

SEVENTH EDITION

**ALL YOU NEED
TO KNOW
ABOUT THE
MUSIC
BUSINESS**

REVISED AND UPDATED

**DONALD S.
PASSMAN**

"Should be required reading for anyone planning or enduring a career in the biz."

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All You Need To Know About The Music Business Seventh Edition

Ivan L Pitt



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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 market places. 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, 2023-10-24 Dubbed the industry

bible by the Los Angeles Times All You Need to Know About the Music Business by veteran music lawyer Donald Passman is the go to guide for everyone in the music business through ten editions over thirty years and over a half a million copies sold Now with updates explaining why musicians have more power today than ever in history discussion of the mega million dollar sales of artists songs and record catalogs how artist access to streaming media and particularly TikTok has completely reshaped the music business the latest on music created by AI and a full update of the latest numbers and trends For more than thirty 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 eleventh edition 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 streaming For the first time in history music is no longer monetized by selling something it s monetized by how many times a listener streams a song And also for the first time artists can get their music to listeners without a record company gatekeeper creating a new democracy for music The industry bible Los Angeles Times now updated is essential for anyone in the music business musicians songwriters lawyers agents promoters publishers executives and managers and the definitive guide for anyone who wants to be in the business So whether you are or aspire to be in the music industry veteran music lawyer Passman s comprehensive guide is an indispensable tool He offers timely information about the latest trends including the reasons why artists have more clout than ever in history the massive influence of TikTok the mega million dollar sales of artists songs and record catalogs music in Web3 and the Metaverse music created by AI and a full update of the latest numbers and practices

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 **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 *Direct Licensing and the Music Industry* Ivan L Pitt,2015-10-13 This book discusses the economics of the music industry in the context of the changing landscape brought about by innovation technological change and rapid digitization The ability of digital technology to reduce the transaction costs of music copyright licensing has all but destroyed the traditional media business models of incumbent Performance Rights Organizations PROs music publishers record labels and radio and television stations In a climate where streaming services are rapidly proliferating and consumers prefer subscription models over direct ownership new business models such as direct licensing are developing This book provides an overview of the economics of the traditional music industry the technology induced changes in business models and copyright law and the role of publishers copyright holders and songwriters in the emerging direct licensing model In Part One the author examines the economic aspects of direct licensing as an alternative to the traditional blanket license for copyrighted musical compositions with an emphasis on the often monopolistic nature of PROs In Part Two the author focuses on the music publisher and the role direct licensing and competition may play in the changing business models in the music industry and the potential benefits this may bring to copyright holders such as songwriters To compliment this model the author proposes a maximum statutory fixed rate for musical performances to further streamline the royalty process especially where distributors such as Google and YouTube are concerned This book adds to the growing body of literature on the economics of music licensing in the digital age It will be useful to those in the fields of economics and law as well as music executives musicians songwriters composers and other industry professionals who are interested in understanding how technology innovation and competition have reshaped the music industry *The Music Industry Handbook* Paul Rutter,2016-06-17 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 classical 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 workings in the music industry detailed further reading for each chapter and a glossary of essential music industry terms *The Definitive Guide to Entertainment Marketing* Al Lieberman,Patricia Esgate,2013 Entertainment Marketing NOW Every Platform Technology and Opportunity Covers film cable broadcast music sports publishing social media gaming and more Reflects powerful trends ranging from smartphones to globalization Demonstrates breakthrough strategies integrating advertising promotion PR and online content distribution By industry insiders with decades of experience as leaders and consultants Entertainment spending is soaring worldwide driven by new technologies new platforms new business models and unrelenting demand amongst seven billion consumers That means entertainment marketing opportunities are soaring too But this business is more complex and competitive than ever and it s changing at breakneck speed Now two leading practitioners show how to transform content into profits today and tomorrow any content on any platform in any market worldwide You ll master innovative new ways to grab consumers attention and wallets fast make your experiences wannasee haftasee mustsee drive more value through social platforms mobile technologies and integrated marketing strategies overcome challenges ranging from bad buzz to piracy fully leverage licensing merchandising and sponsorships and successfully market all forms of entertainment **Your Guide To Entertainment Marketing and Performance (Collection)** Al Lieberman,Patricia Esgate,Paul W. Farris,Neil Bendle,Phillip E. Pfeifer,David Reibstein,2013-08-08 Entertainment spending is soaring worldwide driven by new technologies new platforms new business models and unrelenting demand amongst seven billion consumers That means entertainment marketing opportunities are soaring too But this business is more complex and competitive than ever and it s changing at breakneck speed Now two leading practitioners show how to transform content into profits today and tomorrow in *The Definitive Guide to Entertainment Marketing Marketing Metrics The Definitive Guide to Measuring Marketing Performance* Second Edition is the definitive guide to today s most valuable marketing metrics In this thoroughly updated and significantly expanded book four leading marketing researchers show exactly how to choose the right metrics for every challenge and expand their treatment of social marketing web metrics and brand equity They also give readers new systems for organizing marketing metrics into models and dashboards that translate numbers into management insight

All You Need To Know About The Music Business Seventh Edition Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**All You Need To Know About The Music Business Seventh Edition**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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