion now. They keep trying, they lost.
- The only thing you have to fear, is fear itself. Your idea is...?
- What FITNA networks does your show fit on? <u>www.FreedomTVnetworks.com</u>
- Build your media arena, and get in it.

Distribution is figured:

TV by satellite: "footprints" downlink signal area is hemispheric, continental, coast-to-coast, east or west coast, region, or via network per encoded subscriber viewer, video-on-demand (VOD), encoded or uncoded business TV, no-cost open unencoded; satellite TV or phone uplinks are charged by minute and or second. There are different frequencies, some older satellites have 24 to 36 transponders, newer have 500 channels, coming soon 1,000 channels including Audio-Visual or just audio (music genres) or just video. Digital imitations of Federal Communications Commission (FCC) certain purpose microwave frequencies or channels like Digital UHF for community TV, or special language niche markets networked across America like *DiyaTV* have accumulated 50M viewers in the USA and overseas servicing TV needs & wants in: Mandarin, Tagalog, Hindi, Punjabi, Sindhi, and more commercially Spanish with Univision/Telemundo. Around-the-world side-links or up & down bounces create nearly global coverage if desired. Murdock's *Sky* and *Formula One Racing F1-TV* with 504M viewer per season. 90% of the telecommunications satellites in the sky are owned, leased, or managed by Americans.

In the 1980s, people in valleys in mountainous parts of the USA in the Ozarks, Rockies, and Appalachia were receiving open signal and "hillbillies" got very educated watching everything from The *Royal Thai Ballet of Buddhist Monkey Gods*, to CBS 45-minutes of raw video feed from overseas. They developed jaundiced views of the edited news stories down to 45-seconds that seemed to be the opposite, or omitting significant facts of what the long version was.

As the satellite audience reached 20M, crypto-key chips for subscriptions came into vogue in the 1990s and mailed by snail mail; but were deciphered in shorter spans of time to ineffectiveness. Shorter term broadcasting like political campaigns or business-TV had the option of turning off any of 300,000 receivers on a specific frequency if they believed an opposition person or industrial spy was listening. Still do if the campaign or company knows all the receivers. Few political campaigns ever understood the 1995 PhoneVoter TV Network promotion of having Media Precinct Captains who could record video of their candidate and replicate it on tape and later disks/thumbdrives and go door-to-door offering sample speeches promoting their candidate, or having neighbors tune into a channel where it was known in advance the candidate would be speaking. Grassroots organizing can take many forms of interactivity with packeted messages that people can respond to with time or money.

Today, interactivity is largely already available on devices, or can be programmed in a short time for a phoneapp for instance by organizations. The idea is to talk back to mass media and alter its direction of discussion, instead of being fed pablum 1-way. If you're a producer with content for grown-ups to decide on for themselves, then contact FreedomTVnetworks.com

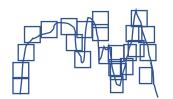
TV by coaxial cable or fiber-optic cable: to cities and suburbs by subscription or special interest packages (wanted or unwanted); fiber-optic cable has 15% penetration into city and a few rural markets with AT&T U-Verse along fiber-optic trunklines, and Verizon Fios bought by Frontier Cable/Fios. Internet turnouts from trunklines cost rural small town areas ~\$275k that also service broadband TV, high-speed Internet 80 to 200Mbps (million bits or bauds per second), and Voice Over Internet Protocol (VOIP) phone service.

Cable companies often are a hybrid of delivery modes (hush) satellite delivery downlink to a fiber-optic node, then to a neighborhood, and from there its lower grade coaxial cable. AT&T U-Verse is consistent with fiber-optic but is pricey and reached its limits of marketability at that price (Interactive TV could change that, hmmm); so AT&T bought 65M viewers by buying satellite DirecTV two years ago to expand its "reach". Yeah, they're a phone company but PhoneVoter TV and Interactive TV eluded their priorities or grasp. There are 9 major cable companies and the top 4 have a maximum reach of cities in 12 populous states, or like #4 Frontier reach 39 states with scattered service. The limitation is always the cost of laying cable.

TV by microwave relay: Very High Frequencies (VHF) and Ultra High Frequencies (UHF) that were part of Television broadcasting from the 1930s were reallocated about 2007 for the most part to other "vital" organizations than the then extant TV networks and local TV stations. UHF was to be for community TV as distinct from commercial TV. There are important opportunities to Interactive TV producers to know about the history of former TV stations in your area with call signs issued by the FCC. The FCC encouraged local TV stations to convert from microwave transmission and audience antenna, to digital broadcasting by offering stations who had paid for their microwave broadcast rights: 1 High Definition (HD) channel, plus a Standard Definition (SD) channel OR 2 audio channels. The audience bought digital TV that could receive satellite and cable signals that were yes, digital instead of a sine wave.

What does Digital mean anyway?







Analog Sine Wave

Early Digital attempt to simulate a sine wave

Modern digital "packets" are tiny to match

MELINDA

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MELINDA

As digital technology improved, the decision at the 1st 1980 and 10th 1990 National Computer Graphics Conventions in Anaheim, seen by those of there, endorsed the international decision to go digital and then increase from 580 "lines" of TV electron gun back & forth sideways resolution, to 1080 lines or pixels (the French went from 820 lines to 1080). This is similar to expected advances in computer screens as they upgraded from Cathode Ray Tubes (CRT)s to flat screen pixel activation technologies pioneered in the 1970s by Sony Trinitron. Decisions by technical conferences were also to change the aspect ratio from a square screen to a rectangular wide screen. This is High Definition (HD) now. Recent advances in HD have gone 4x that resolution and now 8x that is almost indistinguishable from reality, as introduced at the National Association of broadcasters (NAB) Convention usually held in Ls Vegas in April, and New York and Asia at other times of the year. Go and see 7 convention halls full of media technology. Computer Graphics or CG has both led and lagged this the ability to fool the eye depending on the screen and willing suspension of disbelief, particularly in giant theatrical screens. However, honesty and fiction collide when "photoshopped" together: Virtual Reality (VR) + Reality ® = Augmented Reality (AR)

Africa was still on 520 & 820-line black & white protocols until recently, and skipped 4 generations of development. Just the use of cellphones there to get trucks to agricultural fields and to learn which market needs their produce, has caused a 23% rise in farmers income every 5 years in Africa. Only 23 nations still do not have digital video protocols like Viet Nam and Ghana where scammers can pretend to be someone they are not because no visual is possible. Radio drama is alive and well in some parts of the world, only it lures lonely hearts via the Internet to send money.

TV stations with FCC issued call signs chose one or the other besides the HD channel. The long-term effects of this are worth noting for modern content. First, was to lose much local news via local TV as they sold the rights to that digital signal, sometimes to satellite or cable companies, sometimes they leased it to them. Radio networks going digital became interested in the audio ones; they too gravitated away from local news and issues. Interactive TV producers with a local or regional direction, should find out who owns what used to be

local TV station broadcast rights. The FCC sort of acts like a title company figuring out and recording who owns what among "public" airwaves that were auctioned long ago. The echoes of that old system Local issues have shifted to the internet, but what is local can become global with commonality. Community and government owned local channels are isolated and few efforts have been made to network them. FiTNA is looking for leaders who would like to.

Before we get into **Internet Protocol TV (IPTV)**, let's look at other terms you'll need to know with satellite and cable:

- 1) Satellite Backhaul = raw video/audio feed from an original source up to a satellite, bounced to a studio for editing or re-uplinking live to a retail satellite Direct To Homes (DTH). There are 20M older dish receivers, or modern ones encoded for private business TV (or limited by security measures to an intracompany network via the Internet).
 - For instance, think of the letter "M", a live camera transmission via backpack cellular, or backpack uplink aims UP direct to an *Inmarsat* satellite (their brand satellite constellation rings the Earth used with Hughes/Echostar/DISH) which is then relayed DOWN to a ground station, that transfers the signal to either **another UPlink backhaul satellite to reach <u>news directors</u>**; OR UP again to a retail subscription satellite to Direct To Home (DTH) viewers.
 - [Each bounce goes up to 22,500-miles high & back down requiring 1.5-seconds from real action]. DISH is in a bidding effort for the *Inmarsat* constellation around the world. Did you get that NEWS DIRECTORS? Even if no one else was watching the backhaul or on retail, and news directors like your upload of video feed, and will download it for relay on THEIR NETWORK NEWS, then millions more people will know your story exists.
 - C-band, Ku-band, Ka-band satellites are usually used for backhaul to an "origination studio" where editing occurs with the addition of computer graphics and with 2-way
- 2) Satellite Retail Broadcast Packager of Numerous Channels that re-send signals down to subscribers or known as DTH = Direct To Home.
- 3) Cable Retail Packager of Numerous Channels (using satellite or fiber-optic backhaul) to coaxial subscribers.
- 4) **Fiber-Optic Cable Retail Packager of Numerous Channels** (with some other modes of backhaul, if not fiber-optic itself).
- 5) Internet Protocol TV (IPTV) streaming free Video On Demand (F-VOD); channel subscription; or pay P-VOD; or Over-The-Top of Subscription or (OTT) as delivered (with or without free subscription paid for by a sponsor) or simply available and only demanded by a click or fingerswipe, again paid for by a sponsor.

Mass Audience Outbound 1Way Delivery methods with price estimates in green:

- Satellite TV Backhaul Ku, Cu, Ka... bands; some Direct Broadcast Satellite (DBS) broadcast, some east or west coast or nationwide. Volume DISCOUNTS available via LBISat arrangements with allies. See 2018 table
- Cellular Production ULive 4-phone# combo transmission from HDcameras; Network Innovations (NI) offers good prices as a FiTNA ally. These are both Electronic news Gathering (ENG) and if live a distribution method. Hughes.net also makes a cellular transmitter that looks like a small capitol dome that can be suction-cup attached and strapped to the top of a car. It works while moving through traffic. TVU also makes a cellular packpack. NI just did a demonstration at Universal MSNBC that linked cellular transmission with parallel satellite transmission, both from respective backpacks, and the signal was a third

- faster than just the cellular and with better resolution. **Cellular is slow** after you have the video or while buffering it. A 5-minute segment might take a ½-hour to transmit, but that is still faster than trying to run video through a traffic jam, and better than when a microwave relay from a media van cannot always get line of sight to your origination studio or intermediate dishes, with skyscrapers in the way.
- Network Innovations (NI) Backpack Journalism Satellite UPLINKS Hughes.net 9211 (a small uplink about the size of a thick book) up to an Inmarsat for down/up relay to retail satellite such as DISH Echostar or DirecTV birds OR a fiber-optic node for a trunkline to cable or other form of re-transmission around the world. Backpack Uplink is \$6k including the case, and Inmarsat time HDTV is \$22 per minute, voice only is \$6 per minute if you want to do live remote radio or talkshow. You can broadcast from the middle of somewhere, anywhere on Earth, a desert, and ocean, wherever there is a story, to an audience elsewhere on Earth -- live. You can also send your content to a studio from anywhere, and they can add PhoneVoter & donation graphics. FiTNA ally Skyline Communications recommends a slightly larger uplink dish with stronger throughput if you are in a harsh weather area. It can fit in a suitcase as distinct from a backpack, but will get the job done.

Another feature that international correspondents have discovered is that customs officials in some countries that will normally want a bribe for approving entry of a satellite dish with a reporter, are as yet unaware that an uplink can be that small, and avoids the hassle in petty dictatorships of delays and extortion by states.

Keep in mind, this live camera distribution is also audience input from on-location. That is very powerful if you are videoing and interviewing in a starving village where people are falling over dead, and you ask an affluent audience in America to help NOW, you just gave away the crew's food. 30 years ago, Mary Anne Mobley, a former Miss America, did this with a clenched teeth smile in Africa, to get the audience to call in with credit cards while holding an emaciated baby. Not surprisingly, they did. Save The Children learned somewhat cynically, "Bloated Baby Gets the Bucks" even when talking about education in a remote village. However, dark & light Dramatic Form has its limits to credibility and the audience better see you are really solving a problem live too; on interactive TV, liars are toast. Problem-solvers are winners who retain audience and gain their support in a variety of ways.

What does it cost to get equipment? For starters, live mobile can be cheaper than in a studio.

Cost varies from cheap to mega expensive. Depending on what you want and need.

BE A WALKING STUDIO: vidcam, mike, link live; laptop edit.
Or LiveU cellular HD transmitter; pay for 4 grouped cell-numbers

A backpack High Definition Resolution (HDR) *Hughes 9211* satellite uplink is \$6k; send @ \$22/minute to millions of folks.



➤ <u>Satellite TV quality options</u> with relevant HD 4D cameras & uplinks' from fixed or remote studio, truck supporting 4-cameras, van, or backpack the image is the same (have a good shotgun microphone or ceratoid mike and perhaps a 2nd crew person to handle just sound:

Digital High-Definition (HDTV) [See per show production, distribution, interactive cost breakdown] Standard Definition (SDTV) & (SDTV+ is not quite HDTV but can be if keep adding cell & satellite signals) SDTV Audio Music/Talk Signal – Regional, Nationwide, Global Distribution (Prices below: >SDTV)

Satellite TV Network Packagers

(DISH) Entire Channel 24/7/365 DISCOUNT <~\$5.1M/year; non-profit major discount on the Starfish model for 501c3 courtesy LBiSat and DISH;

(DirecTV) Entire Channel DISCOUNT \$5.1M per year; 90-days entire channel TBA >~\$1.3M and renewable. An Hour Satellite Time Retail varies: \$150 low time to \$1,500 primetime, \$600 average audience value. (This does not include other satellite uplinking, production cost, cloud interactive, or other distribution.) Compare \$1500 primetime coast-to-coast for as many viewers as to a retail regional cable company coverage of 5 states which can be \$7 to \$5,000 prime time for a 30-second spot ad, and larger cable companies covering 27 to 39 states are a bit more. Satellite distribution is a better deal for half the population at 1/5th the distribution cost, while cable's internet, phone, VoiP is a better deal for audience response from half the population. Satellite viewers in homes usually already have cable connected devices or telephone company accounts, so they are the cheapest to reach and get feedback from 100% out and 100% back;

adding cable will double costs on distribution although device reply may be cheaper from cable companies offering voice & Internet. 20M cordcutters with just cellular smartphones with available WiFi or signal amplifiers for WiFi for \$40, rely on streaming distribution; and audience feedback is much cheaper as they have already paid for its access unless it's a subscription phoneapp. Cordcutter will reach 32M by 2021 yet they are beginning to subscribe to niche interests that cost them money! Not sponsors all the time.

► <u>Internet Protocol TV (IPTV) Streaming</u> 2/3^{rds} market rate DISCOUNTS via *Netinsight* if with new interactive TV shows on IPTV Free Video on Demand (VoD) to Devices, or pay subscription. Rule of thumb

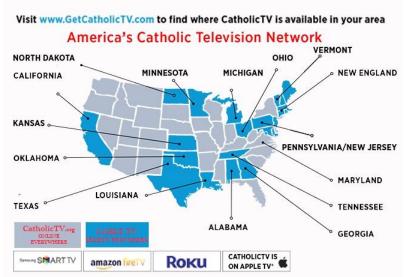
on pricing Over-The-Top (OTT) of subscription services like Hulu or Netflix, directly to a smartphone or computer: Sponsors must cover 10-cents per viewer per video show, be it half-hour or hour at this time 2018-2019 (subject to change); versus usual 10-cents per viewer per 10-minute interactive non-video quiz show! HP has a trivia quiz for 10-minutes that 2.5M players/week use, advertiser pays \$25k to reach them. [HDTV Streaming delay is only now 3 to 4-seconds from a racecar to your smartphone! Broadband SDTV 4-5-seconds if from a studio with no moving background; if street background is moving 7-8 seconds delay.

This is close to real time with digital device feedback handy to interact with the streamed TV show. 2-Way is here phone, click, swipe in response to what you are seeing on one or two devices being used at the same time! 1-way in another way out! Computers and things like Apple TV make it easier to click back sass.

- > <u>IPTV Free Subscription</u> / Smart Request Notification [can be OTT such as some YouTube subscriptions]
- ▶ IPTV Pay for Video on Demand / Recording [is what OTT is over the top of, it can be VOD but is not necessarily pay subscription and could be paid for on demand, or for no-cost subscription or no subscription to the viewer. Its just there for participating with. Market rate has been 10-cents for 10-minutes. A combo of Facebook & YouTube constant streaming video is \$40k per month] FITNA OTT with Netinsight has advantages to that with proof-of-concept interactive TV that is 2-Way. 58% of the American audience is already on a digital device to see TV capable of 2-way, and between 70% to 92% of Americans have a computer or smartphone.
- Our satellite coordinator LBiSat has a moderate amount of in-house cloud capability for starting you off as a new show with audience feedback, and then you can gain your own servers, internal to external cybermanagements, and scalable external cloud services in case you are a hit. We can help.
- Niche markets might point you to allies like FiTNA. FiTNA with the best streamer can provide you for 10-cents per viewer for a whole half-hour or whole hour at hi-resolution and hi-speed graphics if you have such on your show, if its talking heads, its still the same cost. Delivery to a smartphone from a racecar is 3-5 seconds, to cable 5-7 seconds, and satellite 7-10 seconds lag from the actual event. That is pretty close

to real time if you want to send a message or PhoneVote...buy something.

Fiber-Optic Cable Subscription Network Packagers (5% to 15% market in major cities: AT&T U-Verse or Optimum improved FioS Altice One iOS in 8 major cities mostly east coast,...) AT&T Fiber-optic U-Verse with AT&T DirecTV satellite is basically included in the one channel price quoted for during 2018 of \$5.1M for the year. Pretty good, huh! Now you need 252 producers. FiTNA needs 900 to 1,000 right now to do their thing. We will assist.



Coaxial Cable Subscription Network Packagers (Comcast, Spectrum, Frontier,...) TBA Nationwide ~\$5M+

Unlike satellite where there are just 3 main functions to reach coast-to-coast, there are 9 major cable providers, and there is no one-stop shopping for nationwide cable except through major ad agencies' media buyers. We're working on this with them. Cable companies may cover urban areas in 5 states to wider coverage in 39. None are all 50. Scattered cable companies historically used satellite for backhaul distribution, more recently in cities they use fiber-optic trunk lines. Cable has its cost limits into suburbia;

but gets too costly per TV household in rural or mountainous America to dig and lay down cable between houses far apart.

All cable viewers combined, are more than satellite DirecTV viewers, but not more than DirecTV Network plus DISH Network satellite viewers. Its about halfsies each major method of distribution: satellite or cable. IPTV overlaps these user statistics about half, while Nielsen statistics indicate mobile device viewing of video in 2019 will surpass hours on static bigger screen TVs.

Cable's decade decline to cheaper satellite broadband TV prices has slowed; and is having a resurgence with some newer technologies and the fact that cable coaxial/fiber broadband internet and phone service is still cheaper than satellite for the same high quality or speed. Satellite TV viewers already have arranged alternate service providers for their landline or cellular phone or VoIP, and most slow Direct Service Line DSL or high-speed Internet through a co-axial cable company ranging from 10Mega bits per second, to usually 75-100Mbps, and via fiber-interactive-optic-system FioS (pioneered by Verizon and sold to Optimum) 1000Mbps or 1GBps. Really high-speed Internet. Thus, 2-way interactive TV is routinely possible for over 70% of TV households or cordcutters, even if the TV distribution and audience devices' feedback is via 1 to 3 companies or more.

TV EVERYWHERE Phoneapps, December 2018, 80 TV Network Channels at present play on these phoneapp protocols with internet/telco/tv providers:

- 1) 6 main Web browsers: Google Chrome/Microsoft Explorer (MS just surrendered and refers people to Chrome, Yahoo/Bing, Mozilla/Firefox (same creators), Apple Safari, Ubunto...
- 2) Android 4.2+
- 3) AppleTV
- 4) iOS 9.0+
- 5) Roku 2nd gen players and tv
- 6) Amazon Kindle Fire, Fire HDX 2nd gen +, Fire tv
- 7) Playstation 1+
- 8) Windows phone
- 9) Samsung smart tv 2012 models and newer models
- 10) Xbox One and above
- 11) and others as Internet connected devices...

Thus, TV Channels as typically defined by retail satellite or cable (like *National Geographic Channel*) offering a constant low repetition cycle of TV shows (at least on 8 hour cycles of different shows) are also distributed on 1 to 4 protocols, while higher cost subscription channels trying to reach all devices like *HBO Go* carry 8 and are working on more.

Hulu and Netflix are essentially their own channel phoneapp carrying others' video. They are making about >\$6B revenue each, so some folks are watching them enough to support original content programming for the last few years. Disney just bought another 30% of Hulu to reach 60% majority ownership and Disney will soon have its content on that or another branding name something like well *Disney Channel VOD* and or *ABC* and *ABC News* also distributed there.

Note because these protocols are already on Internet-enabled devices for distribution; they also offer audience feedback CAPABILITY that FITNA is arranging for producers to produce for audiences and audiences to produce for themselves. FITNA is creating its own truly interactive channels and phoneapps with investors, sponsors, & producers' interest to lead by example. We're happy to have you lead on in your own way with your own opinions.

- Satellite Radio: Direct Broadcast Satellite Retail(Sirius/XM) Inquire; coast-to-coast distribution for live/recording/replay/play via existing radio station networks (Clear Channel, IHeart) Inquire + website design. FiTNA thinks there is potential for broadcasting: the audio portion of TV shows, past or present, a PhoneVoter Radio Network in tandem with PhoneVoter TV Network or its own programming ideas, rescuing a century of 1-hit wonders from garage bands from Musician Federation Halls (with general rights liens so if the tunes in genres or decades make money, their families can be rewarded) which can be broadcast on satellite TV audio, satellite radio, cable audio, radio, phoneapps,...
- ▶ Microwave relay, AM/FM Radio & Network Distribution expansion regionally Inquire per network or cities. Electronic News Gathering (ENG)is still sent across town from video vans via microwave dishes usually from telescoping extension poles above the van. Broadcasting still works in parts of the world on microwave on older protocols this way. Radio reception has not had to go through any transceiver to date meaning no one else has to know what you are listening to, however, auto makers' newer vehicles are centralizing radio into their video-satellite and transceiver capability, and now the NSA can know what underground and pirate radio stations you listen to. The revolution will still be televised.
- > <u>Satellite Relay and Direct Signal Amateur Ham Radio</u> non-commercial and emergency oriented. Many emergency and 911-dispatch systems integrate these into natural disaster and manmade disaster services.
- Commercial-less Subscription Filter Devices/feedback (TIVO...) Inquire
- ➤ <u>4G Low-Earth Orbit Satellite, Telecom Aircraft /Hovercraft Bounce, 5G Dirigible Local Broadband Bounce</u> regional nodes prices TBA ideal for remote Education, encoded business conference TV networks, HDTV...
- Solution Satellite/Streaming/Cable For instance, FITNA is ramping up GlobalSphere Diploma TV via satellite in alliance with www.worldmentoringacademy.com that already has 840 independent study distant learning Kindergarten through Colleges courses linked, and for \$25 you can get a mentor for anything. There are many educational networks and distribution and feedback systems that are near glitchless, and in business for 20 years that wish to reach more students through new, cheaper, and better systems who can return tests via airliner bounce or low flying dirigibles or Low Earth Orbit (LEO) nanosatellites. Space-X has got a contract for placing over 4,000 5G small sats into orbit. Sky+Iridium or Skyridium now, has for 20 years had goals of doing just that with original backing from Bill Gates, primarily for education. Efforts like laptops for every child, tie into these relay goals.

Business TV (BTV) for corporations with 60,000 employees being able to give feedback to the CEO has also been done for 25 years, and global church conference networks are routine for 40 years. This is not new. Got a message, product, or service that you'd like a global audience for that can give feedback across the world? Its doable.

Does your school teach *World Trade Languages* from the elementary level up so your country has a strategic advantage,



or are they and you stuck like America in English-only cultural pride doom? DISH Network offers 26 languages of outside America foreign TV channels from 300 countries and cultures for \$20 per month.

Do you know International Phonetic Alphabets (IPA)s? ABBA singers do. Since 1936, English phonograms of letter combinations have been taught as better than sight-reading in public schools. See www.spalding.com as English has 70 phonograms and a few more sounds that can be learned by popularity of use. Know those, and there are only 27 rules to learn 85% of English; Spanish has 35. Spalding Education has a phoneapp for phonograms & phonics for \$4 on their website.

Closed Captioning SAP in 40 languages is currently done on contract. Two major firms do so. FITNA can guide you to them.

There are translation live companies, though pre-recorded is easier and cheaper; and somewhere the sun also rises and more people are awake. However, keep in mind, 25% of people are up midnight to dawn and at jobs -- with TV or media on to keep them awake. As the world turns, you can be interactive for solutions from many different perspectives.

There are already 3 nearly global satellite TV networks. Even Hamas and the Chinese Communists have their own telecom TV satellites; however 90% of satellites in the sky are owned, leased, or managed by Americans.

Isn't it time Americans got into cause-marketing? The free-market can be used by those that advocate it to solve problems personally for every one. The minority-of-one, is important to know, to agree or disagree with. Open communications for all opinions to confront all opinions, no matter how disagreeable or even advocating violence in general, must be done so you know who and what you oppose. Ignorance is not bliss, when violence gets personal. It always is. Then you have a better chance of knowing who puts thought into action. Hate is also driven by suppression, and censorship, not isolation in open forums as absurd. Driving either tyranny-advocates or freedom-advocates underground, does not make them less troublesome to powers that be, but moreso in freedom to arrive at solutions without violence when the powers that be are institutionally violent as a governmentality to control others who do not violate the physical rights or property of others. FiTNA prefers the Volitional Science of handshakes, kisses, and personal investment contracts in secure freedom -- instead of the Social Science taxation, regulation, and redistribution by force in insecure tyranny by police power and military; however, all voices will have their chance to be seen and heard. We educate producers to cope with that technologically and personally with issues and aggravating folks. The audience can also choose to reject all panelists and the host by PhoneVoting None of the Above (NOTA) because they think all panelists are clowns to the left of them, and jokers to the right. Start all over again on the problems and solutions.

Our leadership in years past concepted n 1982 *Radio Free Asia* as a commercial non-government and more credible voice using the previous year's commercials sponsoring it. Recommended in 1977 inkjet printers to be sold in mainland China to create some diversity of opinion. Now Asia is a commercial powerhouse and may question 4% of their population engaged in central planning and state ownership of media. We have assisted individual liberty undergrounds with buried printing presses for samizdats from the 1960s, to in the 1970s digital dial adaptors for more precise frequency tuning of short wave radios, so no shouting for gain was required (never sold to police forces or security forces worldwide). When short wave radios were manufactured with digital capabilities and put into the hands of dictators and internal security forces, it was too late for the regimes from Russia, South Africa, Argentina and elsewhere. Freedom works well when it listens and can organize.

In America, some of our board members pioneered audience feedback PhoneVoting and Telepolls with presidential candidates in 1992 inviting all 64 to participate. There was demopublican pushback for their bi-partisan brand in 1993 creating their self-commissioned *Presidential Debate Commission* to keep third parties, independents, and less elite candidates unknown. See PhoneVoter.us We do not sue with force of

law, nor endorse suing to force candidates' way onto a private obviously exclusive stage offering 17 people at a time in a boring soundbite-a-thon with a handful of canned soft question-askers, and that the audience cannot talk back to even if they call it a townhall.

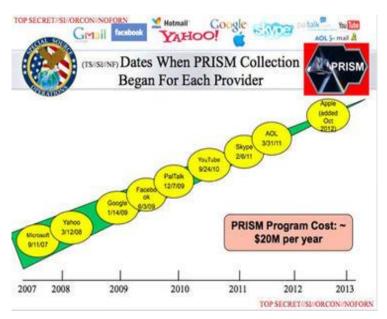
Today, instead, the candidates and people can push back with an invitational to all 1,500 candidates to debate 1:1 in many rounds during the 2019-2020 in the All Presidential Candidates' 1:1 Debate Tournament. If some candidates or parties don't want to play, they forfeit behind an 8-ball, and let their opposition have their say anyway -- with the audience asking better hardball questions. There were 1,350 presidential candidates who declared in 2016 but most Americans never heard of them. How did that work for you? Interactive TV will change that lack of name recognition and what that name stands for. America's got talent.

Today, FiTNA stands against governments or other criminal organizations accessing your clicking interest in any media, period. We do not encourage nor use systems that keep any of your data without your permission, nor allow access to it if we know about it, we do not censor (although we may label a source for what it really is), and encourage producers to do the same for our cooperation. We find the "surveillance state" with its data centers both unnecessary and sad for America. There are other data centers designed for open discourse. Talk to those you think are crazies, it works, even on those who want to stifle debate and dehumanize others. A bit more humanity wins every time, and for every alternative solution offered from the dung heap of totalitarianism to the shining free trade city set upon a hill. Show people what's really going on across the globe. Create shows to talk to anyone on Earth with a backpack uplink. Call FITNA for more information on prices to reach cultures or countries you are interested in interacting with, especially individuals.

See next page for some FiTNA cooperation / non-cooperation policies

Audience Interactive Formats via Telecommunication Devices:

Note: the interactive audience feedback options listed below are by FITNA network policy all <u>without</u> <u>censorship nor shadow banning omission</u>, as <u>all opinions are welcome by FITNA policy to assist those who</u> <u>wish to be FITNA producers of interactive TV shows</u>. We caution you to understand and disagree with all policies of the National Security Agency (NSA) and those of the Federal Communications Commission as related to it in spying on Americans communications, choices, Internet interactivity, debate on solutions.



Notice: As a producer using the cloud for audience interactivity, you will encounter data centers either owned by or cooperating with the *National Security Agency*. The NSA's budget is officially 11x larger than the CIA. Its programs all 3 branches of government say they were uninformed of, lied to by its officials, and only the original truthteller about their violations to Congressional oversight +2,000 times per year, self-exiled NSA spy Edward Snowden, who clued Americans in on surveillance programs on them like "Juggernaut", "Loper" and The "Boundless informant" see their multitude of collection project names so you might not think

they are NSA, but government-business (fascist, neo-conservative, or neo-liberal) partnerships: https://nsa.gov1.info/dni/boundless-informant.html are known. Avoid and or fight them. NSA's newest multibilion dollar data center is in Utah on a fiber-optic trunk line there at a nexus to CA, OR, & WA. The NSA collects billions of sets of media and "metadata" data on all Americans per day, as well tens of millions on our allies electronic traffic, and hundreds of millions per day in Afghanistan, Iraq, Pakistan, India, and Saudi Arabia, and in other nations. If you don't refuse them or ignore their racketeering and blackmail of you, you will not have FiTNA's cooperation to suckerplay your audience to them. We can take the Internet back from sneaky fraudsters and enforcers. Educate yourself, see:

- Freedom Of The Press Foundation https://freedom.press/about/board/
- Courage Foundation https://www.couragefound.org/ that supports the official websites of heroic whistleblowers on: corruption, spying on formerly free and unfree peoples, endless state and contractor excuses for wars,
- WikiLeaks https://wikileaks.org/
- Electronic Frontier Foundation https://www.eff.org/
- The Open Data Institute of Sir Tim Berners-Lee "Father of the World Wide Web" and Sir Nigel Shadbolt on Artificial Intelligence programming alternatives to non-permission data mongers 2019 https://theodi.org/
 Sir Berners-Lee is also a Director of The World Wide Web Foundation https://webfoundation.org/ for policy & The World Wide Web Consortium (W3C) https://www.w3.org/ on its technology standards.

Also see games that people & dictators play with the Internet Corporation Assigning Names & Numbers (ICANN) https://en.wikipedia.org/wiki/Icann for history on decisions, and thoughts on where we are going.

❖ Prices for various tally formats are based on simplicity to more choices and anticipated audience interest and size for our graphics inviting interactivity, and cloud services to handle audience opinions' trickle or deluge. Prepare for "consumer stampedes" after viewers are engaged in the topic. We have an adequate amount of in-house cloud connectivity with audience devices, though we can plan for scalable to millions of people responding simultaneously to TV nationwide, although that involves a variety of regional phone numbers for our contracted server expansion on demand, and coordination with phone providers. Also prepare for popular rejection of the NSA.

A dozen years ago, Steve Jobs announced the iPhone. Since then, smartphones have become a second brain and entertainment center to people. and overlapping satellite and cable is just of those subscribers also watching video on smaller devices for convenience or budget. Cordcutters are 10% of these folks. Subscription smartphone and tablet-oriented content that can also be connected to a larger screen is doing well, from nearly nothing in 2011 to \$504M annual revenue. Amazon Prime(time), Hulu, and Netflix are sought after expensive stocks, even though Netflix price to earnings ratio is 248:1. That's a stock counting on the future. Hulu is now owned 60% by Disney, plus Comcast, and ATT's WarnerMedia. In competition with Netflix, that also has some ATT WarnerMedia ownership, a content-filled future with these is being capitalized.

However, Netflix coming attractions are still discussed as passive viewing, although the interactive selection of what viewers choose to watch, is popular. Netflix, in Oct 2018, just raised its monthly rates \$1 each for both basic \$11 and premium choices to \$13. The purpose is to afford to produce more **original content**. These usual October price raises have largely gone not to only technology updates, but to make productions and distribute them themselves; instead of buying it or contracting for it. Producers like Disney or WarnerMedia adopted the idea of riding the horse that is herding them.

If FiTNA can create a similar but more interactive content, with the capability already in people's hands to be more interactive with not only phoneapps but features inherent in smartphones, including cameras. This is the 9-figure level of revenue and profit can be realized in a handful of years. Not based on merely overpriced stock, but on real viewers buying real products, stories, and ideas.

For example, a small \$80 to \$250 infra-red (IR) lens adaptor over a smartphone lens, allows anyone to aim their camera at otherwise invisible-to-the-eye 300 kinds of pollution leaking out of worn-out valves and spewing out of cracked pipe joints. \$90,000 IR cameras made this kind of reporting by angry soccer moms a bit pricey; not so much anymore. Reinsurance and medical sponsors can help grassroots organizing locally, and as seen globally on interactive TV where 44% of the ageing refineries in cities worldwide do this, worse they still use Hydrofluoric Acid that can kill an entire city if any of their 55,000-gallon tanks rupture. Imagine this as a promo ad on your interactive iPhone about 50-year overdue safer upgrades to making gasoline:

Participate in *IR-Eye* at 4pm from Los Angeles, California; from Superior, Wisconsin; Philadelphia, Pennsylvania; the Ruhr Valley, France; and Shanghai, China. Brought to you by *Munich Reinsurance* who knows that for every \$1 invested in *Anti-Pollution Bonds* to improve air, water, and soil quality -- \$61 doesn't have to be paid out in medical claims, or worse \$32 on death insurance claims. Our caring saves lives, and all of us money. Buy your bond today for your neighborhood, fill in your zipcode and press the IR-Eye buy button.

(See? Media matches the message, and the message matches the media, going 2-ways.)

Scroll down to see the new documentary about the Husky Oil Refinery blowing up with 6 more explosions as the oil company spokesman says that "Everything is under control" last April. This lie challenged the firefighters to set their waterhoses on automatic, aimed futilely at the Hydrofluoric Acid tanks. Thinking they would all die in place, they bought the time for their town to evacuate. The movie "Everything Is Under Control!" needs crowdfunding, click on that too while your at it. Then see www.19minutes.us the movie Hollywood stars joined in to make with citizens of Torrance and Wilmington, California, because they didn't want to see everyone in Hollywood die for uninsured obsolete oil refineries' wanton neglect. It's a lot harder to evacuate a major city. Ever been in a traffic jam when there is 19 minutes until you die?

That's not merely entertainment, that's info-tainment, that's edu-tainment. Save your neighborhood today. The message is to oil refinery LLC CEOs across the world: Upgrade your refinery or we'll buy it out, and move it out to an artificial island with modern and less deadly processes. Oh, and you won't get your golden parachute, since you don't care about liability, limited or otherwise, and haven't for 20 years turning a deaf ear when you could have done something. Check out IR-Eye tomorrow on your smartphone or tablet for more exciting neighborhood action by the moms of FLARE in Torrance protesting the emergency gas flares there that should not be flaring at all.

IR-Eye recommends you click on the interactive show "How it Could Be" next.

Smartphones, App Stores, Computers, and CABLE High-Speed Internet & VoIP

FITNA is contacting at least 9+ major cable companies (negotiating with 1), and 5+ telephone companies (telcos) to bring down the price of distribution with interactive audience feedback in mind. Some of these major Cable (fiber-optic/coaxial/hybrid) companies are also telcos, with their brandname in capitals are:

- Comcast 1967 XFINITY (Time-Warner-AoL 2015-Brighthouse 2016-[GE]NBC 2015-[Vivendi]Universal 2015-Dreamworks Animation 2018-Sky PLC Cable 2018, Spectrum Mobile 2017, purchased AT&T Broadband 2001), 290+ channels, 130,000 employees BBInet, Cable, Digi Cable, DigiTV, Home Security, VoiP, satellite/cable Europe, cities in 37 states
- Charter <u>SPECTRUM</u> 200+ channels, and <u>Spectrum.net-TVeverywhere 80 Channels</u>, 94,500 employees
 BBInet, Cable, Digi Cable, DigiTV, Home Security, VoiP; cities in 14 states
- <u>CENTURYLINK</u> (Level 3 merger 2018) 51,000 employees fiber-optic high speed internet TV, maybe some coaxial, maybe some hybrid, #3 telecom behind AT&T & Verizon, 37 states
- FRONTIER Fios [purchased from Verizon] 28,000 employees 4th largest Digi subscripton, telephone,
 BBInet, DigiTV, Computer Support,#3 cable in cities in 39 states
- AT&T <u>U-VERSE</u>, 550+ channels, 5% to 15% market in many major cities (price included for a whole channel on DirecTV satellite 330+ channels & fiber-optic U-verse is \$5.1M per year volume discount)
- WOW Wide Open West 6th largest cable co with 774,000 subscribers
- MEDIACOM 7,000 employees, cities in 22 states
- RCN (6 eastern major cities Boston, NY, Chicago,...)
- CABLE ONE 100+ channels, 2,000 employees
- OPTIMUM with Altice One devices iOS improved FioS (Cablevision NY area)

Telephone Corporations (Telcos with nationwide coverage)

- AT&T (has DirecTV satellite & U-verse but doesn't seem interested in 2-way audiences)
- Verizon
- Sprint/Metro PC (merged 2018)
- Retailers of phones Samsung, Apple, Cricket,...
- Potential telco DISH Echostar via other means than cell towers or cables within 2 years
- Baby Bells (regional telcos) that haven't been bought by other cellular phone or media companies

There is no oligolopoly in telecom, just a variety of big players. Some elitist CEOs haven't pushed interactive TV 2-ways for the past two decades its been possible because some managers just like propaganda. Unfortunately for them, they can't control so many competitive technologies anymore that are frankly within the affordable reach of smaller organizations. One hand clapping is boring. Their ratings and desertions of even true believers in their undisturbed line of thought, want to hear views challenged. FITNA understands that. Welcome to diverse opinion, checkable reporting, and editorial functions that include competitive views, and the audience can make up their minds after participating in getting at the truth and solutions.

PhoneVoter TV Tallies of audience opinions are at the bottom of mass audience's TV Screens, Websites, Phones, and Phoneapps, and will appear along with the TV show's Talent in these formats or more if you think them up. FITNA will help you with decisions in the cloud:

- ✓ Yes/No
- √ Yes/No/Other/Undecided
- ✓ AGREE / DISAGREE
- ✓ **Dual PhoneVotes** on: 1) the topic Yes/No, & 2) any use of law or military force Yes/No. These two choices un-confuse the audience and is a network requirement to producers; if no force is at issue, then 1 choice is all that is offered.
- ✓ PANELISTS ABCD favored/disfavored/neutral, and None of the Above (NOTA). The latter is also a network requirement of producers.
- ✓ Cumulative Tallies for a specified period of time like a Debate Tournament rebroadcast all hours of the day & night numerous times for exposure to the maximum number of people, at convenient times for viewers, until the final Four or Final Two; or reruns forever.
- ✓ Gradient Lines or Meters on Strongly Agree to Strongly Disagree on: Esthetics, Info, or Solutions
- ✓ Audience participation meters
- ✓ PhoneVoting on who the host(s) or judge(s) will be too, depending on the topic in anticipated shows
- ✓ PhoneVoter Radio tallies addition to TV distribution
- ✓ Auctions, silent auctions, real time or over time in replays
- ✓ In-studio audience comparison to TV audience PhoneVotes
- √ Focus Groups of an entire audience to adapt messages in Cause-marketing, PR, or Ads

- ✓ Encoded Business Conference TV with all the employees, customers, or both
- ✓ Precinct Media Captains, or other territories like District, City, County, State, Nationwide
- √ Sales Territory Competitions
- ✓ Grassroots or Townhall meetings that evolve previously unknown spokespersons that are then visually labeled for PhoneVoting on solutions to a problem by the audience
- ✓ Multi-Language Translations on tallies, and Global TV tallies
- ✓ Gamer decision-trees and best of type contests

Our modern telecom devices have capabilities that require programmers to get the most out of creatively for you, some of which will indirectly or directly end up on the TV screen of many viewers; and programming to keep them updated:

Text

- ✓ SMS
- √ Textbox on websites
- √ Tango, Whatsapp, and other secure crypto text, voice, video important around the world to get the
 word out versus the secret police.
- ✓ All countries have texting with a dozen exceptions. Only 26 countries do not have video on media like WhatsApp, Google Hangout, Facetime,... like Ghana, Nigeria, Vietnam,... and these places become voice and text scam center because you cannot match the interaction to a person in real time. They can pretend to be someone else until you finally catch on due to a cultural error or you've lost your heart or money.

TV Remote Control's

- ✓ ABC interactive choice buttons
- √ new "Add To Cart" button
- ✓ Commercial-less Subscription Filter devices (TIVO)

Voice

✓ Landline, smartphone, cellphone, cable phone, satellite phone, pager, recorder

VOIP (Voice Internet Protocol)

- √ To human operators, phonetree, & or inquiry/question recorder
- ✓ Smartphone, cellphone, cable phone, satellite phone, pager, recorder

Comments

- ✓ Instagram,
- ✓ Website text boxes, phone textboxes, phoneapp textboxes with choices
- ✓ Survey site link choices and "other" or "question" or "comment" boxes
- ✓ Scribble writing
- ✓ Maps with links to cartographers Google Maps, Google Earth, car maps Northstar...

- ✓ Phoneapp feedback and star or letter ratings on restaurants to corporate liability videos & shows
- ✓ Other audience members can rate and label other commenters, particularly obnoxious ones as there will be no censorship, no shadow banning, no benevolent protecting the audience from fools who can only be known as such if present to be accounted for, albeit negatively, unpopularly or positively with a new solution.
- ✓ A general policy is accommodating opinions, then asking for a donation or sale.

Uploading video, pictures, charts, art, cartoons

- ✓ **All file formats for pictures,** modified pictures, or videos or animates: .jpg, .png, .mov, .pdf....either *iMovie* or *PC* editing software is easy to use. Some titles and special effects can be used in a smartphone, and then uploaded.
- ✓ Editing has a number of formats matching protocols of Apple or PC. Final Cut Pro, Lumiere Premiere, and other editing software for visuals and music can be less than \$100; some game stations are adequate video editors too, just ask a teenager who has invested the time to learn. Play with these, you can learn in 20 hours that have lots of templates; some without templates for more artistic editors or CG artists are AVID.
- ✓ For larger files transfer sites: Dropbox, One Drive, Google Drive, iCloud,...
- ✓ For very large files, a File Transfer Protocol FTP sites
- ✓ Services for high resolution image transfer from scanners of paper, celluloid, videotape, or other archaic modes of recording
- ✓ Instagram IGTV uploading to an hour long video (new Sept 2018); Twitter, Facebook, other social media links...

Screenplay Writing for TV, Movies, Ads

- ✓ There are 77 Elements of Dramatic Form when you want to tell a story, especially fiction or a docudrama to set the topic for a panel show or crowdfunder. See www.WritersStore.com for a variety of these. Some simple formats that assist usual typing formats for writers and directors as used in TV, movies, ads, and plays are in Final Draft for under \$50.
- ✓ Storyboard art and intercut action used to be done all on cards or 3x5" index cards; today they are all stretchable in computer formats and color coded to keep track of the action.
- ✓ Probably the best teacher, example, question-asker software program to move a good story to a great story, by seeing what's missing, is *Dramatica* professional is over \$100 while academic versions are less than \$50 if you are in a school. They use examples from well known screenplays to get the point across. It will ask questions like: What is your heroe's special ability? The hero's vulnerability an opponent can take advantage of? What is your hero's sidekick? If you don't have one, get one so the audience can know what's in the protagonist's mind instead of talking to themself. What kind of sidekick? Comedic, a sounding board, a dynamic duo?
- ✓ "How To Write A Screenplay" books are also listed on WritersStore.com plus seminars, webinars, and contests (usually an agent is a prize). Take a more academic class in Screenplay Writing, Music Scoring, Editing if time is more available to apply fundamentals. Your English teacher was trying to show you how to make a living, but just didn't tell you that. Better late than never. Not every producer is a writer, those that are called "series runners". A good business head can work with other creative types, everybody just does different tasks. If you are a one-person army, fine, but its hard to do all this stuff

without a few interested friends, allies, and sponsors. FITNA is rounding up a lot of them to make interactive TV possible, but its your production and your responsibility to make the phone calls to get talent and money.

Pledges of time or money at a later time

- ✓ **This can be telethons begging,** with live operators standing by or auto-phonetrees programmed with the Art of Asking. Have plenty of ways to reach your producers for business, not just your expected audience. Other business people will want to play with you and they have money. Make it easy for them to reach you through all sorts of portals.
- ✓ Pledges can be in real time as a racecar racing for charity rounds a track, which amount depends on performance. Split screen abilities from the car also have the track segment looking like ants, replaced by a pre-recorded pitch by the driver for the viewer to donate to their charity or a fundraiser. Distribution from the racecar to a smartphone is 3-seconds by our FITNA streamer allies. 4-5 seconds via cable. 7-8 seconds via satellite. Near real time to interact back too. Pledges on the relative place of the car winning or losing, are pledges in advance of the result and will be quantified. Other website abilities and human operators standing by can answer questions or accept a purchase or donation too.
- ✓ Crowd-funders are enhanced to a niche audience that will more likely care about the topic to invest or support.

Petitions, boycotts, buy-cotts

- ✓ Petitions for relief of grievances as a threat to lead to peaceful retail boycotts to effect a wholesaler or grower often get results. If a store like Home Depot or Loews is selling Round-Up neo-nicotinoids that effect the strength of bees or have a carcinogen argument going, they will listen to customers in the court of public opinion now, far more than lawyers with delaying tactics in court. Boycotts of both those stores got the Round-Up off the shelves for 3 years. Its back on now and eternal vigilance is the price of healthy bees. Round-Up has been the subject of a major lawsuit award, but it might be overturned or modified on appeal. Money talks. Ads by lawyers are now appearing.
- ✓ Western Growers finally installed Port-A-Potties in fields for farmworkers and raised their pay due to a "secondary boycott" of grapes by Cesar Chavez. It works. Polluters liability is far more easy to deal with in the court of public opinion thatn with bought politicians and judges that do nothing for 25 years when the damage is obvious, instead of whining incessantly, popular economic action is far easier to do now than in the 1960s.
- ✓ **Conversely, if you like something, encourage a buy-cott** to support a good action over competitors that either don't care or are hostile to the cause, whatever it is.

Donations

✓ Creative formats that get a viewer interested, angry, or intrigued enough to pick up their phone while watching a video on a TV or a smartphone/computer; then after they get a chance to ask a question, PhoneVote, upload a statement or an opinion with or without video; then they are more likely to put their money where their mouth is on Panelist C or the organization they represent.

Purchases

✓ Ever heard of cubic zirconium? That's probably because Home Shopping Network or QVC pitched it to you with a code#, a phone number, phoneapp, or website to buy it for 32 years. QVC made \$3.9B in 2017. There are two new gem & jewelry TV networks who have also heard of cubic zirconium and want to sell jewelry. You might sell enough products/services/causes to realize that selling spot 10-,15-30-60-second commercials during an already interactive TV show, an interactive infomercial TV show, may be useful with allies or less necessary after you get momentum and an audience interested in your theme of products, services, or ideas.

These require:

- A) <u>iPhone protocols</u> (most ad agencies have a quarterly cost of \$15k updating iPhone protocols divided by # of customers for an application. See www.1stDibs.space)
- B) Android protocols (most ad agencies have a quarterly cost of \$15k updating protocols divided by # of customers for an application. See www.1stDibs.space)
- **C)** <u>6 computer browsers</u> These have been handled as groups of 6 programming lines for every website command. Example: a cursor floating over a photo, enlarges the size of the photo by 4x; and as the cursor reaches the edge, the photo shrinks again. Each browsers' line of programming that does the same thing is added to the website functionality simultaneously as a 6-pack. No separate charge per bell or whistle for each browser. Cost varies by visual wanted.
- D) Websites designed for mass audience feedback with many servers in data centers.
- **E)** Phoneapps designed for mass audience feedback on any TV channel show with many servers in data centers.
- F) TV Remote Control & add-on devices in arrangement with providers & support.
- **G)** Channel Phoneapps TV Anywhere distribution on handheld devices or computers, 80 networks so far are also available with cable subscriptions like Spectrum but you watch on your internet devices, and pay the cable/Internet company. FITNA TV networks will be pioneering interactive TV phoneapps with producers. 20M Cordcutters already make viewing choices by either subscription or non-subscription Video On Demand via Internet only.

Individuals' Feedback choices to any show inbound:

- Telephone: landline/cellular/WiFi to human operators, phonetree, & or inquiry/question recorder
- > Voice Internet Protocol (VOIP) to human operators, phonetree, & or inquiry/question recorder
- SMS Message
- Textbox messaging
- Skype, WhatsApp video or VOIP
- ➢ GoToMeeting, Zoom videophone apps
- > FITNA PhoneVoter tallies
- > FITNA PledgeVoter contributions
- FITNA Crowdfunder, Indigogo, Kickstarter...
- Crypto-currency tokens Dash, Smartcash, next generation Ascension platform tokens,...
- PayPal, GoogleWallet...
- **Emails: Gmail, Hotmail, AOL ...**
- FITNA Freedomi Reports, video attachments and links to new services like IGTV InstaGram's one-hour video uploading feature as of Sept 2018. TV can drive people there or wherever your

website, phoneapp, or phone is. Otherwise fewer will know with niche networking among individuals when TV networks can make millions aware, and some percentage will contact you.

- Remote Control 1.2.3. choices interactive selection buttons / new Add-to-Cart
- Credit Card / Pre-Paid Account
- PhoneVoter TV, radio, phoneapps/programs
- Computer comments, blogs, vlogs, social media
- Feedback on TV channel phoneapps

Interactive TV Shows, live, recorded, mobile, studio, computer graphics, animates, and cloud services

✓ The more you work these technological <u>invitations to viewers to participate</u>, the more audience retention, advocacy influence, and sales you will have.

Interactive TV Infomercials

- ✓ Your half-hour or hour TV show can be an infomercial that offers reasons why a viewer should buy your product, and it might pay for itself that way; however, you are welcome to re-sell commercial time within your half-hour or hour show to other advertisers. If it is possible for those to be relevant to your product, or product line, and also be interactive then more purchases will quickly occur with your niche market audience.
- ✓ Advertising historically just built awareness for a later buy decision. Tide powdered detergent for laundry was new and improved 47 times in the 20th century, seeing a commercial allowed retention of that pitch when you are standing in the supermarket aisle to pick a soap. However, if you sent your teenager to the store, and they were convinced that All-Temperature Cheer wouldn't fade their football jersey, then that is what they will buy. Today's interactive TV, websites, phoneapps, allow a buy-decision to occur immediately including shipping decisions. Perhaps you've heard of Amazon that makes more money in a quarter doing this on web and shipping, than all other Fortune 500 companies make all year. Buy Now! With convenience and shipping arrangements causes sales.
- ✓ Try it, you'll Like it! Contact www.1stDibs.space if you have questions or want to place interactive ads for fun and profit. If you like what FITNA is doing, Donate Now! Join Now! www.FreedomTVnetworks.com

Interactive TV Ads Annually, Quarterly, Per Show

- ✓ Passive TV ads have passive commercials and largely just build awareness. Routing viewers to websites, phoneapps, or phone numbers is seen on commercials more than shows there. Cable tends to be so expensive that ad agencies only sell multiples of spot ads, price varied only by time of day. Satellite and streaming make the most sense for the stampede effect to begin to audience feedback devices, add cable later if you are counting pennies. Mass TV audience consumer stampedes to websites, phoneapps, and phonecalls is what FITNA is promoting into existence.
- ✓ As FITNA makes arrangements with entire channel distribution on satellite, cable, & streamers -- the
 expected and required interactivity on FITNA shows or with interactive format producers, should

enhance the audience's interaction with sponsors of a show that viewers have become participants with. Plan on volume pricing discounts. Your programming & programs will gather more than moss.

How much does the cloud cost to handle interactivity?

- ✓ A producer-owned server system (as big as a microwave oven), with 2 petabytes of memory and access RAM, can store the entire contents of the US Environmental Protection Agency's toxic charts, maps, and reporting for the past 20 years. That costs \$500k.
- Example, one FITNA producer has downloaded this with zipcode specific output for a PhoneApp that makes for great grassroots interactive television that is also relevant nationwide wherever the same pollution liability exists: lead, hydrofluoric acid, ... Its easy to upload video that uses infrared or x-ray video. Some cameras for that cost \$90k, or you can get an adapter for your iPhone for \$200 to document corporate liability. Think you could get a medical insurer or reinsurer that handles natural and manmade disasters as a sponsor? Audience feedback to mass audience TV will solve problems with funding for cleanup or buying out psychopaths. You control your data with this method and its total cyber-security. We have allies. You can rent some secure cloud spaces. Your data can be backed up and distributed to many places, so no enemy can attack many computer storage locations. If you have likely enemies, protect your studios and personnel. We are endeavoring to get discounts from companies like *Cloudian (India based Cisco partner), IBM*, and *Cisco Cloud* for this. These are quality and usually India or American-built systems with no backdoors to overseas foreign governments.
- ✓ For larger shows the FITNA TV Networks will have a combination of: A) internal; B) internal 2-way to external cloud management security, (hardware/software/firmware companies like *Scality* offer this [Scality is a Cisco partner]; and C) external scalable cloud services if you fluctuate in response to get millions of interested questions, donations, or purchases. The first two will cost you by lease at a fraction of the cost of buying; but the latter is "rentable" for a lot or a little of cloud access. That's what "scalable" means. You thus pay for a lot or a little. The companies that offer lots of cheap Chinese-Communist made servers (that have backdoors you should be aware of if you are doing US politics) are *Amazon Web Services (AWS), Google Cloud, ...*
- The current business model of cloud storage and retrieval is that cloud companies charge you little or under-market for storage, and then sock it to you or your client's individual retrieval. Software as a Service (SaaS) for instance has stored 40 years of a famous comedy show's videos for their TV network client. Its retrieval is convenient and affordable; but it is the potential viewer who decides if they want to pay the higher price covering the lower storage cost they do not know they are covering. FITNA intends to upend this current cloud business model, re-orienting the media-related cloud services to mass audience retrieval volume discount, and accurate storage cost also on volume as programs are more past celluloid and videotape TV is digitized along with your current TV program for later rerun broadcast and retrieval for Video on Demand (VOD). Makes dollars and sense.

Does Price Vary for Fast or Slow Action Formats?

✓ Yes. You'll need more bandwidth if you have fast motion like a speedboat charity race logically resolved in high-definition TV (HDTV); than medium definition (SDTV+) if people are walking on a street behind your live interviewer, dancing in a studio, or an action greenscreen showing a woodshop buzzsaw; or

- **standard resolution (SDTV)** if its just talking heads in a studio, or booths connected via sat. HDTV transmission can be shown on slower mediums, but slower transmission for fast action just doesn't go anywhere fast.
- ✓ More bandwidth MHz costs a bit more on transmission on throughput to keep the signal up with the action in a race, for instance, or it pixels out and hesitates. This is true for satellite, streaming via cellular/WiFi/bonded 4-lines for high resolution, and cable. Pixeling and hesitation causes viewers to change the channel to something they can see and enjoy.
- ✓ Note those prices on attached tables per MHz. With pre-arrangements or automated sensors with some distributors, you can speed up an intro with graphics and a video story; then slow it down for talking heads talking about it with the audience. If the host wants to show the mass audience an audience-member's uploaded video, the MHz will have to increase. This process is sort of like a house's electric meter on how much you use per month, a lot or a little and when, but anticipating your throughput MHz needs with your format is wise for your budget, bandwidth purchase times for availability, and your show's quality look. FITNA has experts that can advise you on this throughput and relevant cost estimates.

How do I pay for rights to music or graphics or a script?

✓ For a century, intellectual property rights has been handled by Guild unions. For music, the American Society of Composers & Poets (ASCAP) or BMI. For graphics, there are many various stock picture and footage houses whose rates are reasonable, and fairly convenient to download, Alamy, Getty Images, and major studios have these along with Post-production services familiar with a good rate. For writing or scripts, The Writers Guild of America (WGA) east or west has flat rates agreed to with producers and directors guilds, and percentage of gross receipt recommendations. Just do it right and write.

What is Non-visual Satellite Distribution of Talk or Music?

- ✓ Satellite packagers like *DirecTV & DISH* have some audio-only channels allocated on satellite frequencies. These have been typically used for music decade genres by several music/terrestrial radio broadcast companies via satellite: 1930s-40s Big Band/Swing; Rock n' Roll 50s-present; Country & Western by decades; and other niche markets including non-melody Hip-Hop to Rap. Cable TV often picks these up pre-organized broadcasts from satellite distribution (don't tell anyone) and rebroadcasts them for a fee, according to their own channel identification too.
- ✓ A subscription range of music and talk radio by satellite, eliminating many commercials, is today largely handled by *Sirius* with portable receivers for cars and homes.
- ✓ Background: Despite the first amendment to the US Constitution the Federal Communications Commission (FCC) in 1912 got into the title "company" business of allocating radio airwave frequency bandwidth in 1912, they couldn't quite anticipate changes in wire and wireless technologies. Many of us young people (at the time) for media freedom, who questioned the FCC's reason for existence, did succeed in helping to end the nationwide Bell / Western Electric telephone monopoly in the 1980s, forced by the US Congress in 1936. Nevertheless, the FCC has served a market function of arbitrating who has what frequencies; so no interference occurs between commercial broadcasters, government agencies, or non-profit entities. Government interference in free speech by equal/unequal time, and other doctrines was mitigated by Cable TV offering free coverage of Congress and other agencies on C-SPAN. This however, did not anticipate the rise of satellite or now 5 generations of cellular and WiFi ranges.

About 2012, when the FCC followed the conferences and markets' desire to do High-Definition TV since the 1990 National Computer Graphics Convention, they persuaded microwave relay broadcast TV stations on Very High Frequency (VHF) and Ultra-High Frequency (UHF) and their networks to give up their airwave licenses used in Standard Definition TV in exchange for real licenses in HDTV satellite frequencies and hypothetically virtual ones on cable. For every SDTV license they got traded one HDTV and either 1 SDTV allocation or "frequency" OR 2 audio only frequencies which weren't really frequencies but de facto call-signs or allocations on ever better technology the FCC has nothing to do with as scarcity was being taken care of by tool providers known as stockholders.

During the 1990s, there was a faint hope for frequency splitting on satellites that carried 24 or 36 transponders; this stalled investment in telecom satellites nearly a decade. After this was proven illusory, even with smaller digital signatures imitating analog sine waves, several companies like Pan American Satellite in 1990 and others around 2000 just decided to launch some big satellites that could carry 500 channels. Hughes-GM-Newscorp-PanAm-Intelsat did. There are a couple of 1,000 channel satellites being readied now. Companies like DISH launched Echostar XV several years ago in case you were wondering that this isn't new. What is new are other distribution methods that will cause better economy.

- ✓ Today, there is now a demand for more talk discussion that isn't just one-way and more new tunes in the music in various genres. One talk radio station in Los angles has more listeners than CNN has viewers without comments allowed. Talk Radio at least offers the illusion of interactivity with a few listeners with contrary opinions that get through, radio stations' website podcasts help; that's why Talk Radio is more popular than mono-opinion and many music stations. Interactive TV & Audio is made for issues, answers, and solutions in a variety of fields. Now, in what language do you want to talk?
- ✓ The FITNA Executive Producer, Brock d'Avignon, in 2008, recommended to a reporter friend that owned half of a TV station in San Jose, that he use the Digital UHF and or satellite audio frequencies to target market different languages: Hindi, Tagalog, and Mandarin that were spoken frequently in Silicon Valley. He not only did that but created Diya TV in numerous cities across America on Digital UHF as satellite, cable, & streaming. A decade later, he now has 50M viewers in a few more languages that also includes Americans who don't speak those languages yet want to know what is going on in those communities to sell to them, and overseas interest in multi-lingual Americans or expatriates doing business here. Niche marketing works well. Science-fiction writer Robert Heinlein stated specialization is for insects; and recommended a person be a multi-specialist and or a generalist, not to mention learn Math. Actually, any of those three methods is a way to make a living in media.
- ✓ Quantify this: FITNA is seeking leaders who would like to rescue and digitize the one-hit wonders sitting in *Musician Federation Halls* over the last century. Three teenagers traveled to save all of Jazz records in one from the floodwaters of Katrina, on the recommendation of Brock d'Avignon. The unheard songs for years are there just waiting, either as originals a few garage bands played for weddings, or dancehalls. ASCAP offers a lien basis for artists from long ago or their estates, with the bulk of the airplay money going to those who rescue, digitize, and distribute them in more recent times. If someone likes a genre of Beach Boy style surf music, and a new tune emerges, the people who like that genre will be drawn to that channel playing something besides just the oldie standards. Just an amateur version of a standard might be enough to cause an attentive ear. Catch a wave, and you're sittin' on top of the world.
- Young people have grown tired of hip-hop, rap, and rock n' roll after six 4-year cycles of no new distinct "sound" for their generation emerging; so they are going retro with jitterbug, and big band songs; plus

doing old school treatments of modern songs called "Jukebox Modern" in Los Angeles area. They participate in international competitions of same with those in their 20s and 30s while learning how to cut a cut with the greyhairs, an then practice with music videos. Since 2015, between 1,000 and 3,000 students desert their hip-hop school dances in Santa Rosa CA to ride over to Ellington 's Dance Studio where around it, dancing in the streets occurs every weekend as downtown is cordoned off streets by the police. They know a trend when they see one. If you want to be a FITNA producer of either music videos or audio songs, then go mining, digitizing, and distributing. A little kineology tracing, helps marketing too. FITNA has talked to one of the biggest names in Motown to encourage such a nationwide mining and musical effort. Plenty of room for rescue and creativity, no matter what age you are. Show the world what you love.

If you'd like to start a TV network with FITNA, we offer you some concepts at www.FreedomTVnetworks.com and the Math required in:

Part 2 Newbie Producer's Guide to Interactive TV

How to Ramp Up an Entire Interactive TV Network

Questions, Suggestions, Notes: