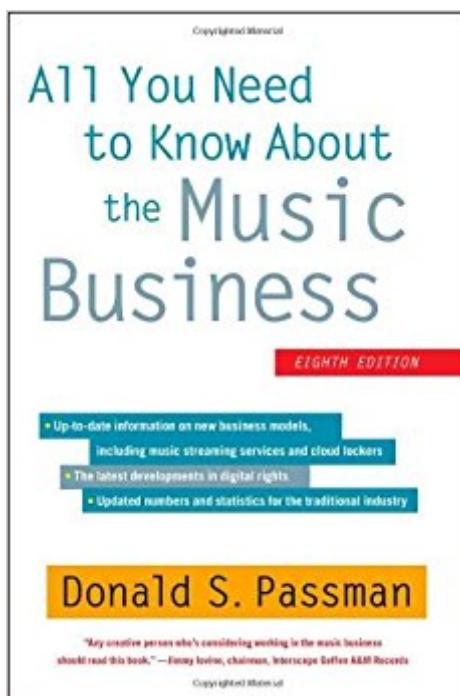


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# All You Need To Know About The Music Business: Eighth Edition



## Synopsis

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. The past two decades have seen file-sharing technology and digital streaming services transform the music business from top to bottom, 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? And what does it all mean for aspiring and established artists today? Donald Passman, one of the most trusted music lawyers in the country, offers his sage advice for creating, selling, sharing, and protecting your music in the Information Age in this updated eighth edition of *All You Need to Know About the Music Business*. Called “the industry bible” by the *Los Angeles Times*, Passman’s comprehensive guide—which has sold hundreds of thousands of copies over the past twenty years—draws on his unparalleled experience and up-to-the-minute knowledge of industry trends. Executives and artists, experts and novices alike, will benefit from Passman’s detailed yet easy-to-understand explanations of the latest technology, 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 The most recent recording and music publishing deals The new challenges for performing rights societies He also gives guidance on the basics, such as how to: Select and hire a winning team of advisors—personal and business managers, agents, and attorneys—and structure their commissions, percentages, and fees in a way that will protect you and maximize these relationships Master the major and finer points of contract negotiations Navigate the ins and outs of songwriting and music publishing Maximize concert, touring, and merchandising agreements 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 better than Passman. Let him show you how to “make it” in one of the world’s most dynamic and challenging industries.

## Book Information

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## **Customer Reviews**

Ã¢ "If you want to be in music, you have to read this book."Ã¢ • Adam Levine, lead singer and guitarist, Maroon 5

Donald S. Passman practices law in California and has specialized in the music business for more than thirty years, primarily representing talent. He lives in Los Angeles.

Comprehensive and written so even non-lawyers can comprehend the music business.

As I said in the open if you're serious about the music industry read this book it will teach you all kinds of valuable tools in order to navigate this very tough business and it keeps you up-to-date with the most recent internet and digital things that are happening in the world of music today.

Great book to learn the ropes, it should be a must have if your in the music world.

Bought it for my godson and he loved it. He thought it was very helpful.

Great book, well worth the reading, from novice to expert, you will get something of value out of this book.

This book offers a great perspective for a lawyers point of view. A very honest and candid explanation of virtually EVERY aspect of the music business. It's a very good book for those

interested in hearing a bit of the nitty gritty that goes on in our wonderful but hectic world of music (behind the scenes). This book is not for ones that don't know the basics of the music business. Start reading this book after you have some experience with terminology and work in the biz in order to gain the most out of it. Something invaluable that this book offers is the tips and tricks in wording for going into negotiations as an artist and as the company. Take these tips and soak them in because they come from someone with YEARS of experience and most importantly SUCCESS!!!!

I really like the way Passman treats the subject. Witty, even silly, yet substantive. Simplifies a complex subject. I'm learning the rules of the industry so I will know how to break them properly. Passman passes with flying colors.

Since it been a few editions of this came through after this e.g. *All You Need to Know About the Music Business* 6th Edition and *All You Need to Know About the Music Business: Seventh Edition*, this fifth edition to dig even deeper because it'll lead me to so many opportunities I can provide for myself. Full of in-depth information and creativity on behind the works of the music industry or the entertainment business, this is all that you need! Thanks for Donald Passman on a wonderful job providing all the details needed for this book. If you're not serious about taking your music thing to the next level, my thing is don't buy this book or waste your time and money. Or if you are ready to step it up, this is it for you. Other books I recommend prior to this are *Everything You'd Better Know About the Record Industry*, *Music Supervision: The Complete Guide to Selecting Music for Movies, TV, Games and New Media* (Omnibus Press), *This Business of Songwriting* (Book) and *Studio Basics: What You Should Know Before Entering the Recording Studio*.

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