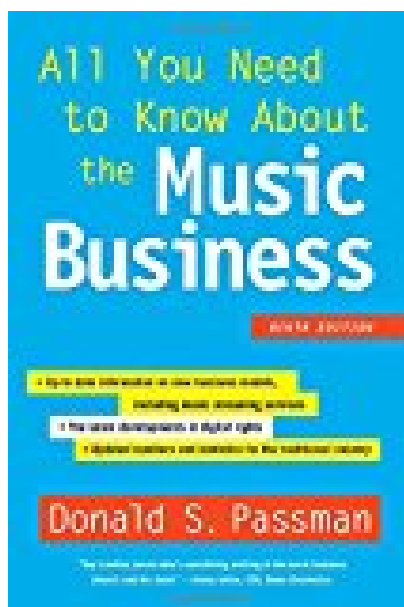


# All You Need to Know About the Music Business Ninth Edition

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## BOOK DETAILS

- Author : Donald S. Passman
- Pages : 544 Pages
- Publisher : Simon & Schuster
- Language : English
- ISBN : 1501104896

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## BOOK SYNOPSIS

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 marketplaces

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.

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