

Music Management

Matt Doherty

Artist Management for the Music Business Paul Allen,2022-03-20 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 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 a new chapter for independent, self-managing artists, expanded and updated sections on networking, social media, and streaming, and a basic introduction to data analytics for the music business. This book gives access to resources about artist management and the music business at its companion website, www.artistmanagementonline.com.

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.

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.

Managing Artists in Pop Music Mitch Weiss,Perri Gaffney,2012-01-24 Law, taxes, and finances.

Artist Management for the Music Business Paul Allen,2018-05-11 Anyone managing an artists 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 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.

Production Management in Live Music Matt Doherty, 2022-01-26 *Production Management in Live Music: Managing the Technical Side of Touring in Today's Music Industry* is a handbook for the aspiring production manager looking to forge a career in the live music industry. This book outlines the role that a production manager performs and their key responsibilities, and takes the reader step by step through the entire process of preparing a show for a tour. From dealing with artists and management to hiring crew, from booking vendors and scheduling the day-to-day of a busy tour, this text covers everything that is needed to take the show into rehearsals and finally on the road. Every aspect of the job is covered, including the very important challenges that face today's industry in the realms of sustainability, inclusion, diversity and mental health. Whether the show be on a festival, in a small theatre or club, or in a modern arena, this book clearly lays out the tasks and challenges and offers practical solutions to ensure the smooth running of a live performance. *Production Management in Live Music* is written for students in stage and production management courses and emerging professionals working in live music touring.

Artist Management for the Music Business 2e Paul Allen, 2012-10-12 *Artist Management for the Music Business* provides clear, in-depth information on what to do as an artist manager and how to do it, preparing the reader for the realities of directing the careers of performers in the risky but rewarding music business. The book prepares the reader for a successful career looking at the application of classic management theory to artist management, featuring 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 on the companion website. *Artist Management for the Music Business* is written for record industry employees who want to know both what to do as a professional artist manager and how to do it as well as for all students studying music business or industry programs. *Key industry insight for both the new and experienced artist managers *Exclusive planning and management tools *Successful career strategies for managers and the artists they manage *Fully cited text from literature, personal interviews, and personal experience of the author. *Career and business planning for the artist manager including fully detailed and exclusive career plan template for an artist.

The Live Music Business Andy Reynolds, 2021-11-29 *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.

Managing Your Band Stephen Marcone, 2003 According to Dr. Stephen Marcone, personal management is still the weakest link in a music business that operates by fragmenting its product. This comprehensive new edition: includes an updated recording agreement with current industry language and a sample merchandising agreement; takes into account the many changes in concert promotion; and features descriptions of new legal battles. Use this book as a helpful reference for: touring, publicity, contracts, marketing, trademarks, copyrighting, enhancing creativity and much more. Straight-forward and up-to-date, this is an easy-to-understand and all-encompassing primer for aspiring bands and managers. - Walter O'Brien, Owner, Concrete Management, Inc. (manager of Pantera and others) Dr. Stephen Marcone is Director of Music Graduate Studies and Professor of Music at William Paterson University in Wayne, New Jersey.

The Music Management Bible Nicola Riches, 2012-08-13 Completely revised and updated, this new edition of the standard music industry textbook includes everything that you need to know as a music manager in the today's fast-changing musical environment. With a special focus on the implications of the digital age for the music professional, this is the essential handbook for anyone involved in the music business!

Music, Management, Marketing, and Law Phil Graham, 2019-03-25 This collection of interviews captures a period of historic change for the global music business along with a wealth of professional knowledge that extends from the late 1960s through to late 2012 when the interviews were conducted. They record the experiences and insights of people who helped to shape a global business that is quickly passing into history and transforming into something entirely new, often because of decisions the interviewees have been directly involved in making. The material includes the aesthetic, artistic, technical, commercial, legal, and strategic aspects of the music industry. What is said is timeless in its historical significance for the music business and in its relevance for researchers engaged in studies on the dynamics of change in the global commercial music landscape.

Music Management for the Indie Artist John Macallister, 2016-06-25 Are you struggling to get your music heard? Have you ever felt lost or directionless on how to manage your career? Inside *Music Management for the Indie Artist*, you'll discover: How to gain a crystal-clear vision of your future in music. The single most important thing you can do to start getting calls from music managers. Why you need a business and marketing plan and how to

write it. How to protect yourself from falling victim to unscrupulous managers. What music management is all about and why it pays to self-manage your career. Whether you just released your first song or are a seasoned musician ready to take your music career to the next level, this book is for you. You should already know how to manage your music career before you decide to get a manager. Because only then will you be perceived as desirable to work with. But the sad thing is... most artists have no clue when it comes to the most important aspects of managing a music career. Many artists think they just have to get their music heard to be successful. Believe it or not, that's really just the tip of the iceberg. If you believe you can carve out a successful music career all on your own - without any help, you are basically committing career suicide. You need to find others who have made it and follow in their footsteps. But if you don't know how to get (and deal) with a manager, you might find yourself getting ripped off. Simply put... Most indie artists don't have a real strategy for building a successful music career. Many struggle for years going nowhere, achieving nothing... and end up returning to (or staying stuck at) an unfulfilling day job barely earning enough money to support themselves and their family living a life of quiet desperation with their hopes and dreams crushed. It's a terrible thing to see! But we've got good news for you... You do not have to end up like most struggling artists because for the first time ever, we've together the ultimate roadmap to help you take control of your own music career. And guess what? It's going to help you look INFINITELY more attractive to any potential manager. This is a complete, step-by-step 228 page blueprint which contains a treasure trove of the best kept marketing & business secrets for indie musicians, artists and bands who want to start managing their music career like a pro, become a music phenomenon and attract a top music manager.

Music Management for the Rest of Us Joe Taylor, Joe Taylor, Jr., 2004-09 In the music industry, the days of deals in smoke-filled back rooms are all but over. Artist development happens on the streets, not at major labels. And the old-school professional managers are stepping down, one by one, to cozy retirements funded by decades of commissions from successful clients. With fewer and fewer lifers available to take on new clients, what's an emerging artist to do? Likewise, how does an aspiring artist manager get a start without the connections and influence required of their predecessors? Music business manager and consultant Joe Taylor Jr. set out to answer these questions for a member of his staff. The result? Over 160 pages of nuts-and-bolts advice for the novice music manager, or for any musician looking to boost their success team by adding homegrown management to the mix.

Managing Your Band - Sixth Edition Stephen Marcone, David Philp, 2017-06-01 (Book). Making it in music has never been easy, but today it's harder than ever before. The digital age has dawned and, with it, the music biz has wholly merged with the entertainment industry. Up-and-comers are immediately faced with a dire choice: alter your art to appease the powers that be or learn to navigate the notoriously grimy underside of the most glamorous profession in the world. Whether you're a self-reliant DIY musician or an aspiring personal manager, Stephen Marcone and David Philp's *Managing Your Band* Artist Management: The Ultimate Responsibility can help you keep your shirt and maybe just maybe make a buck, all for less than the price of a decent dinner. Now in its sixth edition, *Managing Your Band* has long since been the standard bearer for aspirants and hardened vets alike. From dive bars

to festivals, from branding and merchandising to marketing and publicity, from publishing and licensing to rights and contracts, Marcone and Philp leave no stone unturned in this comprehensive guide to artist management. A lofty claim, eh? No need to take our word for it luminaries in every corner of the industry are willing to testify. To put it mildly, the book has a reputation with record labels. John Butler, Vice President of Promotion at Curb, believes that Marcone and Philp take on our ever-changing business with a fresh and complete approach. The breadth of information here is as important to veterans as it is to the new entrepreneurs that will power the current and next versions of the music industry. Paul Sinclair, the EVP of Digital Strategy & Innovation at Atlantic, attests that the 6th edition of *Managing Your Band* provides an excellent blueprint to follow paths of flexibility and specificity toward a successful career in music. In this book, you find the framework. Implement it well and you have a better shot of finding success with your musical art. Joe Riccitelli, the EVP/GM of RCA, considers the book a must for new and established managers who may need a brush-up on topics they have forgotten, as Stephen's & David's vast experience pays off in the 6th edition. Hell, this is the only book music mogul Harvey Leeds took to Israel to teach the Israelis about the international music and entertainment business! In the end, we think Doc McGhee, the man who whisked Bon Jovi and Motley Crue to superstardom, says it best: I wish I had something like this when I was starting out! What more can we say? Pick up the latest edition of *Managing Your Band* and chase that wild dream!

The Art of Music Business Management Mika Karhumaa, 2024-03-27 THE NEXT GENERATION OF MUSIC BUSINESS BOOKS IS HERE! Karhumaa's seventh book introduces artist management from an unprecedented perspective. Modern artist management can be divided into three compartments. When these are presented to you and reflected onto a transparent wall, you see things from a manager's point of view. Through this, you'll see the four audiences of the music industry. This is the scene, the areas of action, where all of this takes place. This framework has been developed for today's rapidly evolving world. It travels with you everywhere. Whatever you need to do, invest in understanding this framework and start taking action. This book teaches you how to utilize it. Modern artist management is increasingly taking place in the digital realm and resembles screenwriting. As technology evolves, introducing new features almost daily, the management needs to adapt swiftly. This book discusses how success can be achieved in navigating this task. The book is intended for all professionals in the industry. Management is a topic that touches all of us in one way or another. The book is particularly well-suited for educational purposes. A manager needed to write this book. The author has three decades of experience in multiple capacities. Mika Karhumaa is a music business manager - specializing in artist management and contracts & copyright. He lectures on the subject and acts as a strategist in many industrial operations.

This Business of Artist Management Xavier M. Frascogna, Jr., H. Lee Hetherington, 2011-11-09 This authoritative reference on artist management in the music industry is the standard for all phases of managing a musician's career from both the artist's and manager's point of view. This substantially updated edition covers the major changes that have transformed the business world and music industry over the past six years. Particular emphasis

is given to the impact of the Internet, including the MP3 controversy and its lingering ramifications, copyright licensing on the Web, navigating trade identity issues on the Net, domain names, and the high-tech fight against cyberpiracy. Included are real-world examples-as well as new interviews with top booking agents, personal managers, concert promoters, record company executives, road managers, and artists. • For aspiring and professional managers in the music/entertainment field as well as musicians, music publishers, and record company personnel • Winner of the prestigious ASCAP Deems Taylor Award for excellence in music publishing • This replaces 0-8230-7705-5, which sold more than 25,000 copies

Music Business Handbook and Career Guide David Baskerville,Tim Baskerville,Serona Elton,2022-11-16 The Thirteenth Edition of this powerhouse best-selling text maintains its tradition as the most comprehensive, up-to-date guide to the music industry in all of its diversity. Readers new to the music business and seasoned professionals alike will find David Baskerville, Tim Baskerville, and Serona Elton's handbook the go-to source, regardless of their specialty within the music field. Music Business Handbook and Career Guide is ideal for introductory courses such as Introduction to the Music Business, Music and Media, and other survey courses as well as more specialized courses such as the Record Industry, Music Careers, Artist Management, and more. The fully updated Thirteenth Edition includes a comprehensive discussion of the streaming revolution, where this predominant form of music consumption stands today and is heading in the future. Rapid changes in music licensing are addressed and how they impact creators, musical work performance licensing, compulsory and negotiated mechanicals, and sound recording licenses. The new edition also analyzes the changing picture of music video and shows how music video has been upended by on-demand streaming. Lastly, there is all-new coverage of COVID-19 and how the concert industry has been impacted as well as digital advances that have been made.

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 Mallory Boutilier, Editor Michael Donley, Streaming Caf  Mike Campbell, The Carlton Mike Rice, RPM Promotion Paul Hinrichs, Spirit Bar Paul Parhar, Flow 93.5 Peter Michael, 106 The Drive Rob Murray, Jack FM Ron Lopata, Warner Music Canada Sam Pickard, Strut Entertainment Sari Delmar, AB Co. Stephanie Mudgett, Editor Steve, The Railway Club Tim Des Islet, Noisemaker Management Troy Arseneault, Talent Buyer Along with a handful of contributors who chose to remain nameless from additional booking agencies, Universal, Sony, radio stations, and venues. Thanks to the help of the above music business experts this book will show you how to: ****Develop your craft into a commercially viable business **Start earning money from your music **Get signed by a booking agent **Get a record label deal **Get your music placed in television and film **Get your music on the radio **Book on profitable tours And MUCH, much more**
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Project Management for Musicians Jonathan Feist, 2013-01-01 (Berklee Press). Get organized, and take charge of your music projects! This book will help you harness your creativity into clear visions and effective work plans. Whether you are producing a recording, going on tour, developing a studio, launching a business, running a marketing campaign, creating a music curriculum, or any other project in the music industry, these road-tested strategies will help you to succeed. Music projects come in all sizes, budgets, and levels of complexity, but for any project, setting up a process for planning, executing, and monitoring your work is crucial in achieving your goals. This book will help you clarify your vision and understand the work required to complete it on time, within budget, and to your highest possible quality standard. It is a comprehensive approach, with hundreds of music industry-specific tools for keeping your work on track, mitigating risk, and reducing stress, so that you can complete your project successfully. You will learn to: develop work strategies; delegate tasks; build and manage teams; organize your project office; develop production schedules; understand and organize contracts; analyze risk; and much more.

Music Business For Dummies Loren Weisman, 2015-06-17 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.

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