Dear Mr. Rubinstein,

I was very pleased to be able to meet you, and to meet Mrs. Rubinstein, and to listen to your reading part of your manuscript and to your description of the rest of it and of your aims. I must also thank you for a most excellent lunch.

I will try to summarize, as agreed upon, what we think and feel we could do for you.

The custom of American and British agents is to handle the master rights (i.e. the American or the British rights, depending on where the author lives) against a 10% commission. The same usually applies to film rights. All other rights are handled against a 20% commission. The arrangements that we have suggested to you are, however, the following:

We would accept a 10% commission on the American rights and, since you spend a substantial part of the year in France, we would agree, if need be, to accept a 10% commission in France, too, — although I may say that we would be considerably happier with a 1½% commission, or at least a 12½% commission, and I think that this might in the end benefit you, too. We could act for you on a 10% commission in Italy (obviously) and, since we own a firm in the German market, we could act for you on a 10% commission in Germany as well. All other countries would be subject to a 15% commission, and we would like you to consider a 15% commission on the motion picture rights, as well.

Obviously, we do not want to enter into competition with other agents, and if you decide to avail yourself of our services, I think that this should be done on the basis of your belief that we can act for you efficiently and profitably, and not because we may happen to charge a 1% more or less than other agencies might charge. Even so, I do feel that the terms that I have suggested are fair, equitable, and to your possible advantage, — without being to our disadvantage.

You have asked me to estimate the value of the manuscript. This I cannot possibly do, except to say that I would set on it a
minimum value of between about $85,000 and about $160,000. I hope that this range, wide though it is, proves pessimistic: it would be unfair to be more precise.

No contracts would be signed by us, and, of course, any commitment would have to be approved by you (or by whoever the copyright owner may in the end happen to be: whether Mrs.Rubinstein, or your children, or your grandchildren, or a Trust, or a Corporation).

We would not expect you (nor the eventual proprietor) to feel bound and tied to us. I believe in divorce, and I believe that the easier divorce is, the less painful it turns out to be. You would therefore be free to dispense with our services at any time, at such notice as you, and only you, would deem expedient, - although I presume you would in such an event give us at least a couple of weeks to finalize any deals that might be pending. From that point onwards we would remain your agents only for such contracts as had already been passed.

You asked me whether we would be equally at liberty to terminate our association with you. Democracy works both ways, but I cannot possibly imagine that we would like to terminate our association with you, - just as I would not like to imagine that you might have reason to terminate your association with us.

You have also asked me whether your book could be sold before it was finished. The answer to this is also in the affirmative, - although one would need a copy of at least part of the manuscript.

You wanted to know whether the contracts would include a delivery date: they would, but you would not need to worry about being hounded and harassed by irate publishers for non-delivery or for delayed delivery.

Finally, Mrs.Rubinstein mentioned that, whereas she hoped (as I understand you do) that an arrangement with me could be found, you still had to consider various aspects of the position before being able to commit yourself one way or another. This I quite understand and appreciate: we would like, if an arrangement is reached, to start our work in January. I will be away from Christmas until January 5th, and should be very glad to hear from you around that time.

There is no need to say that I trust that your final decision will be a favourable one.
I realize that I ought to have addressed this letter both to you and Mrs. Rubinstein: but I find it stylistically embarrassing to draft a letter to two addressees, and I hope you will accept my apologies for not having done it the proper way.

Thank you again for your kindness.

Yours sincerely,

(Erich Linder)