

All You Need to Know About the **Music Business**

NINTH EDITION

- Up-to-date information on new business models,
including music streaming services
- The latest developments in digital rights
- Updated numbers and statistics for the traditional industry

Donald S. Passman

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should read this book." —Jimmy Iovine, CEO, Beats Electronics

All You Need To Know About The Music Business Ninth Edition

Donald S. Passman



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All You Need to Know About the Music Business Donald S. Passman, 2015-11-10 Through seven editions and twenty years *All You Need to Know About the Music Industry* has been the essential go to reference for music business pros musicians songwriters entertainment lawyers agents concert promoters music publishers record company execs and music managers as they try to navigate the rapid transformation of their industry From publisher description

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

All You Need to Know About the Music Business Donald S. Passman, 2013-11-05 The definitive essential guide to the music industry now in its eighth edition revised and updated with crucial information on the industry s major changes in response to rapid technological advances and economic uncertainty For the first time ever the guide also includes advice on the Canadian music scene from entertainment lawyer Chip Sutherland The past two decades have seen file sharing technology and digital streaming services transform the music business across the continent and the changes keep coming at breakneck speed How are record labels adapting to the demand for instantly accessible low cost music while coping with piracy How can Canadian musicians break into the global market And what does it all mean for aspiring and established artists today Donald Passman one of the most trusted music

lawyers in the United States offers his sage advice for creating, selling, sharing, and protecting your music in the Information Age in this updated Canadian edition of *All You Need to Know About the Music Business*. And now Canadian musicians have a voice of their own as Chip Sutherland, one of Canada's most distinguished entertainment lawyers, offers insight into the industry trends and particulars of the Great White North. Executives and artists, experts and novices alike will benefit from these detailed yet easy-to-understand explanations of the latest technologies, legalities, and practices shaping the music business, such as royalties for music transmitted via digital downloads, streaming services, cloud lockers, and apps. Updated licensing regulations and industry agreements. Selecting and hiring a winning team of advisors, personal and business managers, agents, and attorneys and structuring their commissions, percentages, and fees in a way that will protect you and maximize these relationships. Mastering the major and the finer points of contract negotiations. In a bonus Canadian content section at the end of each chapter, they give guidance on the basics, such as how to navigate the Canadian marketplace and the transition to a global presence. Find Canadian financial grants and bursaries. Understand regulations governing Canadian content development. Recognize the unique features of Canadian deal structures. Maximize concert touring and merchandising agreements in Canadian and American marketplaces. Anyone interested in making and marketing music—musicians, songwriters, agents, promoters, publishers, managers, and record company executives—needs this crucial text to keep up with the frenetic pace of technological and legal change. No one understands the music business on both sides of the border better than Passman and Sutherland. Let them show you how to make it in one of the world's most dynamic and challenging industries.

All You Need to Know About the Music Business Donald S. Passman, 2019-10-29

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 **Understanding the Music Business** Dick Weissman, 2017-05-12 In today's fast moving music industry what does it take to build a life long career Now more than ever all those working in music need to be aware of many aspects of the business and take control of their own careers **Understanding the Music Business** offers students a concise yet comprehensive overview of the rapidly evolving music industry rooted in real world experiences Anchored by a wealth of career profiles and case studies this second edition has been updated throughout to include the most important contemporary developments including the advent of streaming and the shift to a DIY paradigm A new **Both Sides Now** feature helps readers understand differing opinions on key issues Highly readable **Understanding the Music Business** is the perfect introduction for anyone seeking to understand how musical talents connect to making a living

The Music Industry Handbook Paul Rutter, 2011-05-20 **The Music Industry Handbook** Second edition is an expert resource and guide for all those seeking an authoritative and user friendly overview of the music industry today The new edition includes coverage of the latest developments in music streaming including new business models created by the streaming service sector There is also expanded exploration of the music industry in different regions of the UK and in other areas of Europe and coverage of new debates within the music industry including the impact of copyright extensions on the UK music industry and the business protocols involved when music is used in film and advertising **The Music Industry Handbook** Second edition also includes in depth explorations of different elements of the music industry including the live music sector the recording industry and the classic music business analysis of business practices across all areas of the industry including publishing synchronisation and trading in the music industry profiles presenting interviews with key figures working in the music industry detailed further reading for each chapter and a glossary of essential music industry terms [All You Need to Know About the Music Business](#) Donald S. Passman, 2012-12-04 Through seven editions and twenty years **All You Need to Know About the Music Industry** has been the essential go to reference for music business pros musicians songwriters entertainment lawyers agents concert promoters music publishers record company execs and music managers as they try to navigate the rapid transformation of their industry Now in its eighth edition revised and updated with crucial information on the industry's major changes in response to rapid technological advances and economic uncertainty this book is still the definitive essential guide to the music industry Author Donald Passman one of the most influential figures in the business has been in the thick of this transformation and understands that anyone involved in the music business is feeling the deep far reaching effects of it Drawing on his unique professional experience as one of the most trusted advisors in the business Passman offers authoritative information on assembling a winning team of advisors negotiating deals music publishing and copyrights new digital streaming services and much more The new edition includes up to date information on the new business models including music streaming services and cloud lockers developments in

new legislation and industry wide deals concerning piracy and digital rights new challenges in performing rights and updated numbers and statistics for the traditional industry This book called the industry bible by the Los Angeles Times is a comprehensive guide to the legal and financial aspects of the music world an indispensable tool that no one who makes their living from music can afford to be without from publisher description *Making It in Country Music* Rich Redmond, 2023-05-15 Rich Redmond drummer for superstar Jason Aldean provides a shot of inspiration for those interested in jump starting a music career Any successful musician will tell you the most common question asked of them is What does it take to make it Rich Redmond is no different He moved to Nashville more than twenty five years ago with his drums a cat and a vision and he s made his dreams come true Over one too many lattes he decided to put all of his advice in one place *Making It in Country Music* is filled with practical advice stories of how Redmond did it himself and insights from a chorus of other musicians This is the ultimate behind the scenes and fun to read book looking at the country music industry and music careers Redmond takes you on a tour of Nashville and many other country music meccas from the massive stadiums to the honky tonks and the wide variety of jobs that make the industry go You ll learn the various skill sets needed to become successful in the industry as well as predictions for the future of country music among many other things There is no better guide to the country music business than Redmond with his unique blend of encouragement detailed advice humor and experience **The Complete Guide to Starting a Record Company** Keith Holzman, 2004 The definitive guide to starting your own record company

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