

*"The industry bible." – Los Angeles Times*

**ALL YOU NEED TO KNOW**

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- **WHY ARTISTS HAVE MORE POWER** than ever in history
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- **THE MEGA-MILLION-DOLLAR SALES** of artists' songs and record catalogs
- **UPDATED NUMBERS AND TRENDS** in all aspects of the business

**DONALD S. PASSMAN**

# Donald Passman Music Business

**Donald S. Passman**



## **Donald Passman Music Business:**

**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 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, 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, 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

**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

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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

*The Complete Guide to Starting a Record Company* Keith Holzman,2004 The definitive guide to starting your own record company Summary of Donald S. Passman's All You Need to Know about the Music Business I. D. B. Books,2020-12-14 Buy now to get key insights from Donald S Passman s All You Need to Know About the Music Business Sample Insights 1 The music business has drastically changed since its conception Whereas it used to be based primarily on sales the advent of streaming services like Spotify Apple Music and YouTube has revolutionized how people consume music so that streaming is now the dominant revenue source for recorded music 2 Back in the day artists received money for their music when their record was sold a one time fee Today a song can make money each and every time it is streamed *Start an Independent Record Label: Music Business Made Simple* J. S. Rudenske,J. P. Denk,2011-08-01 An indispensable step by step guide to releasing your own records and beginning a working independent label Since the boom of homemade records and independently minded musicians in the 1980s the alternative music industry has grown from strength to strength driven by a policy that privileges the music itself over the aggressive marketing and branding strategies of the majors You can retain all control and rights to the music you release allowing you to showcase and sell the music that you believe should be heard There has never been a better time to begin a label for yourself and this comprehensive title shows you exactly how it s done including Devising a business plan Finding and choosing talent Creating and manufacturing records themselves All aspects of promotion and marketing Distribution and radio Get your company organised and get those records out there right now with the help and advice of this informative guide **Corporate Life in the Digital Music Industry** Toby Bennett,2024-08-22 Drawing on a deep and long term first hand engagement with major labels in the early years of the 21st century this book sheds new light behind the scenes at a time of drastic and far reaching transformation Refreshingly it centres not on artists and the most powerful decision makers but on everyday experiences of work and back office corporate employees Doing so reveals the internal activities and conflicts that while hidden from public view enable processes of change from paperwork data systems managerial pressures and redundancies to graduate training schemes departmental politics and shared playlists providing a new route into understanding the broader cultures and infrastructures of the global recording industry This oft forgotten office work tells a different story of contemporary digital music one more sensitive to the complex intersections that texture the conduct of work and organizational life Billboard ,2009-11-14 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends **Billboard** ,2009-10-03 In its 114th year Billboard remains the world s

premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

**The Music Business** Dick Weissman,1997 A comprehensive guide to getting started and succeeding in all facets of the music industry from songwriting to performing to studio engineering and instrument manufacturing and repair The Music Business is an indispensable reference for anyone in the music business or anyone who hopes to be

**Making it in the Music Business** Lee Wilson,1995 A guide to music law for aspiring songwriters and performers including what copyright law protects what is partnership law what do booking agents and managers do and what is the role of a music lawyer

**Monetization of Copyright Assets by Creative Enterprises** World Intellectual Property Organization,2013 The objective of this study is to create an awareness of intellectual property rights that are associated with creative activities and to present financial and valuation tools that can enable the quantification of the monetary value of successful creative efforts

**Music Business Handbook and Career Guide** David Baskerville,1995 The new edition of this classic text retains its tradition as the most comprehensive up to date guide to the music industry in the United States Richly illustrated the volume includes complete coverage of all aspects of the music business including songwriting publishing copyright production artist management promotion and retailing There is a detailed section on careers in the music industry with specific advice on getting started in the business and directories of professional organizations

**The Ultimate Survival Guide to the New Music Industry** Justin Goldberg,2004 Using his sense of humor and unbelievable industry anecdotes author Justin Goldberg delivers the truth about today's

**The Recording Industry Career Handbook** ,1994

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