

THIRD EDITION

# 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

"Indispensable."

—*Forbes*



# How To Make It In The New Music Business Practical Tips On Building A Loyal Following And Making A Living As A Musician

**Joshua Au-Yeung**



## **How To Make It In The New Music Business Practical Tips On Building A Loyal Following And Making A Living As A Musician:**

**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

**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 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

**The Future of Live Music** Ewa Mazierska,Les Gillon,Tony Rigg,2020-05-14 What live music means for one generation or culture does not necessarily mean live for another This book examines how changes in economy culture and technology pertaining to post digital times affect production performance and reception of live music Considering established examples of live music such as music festivals alongside practices influenced by developments in technology including live streaming and holograms the book examines whether new forms stand the test of live authenticity for their audiences It also speculates how live music might develop in the future its relationship to recorded music and mediated performance and how business is conducted in the popular music industry

**Rethinking the Music Business** Guy Morrow,Daniel Nordgård,Peter Tschmuck,2022-09-07 COVID 19 had a global impact on health communities and the economy As a result of COVID 19 music festivals gigs and events were canceled or postponed across the world This directly affected the incomes and practices of many artists and the revenue for many entities in the music business Despite this crisis however there are pre existing trends in the music business the rise of the streaming economy technological change virtual and augmented reality blockchain etc and new copyright legislation Some of these trends were impacted by the COVID 19 crisis while others were not This book addresses these challenges and trends by following a two pronged approach the first part focuses on the impact of COVID 19 on the music business and the second

features general perspectives Throughout both parts case studies bring various themes to life The contributors address issues within the music business before and during COVID 19 Using various critical approaches for studying the music business this research based book addresses key questions concerning music contexts rights data and COVID 19 Rethinking the music business is a valuable study aid for undergraduate and postgraduate students in subjects including the music business cultural economics cultural management creative and cultural industries studies business and management studies and media and communications

**The Palgrave Handbook of Critical Music Industry Studies** David Arditi, Ryan Nolan, 2024-09-28 The Handbook of Critical Music Industry Studies provides students and researchers with the means to think about how the performance recording and publishing of music could be if we do things differently People are hungry for a more equitable music performance and recording system The industry exudes patriarchy white supremacy cultural imperialism ableism and worker exploitation In the context of gendered e g MeToo and TimesUp and racialized e g Black Lives Matter inequity rampant precarity and casualization and modes of musical dissemination that are changing faster than policymakers and regulatory bodies can keep up with the timing for assembling such an interdisciplinary collection could not be more appropriate Essays in this handbook will tackle power structures at root in the music industry and the academic study of the field Topics covered include the politics of representation and power in the global music industries the labor of music music as media including data and algorithmic culture and copyright intellectual property among others Chapter 35 is available open access under a Creative Commons Attribution 4 0 International License via link [springer.com](https://www.springer.com)

**Artist Management in the Music Industries** Yiyi Wang, 2024-11-19 Artist Management in the Music Industries A Sui Generis Form of Management provides one of the first substantive academic examinations of the role of an artist manager This book deconstructs the nature of Artist Management unveiling the pivotal role of the artist manager in creating and sustaining a dynamic environment referred to as the Loop where success is realised by navigating four variables Risks Relationships Emotions and Expectations 2Rs and 2Es within and beyond the Loop This book offers a new perspective on Artist Management as a sui generis discipline that does not fit easily inside standard conceptions of management Featuring ethnography and interviews this book sheds light on the realworld challenges and successes in the field It is a must read for researchers students and practitioners in the music business music marketing and artist management offering invaluable insights into the practices that shape the cultural landscape

Music Business Richard Strasser, 2024-10-01 Music Business The Key Concepts second edition is a comprehensive guide to the terminology commonly used in the music business today This updated second edition responds to the music industry s increasingly digital and ever evolving environment with definitions from a number of relevant fields including general business marketing e commerce intellectual property law economics entrepreneurship In an accessible A Z format and fully cross referenced throughout this book is essential reading for music business students as well as those interested in the music industry

**The Independent Filmmaker's Law and**

**Business Guide** Jon M. Garon, 2021-08-03 Today's independent and digital filmmaking demands a clear guide to the business and legal aspects of the art. What fundraising options are available to a filmmaker? When should a filmmaker establish a corporation or limited liability company? How do screenwriters protect their work? What are a director's legal obligations to the producer, cast, and crew, and what are their obligations in return? This indispensable resource addresses the legal, financial, and organizational questions that an independent or guerrilla filmmaker must face and the problems that will doom a project if left unanswered. It demystifies issues such as founding a film company, obtaining financing, preparing a budget, securing locations, shooting, granting screen credits, and distributing, exhibiting, and marketing a film. Newly updated and expanded, this third edition explores concepts such as integrating social media, crowd funding, and nonprofit status; funding diversity; inclusion and compensation equity; and distribution via streaming services. Appendixes provide sample contracts and riders, copyright circulars, Documentary Filmmakers' Statement of Best Practices in Fair Use, and more.

### **Volume 1: Shifting Your Music Into A Career-- A Guide For Independent Artists To Be Full Time Artists**

Anthony Obas, 2019-03-29 How do you shift your music into a career? Very simple. By reading this book. This book gives self-releasing artists insights and advice on how to turn their part-time music career into a full-time career. This book takes on various case studies from mainstream artists, personal observations, and research from other music business writers and simplifies these into basic instructions on how to do music for a full time. The goal of these books is to gain more knowledge but eventually pursue what artists love to do, which is make MUSIC.

**Marketing Recorded Music** Tammy Donham, Amy Sue Macy, Clyde Philip Rolston, 2022-06-12 This fourth edition of *Marketing Recorded Music* is the essential resource to help you understand how recorded music is professionally marketed. Updated to reflect the digital era with new chapters on emerging media, streaming, and branding, this fourth edition also includes strategies for independent and unsigned artists. Fully revised to reflect international marketing issues, *Marketing Recorded Music* is accompanied by a companion website with additional online resources including PowerPoints, quizzes, and lesson plans, making it the go-to manual for students as well as aspiring and experienced professionals.

[Music for Film and Game Soundtracks with FL Studio](#) Joshua

Au-Yeung, 2022-04-11 Create and compose production quality music with the power of FL Studio 20 along with MuseScore and Wwise. Key Features: Develop widely applicable music composition techniques and create full orchestral scores. Leverage the power of FL Studio to create your own production level soundtracks. Use cutting edge tools to fuel your creative ideas and launch your composer career. Book Description: FL Studio is a cutting edge software music production environment and a powerful and easy to use tool for composing music. In this comprehensive guide, you'll discover how to use FL Studio's tools and techniques to design exciting soundtracks for your films, TV shows, video games, and much more. You'll start by understanding the business of composing, learning how to communicate, score, market your services, land gigs, and deliver music projects for clients like a professional. Next, you'll set up your studio environment, navigate key tools such as the

channel rack piano roll playlist mixer and browser and export songs The book then advances to show you how to compose orchestral music using MIDI musical instrument digital interface programming with a dedicated section to string instruments You ll create sheet music using MuseScore for live musicians to play your compositions Later you ll learn about the art of Foley for recording realistic sound effects create adaptive music that changes throughout video games and design music to trigger specific emotions for example scary music to terrify your listener Finally you ll work on a sample project that will help you prepare for your composing career By the end of this book you ll be able to create professional soundtrack scores for your films and video games What you will learn Compose production ready music for films and video games Plan and deliver a soundtrack music score for clients like a professional Apply practical music theory using themes leitmotifs scales and modes Compose orchestral music with MIDI programming Design music for specific emotions Create sheet music with MuseScore score music for films with Fruity Video Player and make diegetic music Design interactive music by leveraging horizontal resequencing and vertical remixing Who this book is for This book is for musicians and programmers who want to take their music composing skills to a professional level Film directors and game designers who want to get involved in scoring music for their own productions will also find this book useful All you need is a computer and FL Studio to get started

*Handbook of Cultural Economics, Third Edition* Ruth Towse, Trilce Navarrete Hernández, 2020-03-28 Cultural economics has become well established as a subject of interest for students and teachers of courses ranging from economics to arts administration as well as for policy makers and practitioners in the creative industries Digitisation has had a tremendous impact on many areas of the creative economy and the third edition of this popular book fully reflects it [How To Make it in the Music Business](#) Siân Pattenden, 2012-05-31 Thousands of people want to break into the exciting glamorous and hard working music industry but don t know how to go about it How to Make it in the Music Business is a genuine insider s guide for anybody who wants to become a rock star journalist publicist band manager DJ A R person songwriter or even a digital whiz kid Fully updated with new information on the impact of new technology and digital music this indispensable guide is a must for all budding music biz types *How To Make It in the New Music Business* Ari Herstand, 2023-01-17 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 *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 Web Design That Works , 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 Electronic Musician ,1992 **Musician** ,1992-07



How To Make It In The New Music Business Practical Tips On Building A Loyal Following And Making A Living As A Musician: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous engrossing novels captivating the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the engaging narratives that have charmed audiences this year. How To Make It In The New Music Business Practical Tips On Building A Loyal Following And Making A Living As A Musician : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover expertly weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids compelling storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. How To Make It In The New Music Business Practical Tips On Building A Loyal Following And Making A Living As A Musician : Delia Owens "Where the Crawdads Sing" This evocative coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and gripping novel that will keep you speculating until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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