

## The Music Business And Recording Industry

For the first time, *Appetite for Self-Destruction* recounts the epic story of the precipitous rise and fall of the recording industry over the past three decades, when the incredible success of the CD turned the music business into one of the most glamorous, high-profile industries in the world -- and the advent of file sharing brought it to its knees. In a comprehensive, fast-paced account full of larger-than-life personalities, Rolling Stone contributing editor Steve Knopper shows that, after the incredible wealth and excess of the '80s and '90s, Sony, Warner, and the other big players brought about their own downfall through years of denial and bad decisions in the face of dramatic advances in technology. Big Music has been asleep at the wheel ever since Napster revolutionized the way music was distributed in the 1990s. Now, because powerful people like Doug Morris and Tommy Mottola failed to recognize the incredible potential of file-sharing technology, the labels are in danger of becoming completely obsolete. Knopper, who has been writing about the industry for more than ten years, has unparalleled access to those intimately involved in the music world's highs and lows. Based on interviews with more than two hundred music

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industry sources -- from Warner Music chairman Edgar Bronfman Jr. to renegade Napster creator Shawn Fanning -- Knopper is the first to offer such a detailed and sweeping contemporary history of the industry's wild ride through the past three decades. From the birth of the compact disc, through the explosion of CD sales in the '80s and '90s, the emergence of Napster, and the secret talks that led to iTunes, to the current collapse of the industry as CD sales plummet, Knopper takes us inside the boardrooms, recording studios, private estates, garage computer labs, company jets, corporate infighting, and secret deals of the big names and behind-the-scenes players who made it all happen. With unforgettable portraits of the music world's mighty and formerly mighty; detailed accounts of both brilliant and stupid ideas brought to fruition or left on the cutting-room floor; the dish on backroom schemes, negotiations, and brawls; and several previously unreported stories, *Appetite for Self-Destruction* is a riveting, informative, and highly entertaining read. It offers a broad perspective on the current state of Big Music, how it got into these dire straits, and where it's going from here -- and a cautionary tale for the digital age.

(Music Pro Guide Books & DVDs). *Music 3.0: A Survival Guide for Making Music in the Internet Age* is a completely updated edition of the original best seller, featuring the latest music business and social

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media concepts as well as brand-new interviews with a variety of the industry's top movers and shakers.

The book not only takes a look at the music industry's evolution and how we got to Music 3.0, but provides the information that today's musician or music business executive needs to take advantage of the new music industry paradigm: What has changed? Who are the new players? Why are traditional record labels, television, and radio no longer factors in an artist's success? How do you market and distribute your music in this new world? How do you make money in this new music world? How do you develop your brand? How do you use Facebook, Twitter, and YouTube as marketing tools? What are the new technologies that are being introduced that will influence how we sell or market? All these questions are answered in the book. This edition also contains new low-cost high- and low-tech tips for marketing and promotion.

The Music Business and Recording IndustryRoutledge

(Reference). The indispensable resource for anyone in the music business. Every business arrangement in the music industry comes down to the written agreement between the parties engaged in the project at hand. When you're co-writing with other songwriters or making publishing agreements, recording agreements with independent record labels, or film sync license agreements for music

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used in TV, film, the Internet and commercials, what is in writing is what ultimately governs the deal with you and your business. Whether you are the publisher, label, studio, producer, engineer, or artist, The Music Business Contract Library contains over 125 different contract templates and forms that you need, along with Greg's professional experience in commentary on how he has used them and why. This massive library comes with a CD-ROM, which delivers over 125 forms in fully editable Microsoft Word format for use in your own business. Featuring articles written by music industry professionals, this comprehensive primer guides readers through every aspect of the music business. Covers all aspects of the music industry ranging from songwriting, recording, and performing, to copyright law, record labels, marketing and promotion, and more. For musicians and future music professionals who want a comprehensive overview of the music industry.

The music industry, like every other business, is based on personal relationships: who you know, what you know and who knows you. "Networking in the Music Business" is the blueprint for developing the people skills necessary to achieve success in the global music industry. With this detailed guide to creating a career game plan and by learning from artists, writers and executives who have already established themselves as major players, both the

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professional and aspiring musician will have a substantial edge. Author Dan Kimpel, a 20-year veteran of the music industry whose recent credits include working with Quincy Jones, Babyface, Diane Warren, Joni Mitchell and Randy Newman, has been in a key position to observe how personal skills positively impact professional achievements. These invaluable insights are vividly documented in a high-energy, highly readable fashion. This is a book bursting with vital information from an industry insider!

Discusses managers, contracts, copyright, and more 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-

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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.

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

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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.

Dorothy Carvello knows all about the music biz. She was the first female A&R executive at Atlantic Records, and one of the few in the room at RCA and Columbia. But before that, she was secretary to Ahmet Ertegun, Atlantic's infamous president, who signed acts like Aretha Franklin and Led Zeppelin, negotiated distribution deals with Mick Jagger, and added Neil Young to Crosby, Stills & Nash. The stories she tells about the kingmakers of the music biz are outrageous, but it is her sinuous friendship with Ahmet that frames her narrative. He was notoriously abusive, sexually harassing Dorothy on a daily basis. Carvello reveals here how she flipped the script and showed Ertegun and every other man who tried to control her that a woman can be just as willing to do what it takes to get a hit. Never-before-heard stories about artists like Michael Jackson, Madonna, Steven Tyler, Bon Jovi, INXS, Marc Anthony, and many more make this book a must-read for anyone looking for the real stories on what it

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takes for a woman to make it in a male-dominated industry.

"Presents the information and tools needed to successfully start and operate an independent record label"--Provided by publisher.

Completely updated for the 21st century, "The Music Business" provides essential career advice and offers information on how to get started and advance in all areas of the music industry--from songwriting and performing to contracts, producing, criticism, commercials, concerts, engineering, and more.

This book is a comprehensive guide to a career in the music industry. Offering advice as to how to get into the business, it explains the main features of a wide range of jobs, such as management, production, promotion and merchandise through to the working lives of recording artists and session musicians.

The Recording Industry presents a brief but comprehensive overview of how records are made, marketed, and sold. Designed for an introductory survey course, but also applicable to the amateur musician, the book opens with an overview of popular music and its place in American society, along with the key players in the recording industry: record companies; music publishers; and performance venues. In the book's second part, the making of a recording is traced from production through marketing and then retail sales. Finally, in

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part 3, legal issues, including copyright and problems of piracy, are addressed. - BOOK JACKET.

At last, an entertainment attorney offers up the honest truth about becoming a successful recording artist. This book is packed with solid information geared toward anyone who wants to become a musician. It's a terrific primer for parents of kids who are clamoring for music lessons or permission to go to a college of music. The book is divvied up into manageable chapters: practicing, recording your first demo, creating a promo kit, finding a manager, playing a showcase, and much more. This is the first book in the Music Business Made Simple series. These easy-to-digest handbooks cover everything one needs to know about the music business. The second book in the series, *Be Your Own Music Mogul: Launch an Independent Record Label* will be published in Spring 2005.

*Record Label Marketing, Third Edition* is the essential resource to help you understand how recorded music is professionally marketed. Fully updated to reflect current trends in the industry, this edition is designed to benefit marketing professionals, music business students, and independent artists alike. As with previous editions, the third edition is accessible for readers new to marketing or to the music business. The book addresses classic marketing concepts while

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providing examples that are grounded in industry practice. Armed with this book, you'll master the jargon, concepts, and language to understand how music companies brand and market artists in the digital era. Features new to this edition include: Social media strategies including step-by-step tactics used by major and independent labels are presented in a new section contributed by Ariel Hyatt, owner of CYBER PR. An in-depth look at SoundScan and other big data matrices used as tools by all entities in the music business. An exploration of the varieties of branding with particular attention paid to the impact of branding to the artist and the music business in a new chapter contributed by Tammy Donham, former Vice President of the Country Music Association. The robust companion website, [focalpress.com/cw/macy](http://focalpress.com/cw/macy), features weblinks, exercises, and suggestions for further reading. Instructor resources include PowerPoint lecture outlines, a test bank, and suggested lesson plans. 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-

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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.

For 11 years the Recording Industry Sourcebook has served as the music industry insider's one-stop buyer's guide and a "must have" for building business relationships. With over 9,000 updated professional listings in more than 60 categories, the latest edition of the Sourcebook offers comprehensive directories of record labels, producers, managers, distributors, attorneys, equipment suppliers, music video companies, media contacts and much more. Entries list contact names, titles, addresses, phone and fax numbers, e-mail and web addresses, styles of music preferred, information on whether or not they'll accept unsolicited demos, and more. High-quality packaging, featuring laminated dividers and sturdy spiral binding, makes this

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annual a good investment.

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.

Association of Recorded Sound Collections Awards for Excellence Best Historical Research in Record Labels – Best History (2017) This biography tells the story of one of the most notorious figures in the history of popular music, Morris Levy (1927-1990). At age nineteen, he cofounded the nightclub Birdland in Hell's Kitchen, which became the home for a new musical style, bebop. Levy operated one of the first integrated clubs on Broadway and helped build the careers of Dizzy Gillespie and Bud Powell and most notably aided the reemergence of Count Basie. In 1957, he founded a record label, Roulette Records. Roulette featured many of the significant jazz artists who played Birdland but also scored top pop hits with acts like Buddy Knox, Frankie Lymon and the Teenagers, Joey Dee and the Starlites, and, in the mid-1960s, Tommy James. Stories abound of Levy threatening artists, songwriters, and producers, sometimes just for the sport, other times so he could continue to build his empire. Along the way, Levy attracted "investors" with ties to the Mafia, including Dominic Ciaffone (a.k.a. "Swats" Mulligan), Tommy Eboli, and the most notorious of them all, Vincent Gigante. Gigante allegedly owned large pieces of Levy's recording and retail businesses. Starting in the late 1950s, the FBI and IRS investigated Levy but could not make anything stick until the early 1980s, when Levy foolishly got involved in a deal to sell remaindered records to a small-time reseller, John LaMonte. With partners in the mob, Levy tried to force LaMonte to pay for four million remaindered records. When the FBI secretly wiretapped LaMonte in an unrelated

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investigation and agents learned about the deal, investigators successfully prosecuted Levy in the extortion scheme.

Convicted in 1988, Levy did not live to serve prison time.

Stricken with cancer, he died just as his last appeals were exhausted. However, even if he had lived, Levy's brand of storied high life was effectively bust. Corporate ownership of record labels doomed most independents in the business, ending the days when a savvy if ruthless hustler could blaze a path to the top.

A history of the record industry focuses on the label founders and talent scouts who understood the industry's dual music and business natures, drawing parallels between the setbacks of the 1920s and 1930s and the recent CD crash.

The Music Business and Recording Industry is a comprehensive music business textbook focused on the three income streams in the music industry: music publishing, live entertainment, and recordings. The book provides a sound foundation for understanding key issues, while presenting the latest research in the field. It covers the changes in the industry brought about by the digital age, such as changing methods of distributing and accessing music and new approaches in marketing with the Internet and mobile applications. New developments in copyright law are also examined, along with the global and regional differences in the music business.

Qualen starts with a brief survey of the British recording industry and the international scene. Most of the information will be familiar to readers of the trade press. UK sales started declining in 1975, and only during the past few years have they risen again. Industry profitability has followed a similar curve. Qualen presents statistics on sales, production costs, market shares, and the penetration of video recorders. He sees the industry moving gradually from the sale of recordings as physical objects towards the exploitation of

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copyrights, collecting revenue from the use of music on radio, television, satellite and cable, from the rental of music videos, and even from home-taping. In this scenario, the big companies would concentrate on such investment-heavy fields as the production of compact discs and music videos, as well as on the exploitation of rights to performances acquired from other producers. The independents would retain the production and distribution of black vinyl and music cassettes, creating new hits and trends. But Qualen concludes: It is unlikely that the choices facing the business will ever be presented in such a hard-edged fashion. The probability is that the music business will stumble into the future just as it is stumbling through the present, with the actors only making positive decisions when forced to by crisis situations. Review note.

A complete and up-to-date guide to the music industry covers such topics as record industry trends, copyright law, sources of publishing income, buying and selling of catalogues, agents and managers, and music videos.

"Learn to: navigate the music business to pursue a successful and sustainable career; follow a plan that builds your success, one step at a time; create a brand that stands out to fans and industry professionals; understand music publishing, contracts, copyrights, and licensing"--Cover.

Where did today's music come from? Where is it headed? Answering these and other pertinent questions, here is a comprehensive examination of the industry that drives the music business. Written in a clear and straightforward style, the book is targeted at music historians and people in the music

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industry.

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.

Today, when artists are empowered to take greater control of their careers and earnings, the need for musicians to understand the business of music has never been greater. In a digital age overflowing with confusing and ever-changing information, musicians

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need trusted business advice from a veteran artist who can break down the basics in language they understand. Written by a professional musician for other musicians, *Business Basics for Musicians* is the laypersons guide to the music industry. In this must-have manual, music industry veteran Bobby Borg presents vital info in a conversational tone and an easy-to-scan format regarding five vital areas that musicians need to succeed: Career Execution, Business Relationships, Pro Teams, Deals and Dollars, and Future Predictions. Everything from copyrights to record deals, to managers, to merchandising, to doing it yourself is covered. With pro interviews, anecdotes, and review quizzes, *Business Basics for Musicians* is the complete handbook from start to success. Updates for this edition: Changes in copyright laws Summary of the Music Modernization Act Updates on record, merch, publishing, and live performance deals New trends in sponsorships and partnerships with product brands New interviews with industry professionals, including managers, producers, and agents New stories paralleling current events and industry happenings Updated business resources, industry contacts, and URLs

Anyone managing an artist's career needs to be well versed and have a savvy understanding of the moving parts of the music business. Learn how and why those moving parts "move," as well as how to

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manage and navigate a music-based career. Artist Management for the Music Business gives a comprehensive view of how to generate income through music and how to strategically plan for future growth. The book is full of valuable practical insights. It includes interviews and case studies with examples of real-world management issues and outcomes. Updates to this new edition include the importance of online streaming to music careers, how anyone can effectively network, tools for successful negotiation, ways to identify and manage income sources, and guidance on the ever-changing social media landscape of the music business. This book gives access to resources about artist management and the music business at its companion website,

<http://www.artistmanagementonline.com>. There is no login, and the resources are updated regularly.

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.

### CONFESSIONS OF A RECORD PRODUCER: 5TH EDITION - REVISED AND UPDATED

The music business can prove to be a difficult career road when you're first starting out, but it can be traveled a lot easier with some helpful guidance from a pro who's willing to share a few hard-earned hints.

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The Music Advice Book is a compilation of the pearls of experience from 130 top music pros from various segments of the industry who have previously shared their most important tips on Bobby Owsinski's Inner Circle Podcast over the course of almost 5 years. These 150 tips cover everything from following your passion, learning to network, and working well with your musical team, to owning your own content and even figuring out how much to charge for your services. Also included are even some useful music production words of wisdom, as well as the indispensable "10 Rules Of Networking." These insights are essential for those new to the music industry but valuable to seasoned pros as well.

With the evolution of the music business and the shifting influence of large record labels, the artist manager is now – more than ever – at the center of an artist's career. Artist managers are tasked with keeping abreast of the music industry and supporting the artists under their management while simultaneously managing their own careers.

Including key industry insights, exclusive planning guidance, management tools, and strategies for a successful career, Artist Management for the Music Business has the tools to support any new or experienced artist manager. Through its analysis of over a dozen case studies, lessons, and contract examples, author Paul Allen provides a focused look

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at managing artists' careers. This follow-up to the best-selling second edition features a new chapter on entrepreneurship including detailed information on how to run an artist management enterprise as a business and includes coverage of anticipating risks, reacting to challenges, and basic money management. The chapter also contains additional sections on the effective use of social media, the Web, and handling online promotion. For additional resources, visit the book's website at [www.artistmanagementonline.com](http://www.artistmanagementonline.com).

(Music Pro Guide Books & DVDs). New technologies are revolutionizing the music business. While these changes may be smashing traditional business models and creating havoc among the major record companies, they are also providing new opportunities for unsigned artists, independent labels, and music business entrepreneurs. The Future of the Music Business provides a legal and business road map for success in today's music business by setting forth a comprehensive summary of the rules pertaining to the traditional music business, including music licensing, as well as the laws governing online distribution of music and video. The book also provides practical tips for: Selling music online; Using blogs and social networks; Developing an online record company; Creating an Internet radio station; Opening an online music store; Raising money for recording projects

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online; Creating a hit song in the Digital Age; Taking advantage of wireless technologies, and much more. This revised third edition is the most up-to-date and thorough examination of current trends, and offers special sections on: What to do if someone steals your song; Protecting the name of your band or label ; How to find and get a music lawyer to shop your music; How to land a deal with an indie, or a major label. The video includes a comprehensive lecture, "How to Succeed in Today's Music Business," delivered by the author at the Tisch School of the Arts at NYU.

This powerhouse best-selling text remains the most comprehensive, up-to-date guide to the music industry. The breadth of coverage that Music Business Handbook and Career Guide, Eleventh Edition offers surpasses any other resource available. Readers new to the music business and seasoned professionals alike will find David Baskerville and Tim Baskerville's handbook an indispensable resource, regardless of their specialty within the music field. This text is ideal for introductory courses such as Introduction to the Music Business, Music and Media, and Music Business Foundations as well as more specialized courses such as the record industry, music careers, artist management, and more. The fully updated Eleventh Edition includes coverage of key topics such as copyright, licensing, songwriting, concert

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venues, and the entrepreneurial musician. Uniquely, it provides career-planning insights on dozens of job categories in the diverse music industry.

Learn the ropes to become an entrepreneur and the next mogul in the music industry. You will understand each department's job duties, earnings, and guide to pursue and master each component of this fast paced multi-billion dollar industry. Learn the characteristics and traits of an entrepreneur and how to think like one. Authored by veteran Music Producer and Entrepreneur Tony Dofat best known for his work with Sean Combs at Bad Boy Worldwide.

This up-to-date manual fills the need for a basic, easy-to-understand way of getting your foot in the door of a business that for the most seems impossible to break into. Whether your are a first-timer looking to promote your first album or you want to venture into creating your own label, read this book and you're investing in your future.

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