



Who We Are

The Rights Factory is a new agency specializing in selling rights to entertainment products – including books, comics and graphic novels, film, television and video games. We seek to exploit narrative intellectual property rights throughout the world by representing three types of clients:

- Entertainment rights-holders who wish to expand their narrative brands and franchises into the literary markets.
- Individual authors whose work we sell internationally.
- Foreign agents and publishers, for whom we sell Canadian or North American rights on a commission basis.

We work directly with publishers, producers, studios, game developers and other rights-buyers in all territories, though sometimes in conjunction with local representatives.

Sam Hiyate - Principal

sam@therightsfactory.com

Sam manages key accounts. He is a former literary agent with The Lavin Agency and is a founder and former editor/publisher of the litmag Blood + Aphorisms and the outlaw literary publishing firm Gutter Press. Hiyate has lectured on editing and publishing at universities across Canada, including regularly at Ryerson University. He sits on numerous boards of cultural organizations, including The Toronto School of Art. He has taught creative writing at a private workshop since 2000.

Christos Grivas - Principal

christos@therightsfactory.com

Christos manages legal and business affairs. He is a former media lawyer, with an LLB from Osgoode Hall Law School, an LLM in intellectual property law from the University of London, and an LLM in European Union law from the University of Maastricht. In addition to practicing entertainment law, he has worked as a manager of the international legal practice of Ernst & Young in Amsterdam, as copyright and IT counsel to the Investor Education Fund, and as counsel to the tribunal of the Ontario Securities Commission.