

# Start Your Music Business How To Earn Royalties Own Your Music Sample Music Protect Your Name Structure Your Music Business Music Law Series 1

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*Making Music Make Money* - Eric Beall 2004

(Berklee Press). Making Music Make Money will educate songwriters, as well as aspiring music business entrepreneurs in the basics of becoming an effective independent music publisher. Topics include a discussion of the various roles a publisher plays in the music business: collection, administration, protection, exploitation and evaluation. A major emphasis is placed on the exploitation process, and the importance of creating a sound business model for a new publishing venture. Eric Beall is a Creative Director for Zomba Music Publishing, as well as a former songwriter and record producer. In his role at Zomba, Eric has signed and developed top writers including Steve Diamond, KNS Productions, and Riprock & Alex G. and has coordinated and directed Zomba writers in the development of material for Jive Records pop superstars like Backstreet Boys, \*NSYNC, Britney Spears and Aaron Carter. He graduated Summa Cum Laude from Berklee College of Music.

[Get More Fans: The DIY Guide to the New Music Business](#) - Jesse Cannon 2012-11-25

How Do I Promote My Music On A Small Budget? How Do I Get My YouTube Videos to Spread? How Do I Turn Casual Fans Into One's Who Buy From Me? How Do I Get Written About On Blogs? How Do I Increase Turnout At Shows? How Do I Make Fans Using Facebook, Twitter, Tumblr And SoundCloud? With every day that passes, the power the major labels once had dies a little more. The chance to get the same exposure as your favorite musicians gets easier and easier. The hurdles that would only allow you to get popular, if the right people said your music was good enough, are gone. You can now get exposed to thousands of potential fans without investing 1% of what musicians used to by building a fanbase based on listeners love for your music. No more writing letters hoping that A&R writes you back. This book explains how you do it. While many books will tell you obvious information, legal mumbo-jumbo and marketing catchphrases that don't help you get more fans. Our experience working with real bands - from upstarts like Man Overboard and Transit to legends like The Cure, The Misfits and Animal Collective, has led us to understand the insider tricks and ideas that go into some of the most important groups of our time. We produce records, do licensing deals, negotiate record contracts and get the musicians we work with written about on websites like Pitchfork and Vice. We have worked with bands who started off as nothing and became something. Unlike any other book written on the subject we have compiled the knowledge no one else has been willing to print in fear of obsoleting their own career. We give you thousands of ideas on how to get people to hear your music and turn them into fans who pay to support your music. Whether you are a label owner, musician, manager, booking agent or publicist there is information in this book that will help you do what you do better. Enjoy! For more information see [GetMoreFansBook.com](#)  
*Music Business Skills For Musicians: Make Money from Music, Discover The Music Industry and Explode Your Music Career!* - Tommy Swindali 2020-08-27

If Your In The Music Business, Read This Today you need to view yourself through the new rules of the music industry. Those who play by them will succeed. Gone are the old days where you would hope to get signed and then become a star (i.e. everything would be done for you). Do you wonder why other artists are getting breaks and you are not? Making it in the music industry isn't about catching that big break anymore. Getting your career off the ground can be a long and scary task. In this cutting-edge book Tommy Swindali maps out everything you

need to know and provides you with the tools necessary to get to where you want to be. The tools are yours to use, but only if you want it bad enough. Find out why you should run your music career like a business. Then allow me to simplify that process and walk you through all the steps that the professionals take. You don't want to be another tired and broke artist forced to get a job you hate. Do yourself a favor. Whether you are an active or aspiring musician, or an aspiring music manager or agent - this book is perfect for you. In this book you will discover: What to Look for When Making a Deal Understand The Importance of Streaming and Subscription Discover The New Rules of The Music Industry with "360 Degree" Deals Connect With The Right People Who Will Help You to The Next Level Multiply Your Income Forever With Music Licensing How to Get Signed and Have A&Rs Chasing You The Secrets to Using Funding Develop Your Brand and Make a Good First Impression Monetizing Your Music And Much, Much More So if you want to go somewhere big with your music and/or learn the music business Click Add To Cart

*Artist Management for the Music Business* - Paul Allen 2012-11-12

Allen prepares you for the realities of successfully directing the careers of talented performers in the high-risk, high-reward music business. You will learn to prepare yourself for a career in artist management - and then learn the tools to coach, lead, organize time, manage finances, market an artist, and carve out a successful career path for both yourself and your clients. The book features profiles of artist managers, an exclusive and detailed template for an artist career plan, and samples of major contract sections for artist management and record deals. Updated information including a directory of artist management companies is available at the book's companion website. A peer reviewer for Artist Management for the Music Business proclaimed ".this is going to be an excellent text. It contains many unique insights and lots of valuable information. This is essential reading for managers, students, and artists in the music business.

**The Live Music Business** - Andy Reynolds 2021-11-30

The Live Music Business: Management and Production of Concerts and Festivals, Third Edition, shines a light on the enigmatic live music business, offering a wealth of inside advice and trade secrets to artists and bands looking to make a living in the industry. Previously published as The Tour Book, this new edition has been extensively revised, reorganized, and updated to reflect today's music industry. This practical guidebook examines the roles of the key players - from booking agents to concert promoters, artist managers to talent buyers - and the deals, conventions, and processes that drive this global business. Written by a touring professional with over 25 years of experience, this book elucidates why playing live is crucial to the success of any musician, band, or artist, explaining issues like: what managers, promoters, and agents do and how they arrange shows and tours; how to understand and negotiate show contracts; how to create a contract rider, and how the rider affects the money you earn from a show; how to appear professional and knowledgeable in an industry with its own conventions, language, and baffling technical terms; and a three-year plan using live performance to kickstart your music career Intended for music artists and students, The Live Music Business presents proven live-music career strategies, covering every aspect of putting on a live show, from rehearsing and soundchecks to promotions, marketing, and contracts. In an era when performing live is more essential than ever, this is the go-to guidebook for getting your show on the road and making a living from music.

*The Label Machine: How to Start, Run and Grow Your Own Independent Music Label* - Nick Sadler 2021-07-04

Whether you want to start a record label, self-release your own music, or are just an avid music lover, this book will give you information about the business of music. *The Label Machine: How to Start, Run and Grow Your Own Independent Music Label* is the first book to give music artists practical step-by-step comprehensive instructions for setting up and running an independent music label to successfully distribute and market their music. You will learn all about the music industry business and how to navigate the tricky dos and don'ts. You will finally understand and take control of your music copyright and get to grips with the legalities involved. You will build your music business effortlessly, learning how to professionally market your music and artists - allowing you to reach thousands of fans. And essentially, you will learn how to create multiple label revenue streams to create an established record label. It features a detailed breakdown of how every part of the industry works together, including copyright in the UK and US, record label set-up, record releases, and royalty collection. It also provides in-depth guides on marketing, covering; traditional PR, Facebook and Instagram advertising, Spotify playlisting, and fan growth. Includes templates for record label and management contracts, marketing and promotion schedules, press releases, and fan email automation.

**The Streaming Machine** - Thomas Ferriere 2020-05-21

Spotify paid more than \$9.76 billion in royalties to its hosted artists since 2006 Spotify is a popular platform and now any musician, label, or music promotion company can use its leverage to get right into the ears of potential new fans. It seems that there are more bands and music makers than ever before. Platforms such as Spotify provide new ways to get new fans but the real challenge is in developing effective marketing that will really cut through all of the digital noise. Spotify is a fantastic platform for listeners but it also nurtures lots of artists too. There are numerous ways to get your music heard but now, you have everything you need to understand their process and be ready to do the work yourself. Streaming offers an opportunity for more artists to get their music out to the public, but it also requires dedication and commitment to building a following. Spotify is one of the extremely popular music streaming services. In fact, Spotify commands nearly fifty percent of the music streaming market. Given that a growing number of people these days are almost exclusively streaming their music, it's important to leverage the power of Spotify to get your own music heard. Get The Book Now And Start Building a Solid Streaming Machine

How to be a Working Musician - Mike Levine 1997

Provides career advice for novices and professionals, offering tips on networking, playing the club circuit, working weddings and parties, writing advertising jingles, and getting jobs as a studio musician

**Music Marketing for the DIY Musician** - Bobby Borg 2020-01-07

Do it yourself and succeed! More and more artists are taking advantage of new technologies to try and build successful careers. But in this expanding competitive marketplace, serious do-it-yourself musicians need structured advice more than ever. In *Music Marketing for the DIY Musician*, veteran musician and industry insider Bobby Borg presents a strategic, step-by-step guide to producing a fully customized, low-budget plan of attack for marketing one's music. Presented in a conversational tone, this indispensable guide reveals the complete marketing process using the same fundamental concepts embraced by top innovative companies, while always encouraging musicians to find their creative niche and uphold their artistic vision. The objective is to help artists take greater control of their own destinies while saving money and time in attracting the full attention of top music industry professionals. It's ultimately about making music that matters, and music that gets heard! Updates include: New interviews highlighting current marketing strategies for the new music market Info on how to leverage digital marketing and streaming playlists Updated stories and examples of current music marketing principles Future forecasts and trends into music marketing New and revised services, tools, references, and contacts that can help musicians further their careers New marketing plan samples for bands/solo artists and freelance musicians and songwriters

**What They'll Never Tell You About the Music Business, Third Edition** - Peter M. Thall 2016-08-23

The completely revised and expanded edition of *What They'll Never Tell You About the Music Business* is a must-have reference. You'll learn: - How many musicians have seized do-it-yourself internet opportunities to create successful business models, - How the royalty pie is sliced—and who gets the pieces, - How the fundamentals of music publishing,

producing, managing, touring, and the record industry apply more than ever, - Why this book is the indispensable guide to the worldwide music industry, - How corporate general counsels can educate their employees (and themselves) to understand the strictures of copyright law and to avoid trouble, - And much more.

Making Music Your Business - David Ellefson 1997

Provides an inside guide to the music business, including management, record labels, music publishing, promotion, touring, endorsement, and negotiating deals

**Take Care of Your Music Business** - John P. Kellogg 2001-07-01

For all the players in the music business from the artist to the manager and attorney. Contracts with split page analysis, information on copyright principles, business structure and more.

How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Second Edition) - Ari Herstand 2019-11-05

Hailed as an "indispensable" guide (Forbes), *How to Make It in the New Music Business* returns in this extensively revised and expanded edition. When *How to Make It in the New Music Business* hit shelves in 2016, it instantly became the go-to resource for musicians eager to make a living in a turbulent industry. Widely adopted by music schools everywhere and considered "the best how- to book of its kind" (Music Connection), it inspired thousands to stop waiting around for that "big break." Now trusted as the leading expert for "do it yourself" artists, Ari Herstand returns with this second edition, maintaining that a stable career can be built by taking advantage of the many tools at our fingertips: conquering social media, mastering the art of merchandising, embracing authentic fan connection, and simply learning how to persevere. Comprehensively updated to include the latest online trends and developments, it offers inspiring success stories across media such as Spotify and Instagram. The result is a must- have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry.

**Run Your Music Business** - Audrey Chisholm 2014-09-22

"Run Your Music Business(tm)" is the second book in the Music Law Series(tm) written by experienced entertainment lawyer, Audrey K. Chisholm, whose clients have been featured on MTV(r), American Idol(r), and VHI(r). "Run Your Music Business(tm)" picks up where "Start Your Music Business(tm)" left off and is an easy to read guide for songwriters, producers, music publishers, independent record labels, artists, bands, musicians, and individuals in the music industry that want to strategically grow and properly manage their music business: Learn how to: 1. How to Get Paid Licensing Your Music 2. How to Set-up Your Own Publishing Company 3. How to Build Your Own Music Catalog 4. How to Register with a Performing Rights Society 5. How to Negotiate Contracts (Record Label Agreements, Producer Contracts, Songwriter Contracts, etc.) 6. How to Work Full Time in Music 7. How to Know if Your Business is Growing 8. How to Know if Your Business Is Profitable (Understanding Financial Statements) 9. How to Create a Budget for your Music Business 10. How to Manage Debt 11. 10 Ways to Improve Your Credit Score 12. How to Run Your Music Business 13. How to Hold Business Meetings 14. Developing a Strategic Plan for Your Business 15. Business Recordkeeping / How to Keep Proper Business Records 16. 10 Ways to Avoid I.R.S. Trouble 17. How to File Business Taxes 18. Building Your Team 19. And more!

*All You Need to Know About the Music Business* - Donald S. Passman 2015-11-10

*All You Need to Know About the Music Business* by veteran music lawyer Don Passman—dubbed "the industry bible" by the Los Angeles Times—is now updated to address the biggest transformation of the music industry yet: streaming. For more than twenty-five years, *All You Need to Know About the Music Business* has been universally regarded as the definitive guide to the music industry. Now in its tenth edition, Donald Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls. For the first time in history, music is no longer monetized by selling something—it's monetized by how many times listeners stream a song. And that completely changes the ecosystem of the business, as Passman explains in detail. Since the advent of file-sharing technology in the late 1990s to the creation of the iPod, the music industry has been teetering on the brink of a major transformation—and with the newest switch to streaming music, this change has finally come to pass. Passman's comprehensive guide offers timely, authoritative information from how to select and hire a winning team of advisors and structure their commissions and fees; navigate the ins and outs of record deals, songwriting, publishing, and copyrights;

maximize concert, touring, and merchandising deals; and how the game is played in a streaming world. "If you want to be in music, you have to read this book," says Adam Levine, lead singer and guitarist of Maroon 5. With its proven track record, this updated edition of All You Need to Know About the Music Business is more essential than ever for musicians, songwriters, lawyers, agents, promoters, publishers, executives, and managers—anyone trying to navigate the rapid transformation of the industry.

How To Make It in the New Music Business - Ari Herstand 2023-01-17

"Ari is at the front of the front. He gets it. I've read a hundred how-to-make-it-in-the-music-biz books, and this one is today's definitive, comprehensive manual." —Jack Conte, 150+ million YouTube views, Pomplamoose, CEO of Patreon Forget everything you think you know about the odds of "making it" in the music industry. Today, odds mean nothing and success is not about lucky breaks. It's about conquering social media, mastering the art of merchandising and simply working harder and being smarter than everyone else. We are living in the midst of an industry renaissance, one that has left the record companies desperately struggling to maintain their prominence, as a subculture of dedicated, DIY (do-it-yourself) musicians have taken over. These days talent is a given and success has to be earned. In 2008, Ari Herstand boldly turned in his green Starbucks apron to his manager, determined to make a living off his craft as a singer/songwriter. Almost a decade later, he has become a founding member of the new DIY movement and a self-sustaining musician, all without the help of a major label. Now, drawing from years of experience, Herstand has written the definitive guide for other like-minded artists, the ones who want to forge their own path and not follow the traditional markers of success, like record sales, hits on the radio or the amount of your label advance. Incredibly comprehensive and brutally honest throughout, How to Make It in the New Music Business covers every facet of the "new" business, including how to: Build a grass-roots fan base—and understand the modern fan Book a profitable tour, and tips for playing live, such as opening vs. headlining etiquette, and putting on a memorable show Become popular on YouTube, Spotify and SoundCloud Get songs placed in film and television Earn royalties you didn't know existed and reach your crowdfunding goals Musicians will not only be introduced to all the tools available today but will be shown how to effectively leverage them to actually make money. More important, they will develop the mindset to be aware of new advancements both online and in the real world and always stay in tune with a constantly evolving landscape. There has never been a better time to be an independent musician. Today, fans can communicate with their idols by simply picking up their phones, artists are able to produce studio-worthy content from their basement and albums are funded not by "record men" but by generous, engaged supporters. As result, How to Make It in the New Music Business is a must-have guide for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry.

**Start Your Music Business** - Audrey K. Chisholm 2013

How to Win Big in the Music Business - 2020-07

Whether you want to be a singer, rapper, DJ, producer, manager, executive, promoter, etc. this book IS your go to, kick in the ass, strategy guide for making big breakthroughs and next level success in the music industry.

**The Business of Music Management** - Tom Stein 2021-03-25

Readers will gain vital and accurate knowledge about the music business, how musicians get paid, the legal framework for business, and will learn to recognize and leverage opportunities through overcoming the inevitable obstacles to success in a rapidly-changing industry. The author offers valuable insights into the niche readers might fill with their career, and discover their unique path to success. Readers will come away with a greater understanding of the scope and demands of the music and entertainment industry.

**Music Money and Success** - Jeffrey Brabec 2011-07-18

The Insider's Guide to Making Money in the Music Industry. Millions dream of attaining glamour and wealth through music. This book reveals the secrets of the music business that have made fortunes for the superstars. A must-have for every songwriter, performer and musician.

**Starting Your Career as a Musician** - Neil Tortorella 2013-04-04

Whether you dream about becoming a rock star or a sought-after talent playing local gigs, Starting Your Career as a Musician will guide you along the path to success. Author Neil Tortorella explores the myriad opportunities in music today and details proven strategies for seeking them out. He reveals the common pitfalls and traps that are often

encountered and provides aspiring musicians with time-tested advice on how to avoid them. Jam-packed with the practical know-how you need for success in the music business, Starting Your Career as a Musician is brought to life and made easy-to grasp through the wisdom and experiences shared by numerous working musicians. While it won't show you how to be a better musician, this indispensable guide will teach you how to make a living with your music, promote yourself or your band, get booked, and maximize additional revenue streams.

**The New Music Business For Independent Artists and Record**

**Labels** - The Streetlawyer 2019-10-10

The Music Business is changing. Streaming is replacing CDs and Vinyls, the cost of production is at an all time low, but most importantly, the last few years have witnessed the proliferation of Independent Artists and Record labels. Independent Artists do not need a record deal to succeed in the current economic environment. To achieve this however, Indie Artists must organize and run themselves effectively as a business. This book is divided in to four parts. The first Part of this book examines the changing aspects and business models of the Music Industry. It focuses on the revenue sources available to Independent Artists and Record Labels, including, but not limited to Streaming Pay outs from Tidal, Spotify, YouTube etc; tours; endorsements; and merchandising. It also horns in on Intellectual Property Assets like Copyrights, Royalties, Trademarks and Trade Secrets. The Second part deals with the Independent Artists and record Labels as Businesses. It offers pointer on how Artists can properly register and effectively manage themselves as a business while examining the various legal entities (Sole Proprietor, Partnerships, LLCs, and Corporations), discussing their advantages and disadvantages. Part three navigates the very important but always neglected topic of Taxes and bookkeeping for small businesses It offers directions on how and when Indie Artists should file their taxes and how to properly keep up with their Books (Invoices, Expenditures, Ledgers etc). The final Part of this book deals with the basics of Contract Law which is a huge part of the Music Business.

The Successful Musician Mindset - Jack Norton 2019-12-31

Do you dream of making a six-figure income with your music? Would you like to leave your job and be a full-time, touring musician? This book will show you how. I spent almost three decades making my living as a professional musician - playing over 300 shows a year. I make a very comfortable living - well into the six figures - every year, and have for over a decade now. I do not have a record label, a manager or an agent. I am 100% independent and run my entire business from my laptop, my phone and with my guitar. I am a master at booking great paying gigs - and I will teach you all the tips and tricks you need to know. This book is for any musician in any genre of music. Beyond the money - which is awesome - I am able to live the life of my dreams! I can not guarantee that this book will make you famous. I am definitely not famous. This is not a "get rich quick" scheme. This takes hard work. However, if you follow the steps in this book, I can absolutely guarantee that you will make money. Good money. And if you are really serious about your craft and about your business, I can guarantee without a shadow of a doubt, that you will make GREAT money by following the methods I outline in this book. Here are just a few things you will learn in this book: -How to easily book 300+ great paying shows a year! -How to earn a six-figure income from your music! -How to develop yourself as a marketable artist -How to send emails that will get results...gig bookings! -How to find gigs and contact venues successfully -How to form a "brand bible" around yourself -How to create a fan base and impressive social media stats -How to manipulate reality to be taken more seriously as an artist -How to focus on your true goals, desires and dreams -How to "give birth to a star"...you! -How to build an impressive team - from agent to record label -How to have an awesome website with the essentials to get gigs -How to build a website for almost no money -How to build a database of awesome gigs and leads -How to always get repeat bookings...and so much more! This book includes multiple email templates which I have used successfully for the past decade to book gigs...you can copy and paste them to start booking your own shows immediately. Oh! Be sure to look for the two companion books - Tour Europe and The Contract - both are a nice addition to The Successful Musician Mindset. Testimony from G.R., a reader of this book: "I purchased your Successful Musician Mindset book and was extremely impressed! Honestly the best book on the practical application of the music business I have ever read! I have read your book twice and, I have to say again, the information you gave was absolutely golden! I have been looking EVERYWHERE for a practical music business book discussing how to book a national tour step by step and you delivered a phenomenal amount of information in the most specific

manner."

**Music Business Skills For Musicians** - Tommy Swindali 2019-09-09  
If You In The Music Business, Read This Today you need to view yourself through the new rules of the music industry. Those who play by them will succeed. Gone are the old days where you would hope to get signed and then become a star (i.e. everything would be done for you). Do you wonder why other artists are getting breaks and you are not? Making it in the music industry isn't about catching that big break anymore. Getting your career off the ground can be a long and scary task. In this cutting-edge book Tommy Swindali maps out everything you need to know and provides you with the tools necessary to get to where you want to be. The tools are yours to use, but only if you want it bad enough. Find out why you should run your music career like a business. Then allow me to simplify that process and walk you through all the steps that the professionals take. You don't want to be another tired and broke artist forced to get a job you hate. Do yourself a favor. Whether you are an active or aspiring musician, or an aspiring music manager or agent - this book is perfect for you. In this book you will discover: What to Look for When Making a Deal Understand The Importance of Streaming and Subscription Discover The New Rules of The Music Industry with "360 Degree" Deals Connect With The Right People Who Will Help You to The Next Level Multiply Your Income Forever With Music Licensing How to Get Signed and Have A&Rs Chasing You The Secrets to Using Funding Develop Your Brand and Make a Good First Impression Monetizing Your Music And Much, Much More So if you want to go somewhere big with your music and/or learn the music business Read This Book

**How to Make It in the Music Business** - Ousala Aleem 2017-07-29  
Learn How To Make Money Marketing Music Online! If You Learn The Secrets In This Book... You WILL SUCCEED In The Music Business! This new music business marketing book is made for artists, singers, songwriters, managers, producers, record labels, students, music fans and anyone who wants to learn how to win in the lucrative music and entertainment business. This book was written by a Grammy Nominated entertainment industry insider who spent over a decade studying & learning the tricks you will need to know, to be successful in the new digital media era. This book will teach you everything you need to know about viral marketing and online promotion, which will help you get more views and propel your brand to the top, in the least amount of time! Learn how to be successful, even with limited funds and resources! With a laptop and the skills taught in this book, you can rise to the top of the music industry, sell millions of records and make millions and millions of dollars!-Music Industry Secrets & Viral Marketing Secrets Revealed-Learn How To Sell Millions of Records, Streams & Digital Downloads-Learn How To Make Millions Selling Your Music Online Independently-Learn How To Use YouTube and Social Media To The Fullest-Everything You Need To Know About How To Go Viral Online-Learn Viral Marketing Secrets From Someone Who Has Actually Gone Viral-Learn Viral Marketing Techniques That Have Worked Over & Over-Learn How I Made An Unknown Artist Famous & Signed To A Major Label In Less Than 3 Years-Learn How To Create a Multi-Million Dollar Major Label Bidding War-Learn How To Win A Grammy Award-Learn From Real Life, Hands On, Experience-Learn How To Get Your Own RIAA Gold & Platinum Plaque-Learn What Pitfalls To Avoid-Learn How To Build A Huge Social Media Following This book will teach you how to successfully start marketing your brand online. This book covers all aspects of being successful in online branding, not just the music business. Various topics are covered such as: Starting an LLC, Getting Your Music in All Digital Music Stores, 360 Record Deals and Contracts, Entertainment Lawyers, Split Sheets, Online Marketing, Advertising and Going Viral, Publishing, Building Successful YouTube Channels and Gaining Millions of Subscribers, Getting Major Record Deals, Starting a Record Label, Publishing Deals, Royalties, PROs, Instagram & Twitter Marketing, How To Properly Use Social Media, The Rise of Streaming and More! Learn how to stay relevant in the New Age Digital Music & Entertainment World by reading this book!

**All You Need to Know about the Music Business** - Donald S. Passman 2006

A guide to the music business and its legal issues provides real-world coverage of a wide range of topics, including teams of advisors, record deals, songwriting and music publishing, touring, and merchandising.

**Six-Figure Musician** - David Hooper 2013

Hooper explains the ins and outs of the music industry, explaining how to make a six-figure income.

**How to Build a Sustainable Music Career and Collect All Revenue Streams** - Emily White 2020-03-05

Emily White has been at the forefront of the modern music industry throughout her career. In this book, she shares her wisdom for all musicians who want access to this information. White feels that the modern music industry is rarely, if ever, presented in order - from creation to execution or recording to release. For the first time, White has penned all of her best practices and advice for musicians looking to build a long-term career into a single book, while ensuring they aren't missing any funds owed to them along the way. As an entrepreneur, manager and consultant, White has navigated countless new platforms for musicians and presents the findings in a methodical and step by step manner. This book shows musicians how to build a career from day one, as well as how to get your career organized moving forward if it isn't your first rodeo. Early Praise for How to Build a Sustainable Music Career and Collect All Revenue Streams: "A must-read for anyone launching a career in music or the music industry." -Hypebot "Few people I know have the experience, savvy and aptitude that Emily White brings to the table, and to a book this necessary and important, especially as this new music ecosystem really starts to take flight. So to all the artists & entrepreneurs looking to be students of the game and makers of the money, not just the music - get the book, get your mind right, and go get your hustle on." -Amaechi Uzoigwe, Manager of Run The Jewels, Founder of FourM Arts & Science "A concise and current guide to getting your ducks in a row from the woman who is steadily helping me row my ducks." -JULIA NUNES, Musician & Songwriter "In today's world, you gotta build your own career from the ground up, Emily's book gives you an excellent road map to do that." -Donald S. Passman, Author of All You Need to Know About the Music Business "Emily White continues to show the music business that having a good foundation is fundamental to success. No short cuts!" -Kevin Lyman, Warped Tour Founder & USC Professor Emily White is an entrepreneur and Founder at Collective Entertainment and #iVoted. White's career spans the entertainment industry, always putting artists and talent first, while taking care of fans a very close second. Her name graced the cover of Billboard magazine while in her 20's, with White's work additionally covered by Forbes, Fast Company, Bloomberg, Rolling Stone, CNN, Fox Business, Vox, The Huffington Post, Pitchfork, Relix, The Fader, Pollstar, Stereogum, Alternative Press, ESPN and more. She is a regular speaker around the globe at events such as SXSW, Midem, BIGSOUND Australia, Canadian Music Week, PollstarLive!, NAMM, Music Biz, NARM, SanFran MusicTech, Between The Waves, and innumerable universities. White has served on the boards of Future of Music, Well-Dunn, CASH Music, SXSW, The David Lynch Foundation Live!, The Grammys' Education Committee, and Pandora's Artist Advisory Council. Her first book, Interning 101, was released in 2017 (9GiantStepsBooks) and is a course book at schools around the world. White is an Adjunct Professor at New York University's Clive Davis Institute of Recorded Music in Tisch School of The Arts.

**The Keyboardist's Career Guide** - Gregg Akkerman 2018-11-27  
A #1 BESTSELLER & 5-STAR READER'S FAVORITE REVIEW! !  
FINALLY, THE ULTIMATE CAREER GUIDE JUST FOR KEYBOARDISTS!  
You Keyboardists Have Been Lied To! Careers in the music business don't require years of studying music theory and advanced performance skills. You're just as likely to succeed if you taught yourself to play by ear and watching YouTube videos. The old gatekeepers are gone and new musician gigs are busting out all over. There's even room for beginners, and "THE KEYBOARDIST'S CAREER GUIDE" walks you through every step of how to develop a life-long career as a musician, no matter where you learned to play. Written by #1 BESTSELLING AMAZON AUTHOR Dr. Gregg Akkerman--a life-long professional musician and educator--this career guide is designed JUST FOR KEYBOARDISTS of all ability levels who want to make a living in the music business. No more having to read a book designed for generic musicians and adapting it to the specific needs and interests of a keyboardist. That's right, keyboardists like you deserve YOUR OWN CAREER GUIDE and now you finally have one! Your Music Business Success Is Waiting to Be Discovered! In this POWER-PACKED resource, you'll find: 50+ WAYS A KEYBOARDIST CAN MAKE MONEY IN THE MUSIC BUSINESS! With specific information on how to get the gig and what you can expect to be paid. A POWERFUL 10-STEP GUIDE to professional musicianship. Each step will take you closer to your dream job of being a full-time keyboardist in the music industry. TIMELINE EXAMPLES OF EXACTLY HOW TO EARN AT LEAST \$5,000 A MONTH--all as a keyboardist! EXACTLY WHAT SKILLS YOU NEED to be considered a beginner, intermediate, or advanced keyboardist. There are gigs available to all levels, but the better you are, the more choices you'll have. INCREDIBLE BUSINESS ADVICE for topics like: working with agents, negotiating pay, auditioning, building a reputation, creating

promotional material, record keeping, networking, and when it's time to quit your day job. DOZENS OF PROTIPS on need-to-know topics like: where to get musical training, if you should join a union, being a freelancer versus working in a band, how to efficiently rehearse, how to score the best equipment deals, and so much more! The Keyboardist's CAREER GUIDE You Have Always Deserved! Akkerman has worked as a full-time musician for over 3 decades and has seen it all as a performer, studio musician, music director, private teacher, college professor, home-studio producer, arranger, songwriter, sheet-music engraver, music journalist, cruise-ship entertainer, and all-around gig hound. He's spent his whole life learning the ropes of being a professional keyboardist, and now Akkerman is handing that information over to the next generation of musicians so you won't have to make all the usual rookie mistakes. Fire Up Your Career as a Keyboardist in the Music Business! With this book, you can FAST TRACK YOUR CAREER and shave years off the learning curve! No more having to put up with career guides written for "all" musicians. The unique job potential of a keyboardist requires a unique book, and it's finally here! Scroll to the top of the page to select the BUY button and JUMP START YOUR MUSIC CAREER TODAY!

*How to Make it in the New Music Business* - Robert Wolff 2004

In *How to Make it in the New Music Business*, author Robert Wolff welcomes you to today's new high-tech digital universe by taking you to school. In 13 lessons, Wolff teaches you why you no longer have to play by old music business rules. Offering information, inspiration, and advice, Wolff and his famous friends show you how to take complete control over your music, your product, and your dream Book jacket.

*How to Sell* - Clancy Martin 2009-05-12

Bobby Clark is just sixteen when he drops out of school to follow his big brother, Jim, into the jewelry business. Bobby idolizes Jim and is in awe of Jim's girlfriend, Lisa, the best saleswoman at the Fort Worth Deluxe Diamond Exchange. What follows is the story of a young man's education in two of the oldest human passions, love and money. Through a dark, sharp lens, Clancy Martin captures the luxury business in all its exquisite vulgarity and outrageous fraud, finding in the diamond-and-watch trade a metaphor for the American soul at work.

**The Music Business for Artist Managers & Self-managed Artists** - Jamie Johnson 2016-04-07

Find out all you need to know to get started, get noticed, and get signed in the music business from the advice of over 30 music industry experts spanning from radio promoters to A&R reps to tour managers. Artists & Managers, are you... Wishing to get your music heard by booking agents, record labels, music supervisors, and radio programmers but have no idea how? Wondering what the heck it is that they look for in the artists they sign and/or work with? Tired of feeling like everyone in the music business is ignoring you? Not sure how to contact music business people? Worried that you'll make a bad first impression? Stressed out over trying to book shows with no clue how to negotiate fees? Sick of music business people telling you to do the work on your own first, without giving advice on HOW? Feel like you're not learning fast enough about the music business in general? Get overwhelmed at the thought of releasing your album because you have no idea how? Wow, talk about someone doing all the work for you! Jamie has done some amazing research of all facets of the music industry. Radio is only part of the equation and I was grateful to read about some areas of the music business I was unfamiliar with! - Peter Michael, On-Air Talent and Program Director, 106.7 The Drive This book is a thorough look at the players involved in today's music industry and offers managers and self-managed artists the information they will need to establish and expand their career. A must for anyone looking to build a career in the music industry! - Tim Des Islets, Noisemaker Management Jamie has spent the past 5 years of her career working in the artist management world through managing artists, working with music associations, and working with artist managers of Juno and Grammy Award winning artists. She has independently co-managed internationally touring artists as well as launched a Canadian female pop artist into national success resulting in a Gold single and radio chart-topping single in Canada. Who are the music business expert contributors? Adam Kreeft, United Talent Agency Adam Oppenheim, Stampede Entertainment Alexa Shoenfeld, Live Nation Entertainment Chris McCrone, Partner Craig Laskey, The Horseshoe Tavern Denny Carr, Open Road Recordings Dondrea Erauw, Instinct Entertainment Geoff Clodd, Editor Graham Tait, 93 The Peak Grant Paley, Paquin Artists Agency Janet Trecarten, 101 The Farm Jason Manning, Z95 Jesse Mitchell, Kim Mitchell Tour Manager Jodi Ferneyhough, CCS Rights Management Joel Baskin, The Feldman Agency

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**How to Get a Job in the Music Industry** - Keith Hatschek 2014-12-01 (Berklee Press). If you dream about a career in the music industry, this book is for you. These practical strategies will help you to prepare for and land your dream job in the music business. Thousands of readers have used this book to educate and empower themselves and jumpstart successful music industry careers. You can, too! The third edition includes a new career tool kit and social media strategy. Inside you'll find: details on booming job prospects in digital music distribution and music licensing; interviews with nine music industry professionals under 35 who discuss how they got their starts, plus what skills today's leading job candidates must possess; a resource directory of industry related job websites as well as U.S. and Canadian trade associations; step-by-step guidance for developing a first rate resume and acing your interviews; workshops to help you assess and develop your own personalized career tool kit; strategies for industry networking, finding a mentor, and how to effectively use social media.

*Business Basics for Musicians* - Bobby Borg 2015-08-01

(Music Pro Guide Books & DVDs). There has never been a greater need for musicians to understand the music business than now, when emerging technologies make it possible for artists to act as their own record labels, and new contracts are structured to grab the biggest slice of an artist's revenue pie. But in a digital age overflowing with confusing and ever-changing information, musicians need trusted business advice from a veteran artist who can break down the basics in a language they understand. Written by a professional musician for other musicians, *Business Basics for Musicians* is the layperson's guide to the music industry. In a conversational tone and an easy-to-scan format, it simplifies five vital areas in which musicians need to succeed: Career Execution, Business Relationships, Pro Teams, Deals and Dollars, and Future Predictions. Everything from copyright to record deals, managers, merchandising, and doing it yourself is covered. With interviews, anecdotes, and review quizzes, this must-have manual will help artists master business essentials quickly so they can get back to doing what they love best creating music.

**Making Money with Music** - Randy Chertkow 2018-09-04

"[Chertkow and Feehan] are the ideal mentors for aspiring indie musicians who want to navigate an ever-changing music industry." —Billboard Magazine You can make a living with music today. The secret is to tap multiple income streams. *Making Money With Music* gives you over 100 revenue streams and the knowledge on how to tap them. Whether you're a solo artist, band, DJ, EDM producer, or other musician, this book gives you strategies to generate revenue, grow your fan base, and thrive in today's technology-driven music environment. Plus, it lists hundreds of services, tools, and critical resources you need to run your business and maximize income. *Making Money With Music* will show you: How to tap over 100 income streams 7 business strategies you can implement immediately How to start your music business for \$0. How to register your music to collect all of the royalties you are owed worldwide. 13 ways to compete with free and build experiences to drive fan loyalty and engagement into everything you do to increase your revenue. 45 categories of places to get your music heard and videos seen so you can get discovered, grow your fanbase, generate royalties, and boost licensing opportunities. 10 methods for raising money so you can fund your music production and projects. ...and more. Written by the authors of the critically-acclaimed modern classic *The Indie Band Survival Guide* (1st & 2nd Editions), *Making Money With Music* is the third installment in *The Indie Band Survival Guide* series, and will help you build a sustainable music business no matter what kind of music you make, where you live, and whether you're a novice or professional musician. Improve your income by implementing these ideas for your music

business today.

*The Artist's Guide to Success in the Music Business* - Loren Weisman 2013-11-13

Presents advice for building a sustainable career in the music business, covering such topics as booking a performance, touring with a band, recording in the studio, promotion, and brand marketing.

[How to Get Somewhere in the Music Business](#) - Mary Dawson 2007

[The Indie Band Survival Guide](#) - Randy Chertkow 2008-08-05

The Indie Band Survival Guide (2008 edition) is a tremendous resource for musicians looking to record, distribute, market, and sell their music for less than most rock stars spend on green M&M's. Musicians and web gurus Randy Chertkow and Jason Feehan cover every step of the process. With nothing but creative talent and the Web, they've gotten tens of thousands of fans for their band, in addition to being hired to write music for film, television, theater, and other media.

*Music Business For Dummies* - Loren Weisman 2015-06-29

Start your music career off right with this fun guide to the music industry. *Music Business For Dummies* explains the ins and outs of the music industry for artists and business people just starting out. You'll learn how file-sharing, streaming, and iTunes have transformed the industry, and how to navigate your way through the new distribution models to capitalize on your work. It all begins with the right team, and this practical guide explains who you need to have on your side as you begin to grow and get more exposure. Coverage includes rehearsing, performing, recording, publishing, copyrights, royalties, and much more, giving you the information you need to start your career off smart. Music industry success has never been easy to achieve, and recent transformations and disruptions to the business side have made the whole idea even more daunting than before. This guide gives you a roadmap around the landmines, and provides expert advice for starting out on the right foot. Find the right players, agents, and business managers. Make more money from your work with smart distribution. Build your brand and get people talking about you. Get gigs, go on tour,

and keep on growing. If music is your calling, you need to plan your career in a way that sets you up for success from the very beginning. Put the right people in place, get the most out of your investments, and learn how to work the crowd both virtually and in person. *Music Business For Dummies* is your companion on your journey to the music career you want.

**All You Need to Know About the Music Business, Seventh Edition** - Donald S Passman 2009

No one understands the music industry--from the technology, to the legalities, to the new industry practices--better than veteran music lawyer Donald Passman. In this completely revised and updated seventh edition of *All You Need To Know About the Music Business*, which the Los Angeles Times called "the industry bible" and which has sold hundreds of thousands of copies, Passman offers executives and artists, experts and novices alike the essential information they need not only to survive in these volatile and exciting times, but also to thrive. Drawing on his unique, up-to-the-minute experience as one of the most trusted advisors in the business, Passman offers advice concerning: - The Copyright Royalty Board's latest decisions regarding online transmissions. - The developing new customs concerning new technologies such as streaming on demand, ringtones, and digital downloads. Passman also gives guidance on other fundamental issues such as how to: - Select and hire a winning team of advisors--personal and business managers, agents, and attorneys--and structure their commissions, percentages, and fees in a way that will protect you and maximize these relationships. - Master the big picture and the finer points of record deals. - Navigate the ins and outs of songwriting, music publishing, and copyright law. - Maximize concert touring and merchandising deals. Almost everyone in the music business, from musicians and songwriters to entertainment lawyers and record company executives, are scrambling to sort out what is going to happen next, and Passman is right in the thick of these changes. Here is a book for anyone interested in a music career: a comprehensive and crucial guide to making it in one of the world's most dynamic industries.