



**ALL YOU NEED TO  
KNOW ABOUT THE  
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# Donald Passman Music Business

**Keith Holzman**



## **Donald Passman Music Business:**

*All You Need to Know about the Music Business* Donald S. Passman, 2003 From one of the music industry's most sought after lawyers comes the new edition of the book that the Los Angeles Times has proclaimed the industry bible Comprehensive savvy and up to date this is the insider's guide to every facet of a hugely lucrative and risky business **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 [The Complete Guide to Starting a Record Company](#) Keith Holzman, 2004 The definitive guide to starting your own record company *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, 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, 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 **How to Get Somewhere in the Music Business** Mary Dawson, 2007 **Making It in the Music Business** Lee Wilson, 2014-06-10 From an experienced entertainment lawyer a terrific handbook that outlines all the information a fledgling musician or songwriter needs to know Booklist Early in their careers most musicians find it hard to believe that their band might ever make enough money to fight over But sooner than you think success may arrive and without clear terms that spell out how the band is organized and who controls what rights your best friends and fellow

musicians may become your worst enemies Anyone who seeks to enter the complex world of the music business ought to know what to do in order to avoid derailing a high speed ride to the top of the charts This guide from a longtime intellectual property lawyer can help you get there without breaking up the band

### **Artist Management for the Music Business**

Paul Allen,2014-07-17 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 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)

*The Future of the Music Business* Steve Gordon,2005 Aimed at songwriters recording artists and music entrepreneurs this text explains the basics of digital music law Entertainment attorney Gordon offers practical tips for online endeavors such as selling song downloads or creating an Internet radio station Other topics include for example web site building promoting through peer to peer networks etc

### **The Art and Business of Songwriting**

Larry D. Batiste,2024 In this valuable resource guide for both beginners and professionals veteran songwriter producer arranger vocalist music director and educator Larry D Batiste shares practical advice and tips from his decades of experience in ways that are bound to help all readers improve their songwriting skills Through this book readers will learn the craft of professional songwriting including the ins and outs of song structure lyric and melody writing and the essential elements of a hit song From the start Batiste incorporates exercises to help songwriters strike upon ideas for song titles concepts and stories that will appeal to their audience He also discusses critical business aspects of songwriting such as copyrighting publishing royalties networking and digital media In addition to the fundamentals the reader will learn how to build their songwriting career generate income build an online community and fanbase release music independently expertly place their songs and navigate the world of digital music Throughout the book are interviews with iconic songwriters and producers such as Peter Asher Lamont Dozier and Narada Michael Walden as well as independent recording artists including Fantastic Negrito a winner of multiple Grammy Awards and Meklit Hadero Understanding the artistic and business aspects of songwriting is essential for a successful career in the music industry The Art and Business of Songwriting can be applied to every genre of popular music and is written to encourage motivate and unlock the idiosyncrasies of the business for music professionals as much as for

beginners      **The Future of the Music Business** Steve Gordon,2011-08-01 Music Pro Guide Books 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 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      *Understanding the Music Business* Richard Weissman,2015-09-30 Understanding the Music Business offers students a current overview of the music business Going beyond what most music business texts offer Weismann delivers a contemporary approach that addresses the unanswered questions for today s music students such as Is it really possible to make a living as musician Understanding the Music Business covers the basics in the first part of the text This first section deals with the fundamentals of the industry including recording music publishing agents managers radio and television unions the internet and new technology and regional and international music markets However it is the second half of the text that breaks new ground by covering the career paths of new artists in the industry the development and need for entrepreneurial skills and the ways that individuals forge careers in the industry      *Start an Independent Record Label: Music Business Made Simple* J. S. Rudsenske,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      *How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Third)* Ari Herstand,2023-01-17 Now Magazine Top 5 Music Business Books Hailed as an indispensable guide Forbes How to Make It in the New Music Business returns in a significantly revised and expanded third edition How to Make It in the New Music Business since its first publication in 2016 has become the go to resource for musicians eager to make a living in a turbulent industry Widely adopted by ambitious individuals and music schools across the world and considered the best how to book of its kind Music Connection this essential work has inspired tens of thousands of aspiring artists to stop waiting around for that big break and take matters into their own hands In this highly anticipated new edition Ari Herstand

reveals how to build a profitable career with the many tools at our fingertips in the post COVID era and beyond from conquering social media and mastering the digital landscape to embracing authentic fan connection and simply learning how to persevere This edition breaks down these phenomena and more resulting in a timeless must have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music business     *How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Second Edition)* Ari Herstand,2019-11-05 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 fi ngertips 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     **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     *How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician* Ari Herstand,2016-12-20 Ari is at the front of the front He gets it I ve read a hundred how to make it in the music biz books and this one is today s definitive comprehensive manual Jack Conte 150 million YouTube views Pomplamoose CEO of Patreon Forget everything you think you know about the odds of making it in the music industry Today odds mean nothing and success is not about lucky breaks It s about conquering social media mastering the art of merchandising and simply working harder and being smarter than everyone else We are living in the midst of an industry renaissance one that has left the record companies desperately struggling to maintain their prominence as a subculture of dedicated DIY do it yourself musicians have taken over These days talent is a given and success has to be earned In 2008 Ari

Herstand boldly turned in his green Starbucks apron to his manager determined to make a living off his craft as a singer songwriter Almost a decade later he has become a founding member of the new DIY movement and a self sustaining musician all without the help of a major label Now drawing from years of experience Herstand has written the definitive guide for other like minded artists the ones who want to forge their own path and not follow the traditional markers of success like record sales hits on the radio or the amount of your label advance Incredibly comprehensive and brutally honest throughout How to Make It in the New Music Business covers every facet of the new business including how to Build a grass roots fan base and understand the modern fan Book a profitable tour and tips for playing live such as opening vs headlining etiquette and putting on a memorable show Become popular on YouTube Spotify and SoundCloud Get songs placed in film and television Earn royalties you didn t know existed and reach your crowdfunding goals Musicians will not only be introduced to all the tools available today but will be shown how to effectively leverage them to actually make money More important they will develop the mindset to be aware of new advancements both online and in the real world and always stay in tune with a constantly evolving landscape There has never been a better time to be an independent musician Today fans can communicate with their idols by simply picking up their phones artists are able to produce studio worthy content from their basement and albums are funded not by record men but by generous engaged supporters As result How to Make It in the New Music Business is a must have guide for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry

**All You Need to Know About the Music Business** Donald S.

Passman,2009-11-17 This revised and updated edition provides crucial information on the industry s adaptations to today s technological advances and uncertain economy

*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



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