

# All You Need to Know About the **Music Business**

**NINTH EDITION**

- Up-to-date information on new business models,  
including music streaming services
- The latest developments in digital rights
- Updated numbers and statistics for the traditional industry

**Donald S. Passman**

*"Any creative person who's considering working in the music business  
should read this book." —Jimmy Iovine, CEO, Beats Electronics*

# All You Need To Know About The Music Business

**Caroline Lind, Kirstine Lind**

## **All You Need To Know About The 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

**All You Need to Know About the Music Business** Donald S. Passman, 2019-12-03 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 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,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,2009-11-17 This revised and updated edition provides crucial information on the industry's adaptations to today's technological advances and uncertain economy **Insights on Donald S. Passman's All You Need to Know About the Music Business** Swift Reads,2020-11-19 Download now to get key insights from this book in 15 minutes For more than 20 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 this latest edition leads novices and experts alike through the crucial up to the minute information on the industry's

major changes in response to today's rapid technological advances and uncertain economy. Whether you are or aspire to be a performer, writer or executive, veteran music lawyer Donald Passman's comprehensive guide is an indispensable tool. He 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, understand the digital streaming services and how to take a comprehensive look at the rapidly transforming landscape of the music business as a whole. The music industry is in the eye of the storm when everyone in the business is scrambling to figure out what's going to happen to the major labels and what it will mean for the careers of artists and business professionals. No musician, songwriter, entertainment lawyer, agent, promoter, publisher, manager or record company executive anyone who makes their living from music can afford to be without *All You Need to Know About the Music Business*. As Adam Levine, lead singer and guitarist of Maroon 5 says, "If you want to be in music, you have to read this book." *Everything You'd Better Know about the Record Industry*, Kashif, Gary A. Greenberg, 1996. Offers information for songwriters, performers and singers and producers on the industry, including hiring managers and accountants, establishing a budget and copyright and contract law. For everyone from the serious musician to parents who have kids that have an interest in becoming professionals in the record industry. It's easy to read and understand. Written to give producers, artists, performers and music entrepreneurs an inspiring view into the way things should be done in the record industry. *Everything You'd Better Know About the Record Industry* is about how to find success in the music business and how to make money doing it. It answers all the questions one would have about making it but, more importantly, its answers questions about the record industry that you don't even know to ask. **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. *Music Publishing Business Model: All You Need to Know about How to Earn Royalties, How to License Your Song*, Shreya Chopra, 2020-09-06. *Start Your Music Business* is an easy-to-read guide for songwriters, producers, music publishers, independent record labels, artists, bands, musicians and individuals in the music industry that want to legally start and grow a successful music business. Music publishing is one of the most complex parts of the music business and yet it can be the most lucrative area of income for musicians. Subjects covered include copyright, performing rights organizations, mechanical synchronization and print licensing, songwriter and composer agreements, publishing administration and foreign sub publishing, production music libraries and much more. The discussion also delves into historical perspective and current

trends and revenue opportunities in the evolving digital marketplace This book approach on how music publishing works today It breaks down complex information in a readable and humorous manner that is detailed enough for professionals and approachable enough for budding songwriters 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 **The Music Business Explained in Plain English** David Naggar, Jeffrey D.

Brandstetter, 1997-06-01 **The Music Business Fine Prints** Simone Toussaint, 2007-06 The music industry fine prints were made bigger just for you The Music Business Fine Prints tells who make the money how they make the money and how you can make some of that money This book was written in its simplest form with a wealth of information for anyone into or trying to get into the music business You may think you know every thing about the music business well I guarantee you don t and if you don t know anything about the music business I guarantee you need to know **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 *All you need to know about the music business* Donald S. Passman, 2002

**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 **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 **The Global Music Industry** Arthur Bernstein,Naoki Sekine,Dick Weissman,2007 Analyzes global issues by region including bootlegging copyright censorship and government support This work gives an overview of the issues facing everyone in the music industry a resource for students professionals and musicians *Music Business 2018* Caroline Lind,Kirstine Lind,2018-01-03 This book is for you who work with music or the music industry It's also for you who work with artist development **The Musician's Business & Legal Guide** Mark E. Halloran,1996 In this book prominent entertainment lawyers and business experts provide understandable information on vital legal and business issues To keep pace with changes in the music industry this second edition has been completely revised and updated and six new chapters have been added Collaborator Songwriter Agreements Contracts and Relationships Between Independent and Major Labels Mediation for Musicians Music and New Media Sampling Legal Overview and Practical Guidelines and Using the Internet to Promote Your Music *How to Build a Sustainable Music Career and Collect All Revenue Streams* Emily White,2020-03-05 Emily White has been at the forefront of the modern music industry throughout her career In this book she shares her wisdom for all musicians who want access to this information White feels that the modern music industry is rarely if ever presented in order from creation to execution or recording to release For the first time White has penned all of her best practices and advice for musicians looking to build a long term career into a single book while ensuring they aren't missing any funds owed to them along the way As an entrepreneur manager and consultant White has navigated countless new platforms for musicians and presents the findings in a methodical and step by step manner This book shows musicians how to build a career from day one as well as how to get your career organized moving forward if it isn't your first rodeo Early Praise for How to Build a Sustainable Music Career and Collect All Revenue Streams A must read for anyone launching a career in music or the music industry Hypebot Few people I know have the experience savvy and aptitude that Emily White brings to the table and to a book this necessary and important especially as this new music ecosystem really starts to take flight So to all the artists entrepreneurs looking to be students of the game and makers of the money not just the music get the book get your mind right and go get your hustle on Amaechi Uzoigwe Manager of Run The Jewels Founder of FourM Arts Science A concise and current guide to getting your ducks in a row from the woman who is steadily helping me row my ducks JULIA NUNES Musician Songwriter In today's world you gotta build your own career from the ground up Emily's book gives you an excellent road map to do that Donald S Passman Author of All You Need to Know About the Music Business Emily White continues to show the music business that having a good foundation is fundamental to success No short cuts Kevin Lyman Warped Tour Founder USC Professor Emily White is an entrepreneur and Founder at Collective Entertainment and iVoted White's career spans the entertainment industry always putting artists and talent first while taking care of fans a very close second Her name graced the cover of Billboard magazine while in her 20's with White's work additionally covered by Forbes Fast Company Bloomberg Rolling

Stone CNN Fox Business Vox The Huffington Post Pitchfork Relix The Fader Pollstar Stereogum Alternative Press ESPN and more She is a regular speaker around the globe at events such as SXSW Midem BIGSOUND Australia Canadian Music Week PollstarLive NAMM Music Biz NARM SanFran MusicTech Between The Waves and innumerous universities White has served on the boards of Future of Music Well Dunn CASH Music SXSW The David Lynch Foundation Live The Grammys Education Committee and Pandora's Artist Advisory Council Her first book Interning 101 was released in 2017 9GiantStepsBooks and is a course book at schools around the world White is an Adjunct Professor at New York University's Clive Davis Institute of Recorded Music in Tisch School of The Arts

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