

## **Frequently Asked Questions for Photographers**

### **What subjects are you looking for, what sells best?**

Scottish Viewpoint is a specialist picture library that covers everything in Scotland or associated with Scotland. What sells best are very high quality, creative images that show Scotland in the best light.

Classic views of the cities and landscape, especially with a human presence are always welcome. But these images need to be better than what we already have to attract clients.

We update an "Images Needed" section on the web site regularly.

### **How much money do I make?**

We split royalties 50/50 of gross revenue. So if we sell a picture for £100, the photographer is paid £50.

### **How are my images marketed?**

We market through trade publications and directories, web presence, search engines and importantly insist on a credit by-line published with each picture use.

Word of mouth is extremely useful too.

### **Do I need to sign a contract?**

Yes. This simply makes it clear what you and Scottish Viewpoint agree on when we market, distribute and sell your images.

### **Why do you ask for exclusive representation of my images?**

We need to offer some kind of rights control to our Premium distributors.

e.g. If a client request an exclusive blocking of an image for a book cover, advertisement, or calendar etc we need to be certain that the image will not be seen anywhere else.

But before this is possible we have to offer our distribution partners images that are new to them and we need to avoid supplying them with images that they already have from other agencies.

We realise that in today's digital world there are many possibilities to promote and sell your images and we do not wish to restrict any photographer from seeking ways to achieve the highest return for their hard work.

If you decide on Non-exclusive, all we ask is that you inform us of the agencies you supply. This will ensure that you and Scottish Viewpoint avoid any conflict resulting from supplying duplicate or similar images to the same agencies.

### **Do I own the copyright in my images?**

Yes, at all times. All we do is market and sell your pictures on your behalf and split any revenue with you as set out in the Contributor Contract.

### **How many images should I send?**

We'll happily look at as many high quality images that you think we might be interested in seeing, although it's easier for us if you send at least 100 at a time. Higher numbers are more efficient for us to work with.

### **How long does it take for my images to appear on the web site?**

Dependent on the number of images, usually within 14 days of submission.

### **What camera is best?**

A DSLR capable of shooting over 12 mega-pixels should be fine. We need a file size of at least 50 MB uncompressed to cover the majority of end uses.

Compact cameras or phone cameras generally do not give high enough quality for our clients' requirements.

**Why do you insist on Adobe 1998 not sRGB?**

Adobe 1998 is the colour profile preferred by almost all our clients.

**What information do you need to identify what I have shot.**

Very basic information is best. Who, where, when. We will add extensive keywords, captions and other information that will allow your images to be found during searches.

**How do I give you this information?**

Please see our Technical Guidelines.

**Why do I need to keep a TIFF back up?**

This will give us most flexibility for re-purposing an image in the fairly unlikely event that we need to come back to you for a file larger than 50MB. An uncompressed TIFF is the highest quality form of a digital image currently possible.

**Why do you need a 50MB file?**

This size covers most uses that our clients require. If we hold this it means that we don't have to come back to you except in exceptional circumstances.

**I have images that are only 30MB. Do you accept these?**

Only if, once interpolated to 50MB, we can see no artifacts or visual evidence of quality loss when viewed at 100%. It's far better to start with the highest quality possible.

**Do you take higher resolutions?**

Yes. The maximum we can accept is 20MB once compressed to JPEG. This usually equates to about 200MB uncompressed dependent on each picture. But this file size should only come un-interpolated from perhaps high res scans or from medium format digital cameras. Please don't send us smaller files interpolated up to this size with the idea that a bigger file might lead to more sales!

**Why do you need a model and property release forms?**

This is vital for many commercial clients. They need to know that any person in the image consents to their likeness being displayed and that the client is completely indemnified from any potential legal action. Lack of Model or Property release will often mean that a photograph cannot be sold. We can provide you with blank release forms .

**How often can I expect payment?**

Quarterly. This is more clearly defined in the Contributor Contract.

**How are prices for my images set?**

Almost all our images are Rights Managed. That means we set the price on a number of factors such as what size, how big a print run, what territory, how long for, amongst other uses. We do not distribute images to any micro-stock agencies.

**Can I still sell my images from my own web site?**

Yes, provided you let us know in the Contributor Contract. We need to know this to avoid any occasion of duplication of supply of images to the same client.

**Do you have a list of what new images are needed for the library or what clients are looking for?**

Please see our current Images Needed section.

