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# This Business Of Artist Management

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How To Become An Artist Manager (In The Music Business) Musicians Please Educate Yourselves on the Music Business Artist Management for the Music Business by Paul Allen · Audiobook preview All You Need To Know About The Music Business With Don Passman What Does An Artist Manager Do? Music Marketing Mastery: Branding an Artist from Unknown to Unforgettable Kazi Abidur: How I Built A \$15M/Year Fragrance Business Book Review: All You Need to Know About the Music Business - Donald S. Passman (2023) How I Make Money as a Cozy Self-Employed Artist ♣ The BIG Q\u0026A: Finance, Taxes, Small Biz, Confidence How to Be a Good Artist Manager (In The Music Business) Music Managers Use This To Build Their Artist's Fanbase HOW I STARTED A MUSIC MANAGEMENT COMPANY Founder CEO shares all the books that helped build a \$100M enterprise | Daniel Ramsey How to Get a Manager for a Band or Artist | Music Business and DIY Touring Tips Everything I Use As A Digital Artist \u0026 Content Creator - My Small Business Tools ☐☐ What Does A Music Artist Manager Do? Independent Musician Touring Tips and Advice | Artist Responsibilities | Artist Management What is The Role of A Music Manager? | #AskBrandman 011 Artists, is your manager worth 20%? - Artist Management Explained Breaking Financial Struggles | Business Management | Prophet Emmanuel Okeke How an Artist Manager or Music Manager gets Paid! Music Business Foundations: The Role of the Talent Agent | Berklee Online 39/42 Booking Agents Share the Best Pitches They've Received How To WIN at Artist Management Artist Management and Music Management Artist Management Contracts EXPLAINED (1/2) What You Should Look for in an Artist Manager | Co.Lab Music Business Foundations: Business Manager \u0026 Road Manager Roles Explained | Berklee Online 38/42 How the Managers Behind DaBaby, Lil Uzi Vert, Tory Lanez, \u0026 JID Develop Artists How to Start an Artist Management Company Project Management for Musicians Music Management for the Indie Artist Recordings, Concerts, Tours, Studios, and More Strategy Who Killed Classical Music? Artist Management: The Ultimate Responsibility Maestros, Managers, and Corporate Politics Avoiding Mistakes, Finding Success Hit Men A Practical Guide to Creating, Selling, Organizing, and Staging Concerts Artist Development Essentials Music Marketing Artist Management for the Music Business Management and Production of Concerts and Festivals The Live Music Business Power Brokers and Fast Money Inside the Music Business Everything You Need to Know about Managing Your Music Career, Exploding Your Popularity and Getting Discovered by a Top Manager

*This Business Of Artist Management*

*OMB No. 6051249915742 edited by*

## **MUSIC MANAGEMENT FOR THE INDIE ARTIST**

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### **MOHAMMAD SOSA**

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Project Management for Musicians Hal Leonard Corporation  
This Business of Artist Management Watson-Guptill Publications

This Business of Artist Management

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).

**Recordings, Concerts, Tours, Studios, and More** Createspace Independent Publishing Platform (Book). Making it in music has never been easy, but today it's harder than ever before. The digital age has dawned and, with it, the music biz has wholly merged with the entertainment industry. Up-and-comers are immediately faced with a dire choice: alter your art to appease the powers that be or learn to navigate the notoriously grimy underside of the most glamorous profession in the world. Whether you're a self-reliant DIY musician or an aspiring personal manager, Stephen Marcone and David Philp's *Managing Your Band Artist Management: The Ultimate Responsibility* can help you keep your shirt and maybe just maybe make a buck, all for less than the price of a decent dinner. Now in its sixth edition, *Managing Your Band* has long since been the standard bearer for aspirants and hardened vets alike. From dive bars to festivals, from branding and merchandising to marketing and publicity, from publishing and licensing to rights and contracts, Marcone and Philp leave no stone unturned in this comprehensive guide to artist management. A lofty claim, eh? No need to take our word for it luminaries in every corner of the industry are willing to testify. To put it mildly, the book has a reputation with record labels. John Butler, Vice President of Promotion at Curb, believes that "Marcone and Philp take on our ever-changing business with a fresh and complete approach. The breadth of information here is as important to veterans as it is to the new entrepreneurs that will power the current and next versions of the music industry." Paul Sinclair, the EVP of Digital Strategy & Innovation at Atlantic, attests that "the 6th edition of *Managing Your Band* provides an excellent blueprint to follow paths of flexibility and specificity toward a successful career in music. In this book, you find the framework. Implement it well and you have a better shot of finding success with your musical art." Joe Riccitelli, the EVP/GM of RCA, considers the book "a must for new and established managers who may need a brush-up on topics they have forgotten," as "Stephen's & David's vast experience pays off in the 6th edition." Hell, this is "the only book" music mogul Harvey Leeds "took to Israel to teach the Israelis about the international music and entertainment business!" In the end, we think Doc McGhee, the man who whisked Bon Jovi and Motley Crue to superstardom, says it best: "I wish I had something like this when I was starting out!" What more can we say? Pick up the latest edition of *Managing Your Band* and chase that wild dream! *Strategy* CRC Press

The arts sector is of vital importance to the global economy and students aspiring to a career in the visual arts are increasingly required to gain an understanding of the business side of the arts world. This textbook introduces the field of arts management with a focus on visual arts. *Visual Arts Management* provides the first comprehensive textbook to the art business. The book covers the full range of the art world from contemporary galleries, secondary market, auction houses, art fairs, and

museums. Topics include overviews of the distinct sectors of the business, but also delves in to technical topics: curatorship, antiques, cultural heritage compliance, marketing, art criticism, taxation, customs, insurance, transportation, appraising, conservation, and connoisseurship. Each chapter concludes with a real-world case study to provide cautionary tales of the dangers and pitfalls of the art business. This unique textbook, authored by an experienced instructor, presents a global perspective on the rapidly developing art business in a way that is relevant for arts management classes and art professionals worldwide.

*Who Killed Classical Music?* Taylor & Francis

Presents a guide for organizing, creating, selling, and staging concerts and tours, covering topics such as creating the show, budgeting and launching the tour, getting paid, and why, when, and where to tour.

*Artist Management: The Ultimate Responsibility* Routledge

Argues that commercialism has radically transformed classical music and opera *Maestros, Managers, and Corporate Politics* Anchor

The arts and cultural sector has always been a challenging area in which to find business success; the advent of the global health crisis due to COVID-19 has greatly amplified these challenges. Thanks to the expertise of 22 scholars, this text elaborates on the most common key strategic mistakes and misunderstandings to help arts and cultural organizations finding success. This book starts by looking at the evolution of competition in those industries. Several new and challenging drivers shape the competitive environments of arts and cultural organizations. A customer-centric approach helps in identifying ten crucial managerial processes in which strategic mistakes are commonly made. This book proposes a revised managerial vision of the key processes that constitute every arts and cultural organization. Each chapter offers an innovative analysis of a classic managerial problem, describing popular mistakes and providing case-based insights derived from real world important examples. Specifically, each chapter elaborates on two illuminating examples, one of which is always chosen among the Italian arts and cultural organizations, thus belonging to the world's leading cultural sector. Speaking to current and student arts managers, this insightful book channels national and supranational cultural heritage to provide essential reading for managers of present and future arts and cultural organizations.

**Avoiding Mistakes, Finding Success** Random House Digital, Inc.

Artists are creative workers who drive growth in the creative and cultural industries. Managing artistic talent is a unique challenge, and this concise book introduces and analyses its key characteristics. *Artist Management: Agility in the Creative and Cultural Industries* makes a major contribution to our understanding of the creative and cultural industries, of artistic and managerial creativities, and of social and cultural change in this sector. The book undertakes an extensive exploration of the increasingly pivotal role of artist managers in the creative and cultural industries and argues that agile management strategies are useful in this context. This book provides a comprehensive and accessible account of the artist-artist manager relationship in the twenty-first century. Drawing from research interviews conducted with artist managers and self-managed artists in five cities (New York, London, Toronto, Sydney and Melbourne), this book makes an original contribution to knowledge. Nation-specific case studies are highlighted as a means of illuminating

various thematic concerns. This unique book is a major piece of research and a valuable study aid for both undergraduate and postgraduate students of subjects including arts management, creative and cultural industries studies, arts entrepreneurship, business and management studies and media and communications.

*Hit Men* Billboard Books

This powerhouse best-selling text remains the most comprehensive, up-to-date guide to the music industry. The breadth of coverage that *Music Business Handbook and Career Guide, Eleventh Edition* offers surpasses any other resource available. Readers new to the music business and seasoned professionals alike will find David Baskerville and Tim Baskerville's handbook an indispensable resource, regardless of their specialty within the music field. This text is ideal for introductory courses such as *Introduction to the Music Business, Music and Media, and Music Business Foundations* as well as more specialized courses such as the record industry, music careers, artist management, and more. The fully updated Eleventh Edition includes coverage of key topics such as copyright, licensing, songwriting, concert venues, and the entrepreneurial musician. Uniquely, it provides career-planning insights on dozens of job categories in the diverse music industry.

*A Practical Guide to Creating, Selling, Organizing, and Staging Concerts* Schirmer Trade Books

"Learn to: navigate the music business to pursue a successful and sustainable career; follow a plan that builds your success, one step at a time; create a brand that stands out to fans and industry professionals; understand music publishing, contracts, copyrights, and licensing"--Cover.

**Artist Development Essentials** 9giantstepsbooks

*The Insider's Guide to Making Money in the Music Industry.* Millions dream of attaining glamour and wealth through music. This book reveals the secrets of the music business that have made fortunes for the superstars. A must-have for every songwriter, performer and musician.

*Music Marketing* Hal Leonard Corporation

Establishing the artist-manager relationship -- Planning the artist's career -- Making the career plan work -- Career maintenance and control.

**Artist Management for the Music Business** Routledge

No one understands the music industry--from the technology, to the legalities, to the new industry practices--better than veteran music lawyer Donald Passman. In this completely revised and updated seventh edition of *All You Need To Know About the Music Business*, which the Los Angeles Times called "the industry bible" and which has sold hundreds of thousands of copies, Passman offers executives and artists, experts and novices alike the essential information they need not only to survive in these volatile and exciting times, but also to thrive. Drawing on his unique, up-to-the-minute experience as one of the most trusted advisors in the business, Passman offers advice concerning: - The Copyright Royalty Board's latest decisions regarding online transmissions. - The developing new customs concerning new technologies such as streaming on demand, ringtones, and digital downloads. Passman also gives guidance on other fundamental issues 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 big picture and the finer points of record deals. - Navigate the ins and outs of songwriting, music publishing, and copyright law. - Maximize concert touring and

merchandising deals. Almost everyone in the music business, from musicians and songwriters to entertainment lawyers and record company executives, are scrambling to sort out what is going to happen next, and Passman is right in the thick of these changes. Here is a book for anyone interested in a music career: a comprehensive and crucial guide to making it in one of the world's most dynamic industries.

*Management and Production of Concerts and Festivals* Birch Lane Press

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 innumerable 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.

*The Live Music Business* RosettaBooks, LLC

Law, taxes, and finances.

**Power Brokers and Fast Money Inside the Music Business** Watson-Guption Publications  
A complete and up-to-date guide to the music industry covers all the ins and outs of MP3 legalities, Napster, Copyright Term Extensions and more, and includes an expanded updated Web site directory with listings containing a plethora of research sources allowing any reader to be totally informed about the continuously developing music business.

**Everything You Need to Know about Managing Your Music Career, Exploding Your Popularity and Getting Discovered by a Top Manager** a company called W  
Managing Hip Hop artists is NOT the same as managing artists in any other genre. It's unique. There are cultural differences, industry differences and global differences you need to be aware of if you are to be successful. I know, because I've done it! Learn the business basics, as well as the unique success attitude and strategies you need in order to master the game! (220 pages; 8 x 10; ISBN: 978-0974531335) Read more at [www.hiphopentrepreneur.com](http://www.hiphopentrepreneur.com)

Artist Management for the Music Business Mika Karhumaa

As a constantly evolving and developing industry, the music business environment continues to establish new standards in terms of operational efficiency, dynamics between the different parties involved in the professional cycles, and constructing and performing methodologies in the process of achieving the desired results that all the participants in the music world have to adapt to in order to establish a sustainable career. Hence, the main purpose of this book is to provide practical advice suitable to both aspiring music professionals and artists that need detailed guidance in the process of developing the basis of a fruitful, promising, and sustainable profile, not only in terms of business performance, but psychologically as well.

How to Get Your Music on the Road Jesse Cannon

Formerly entitled Successful Artist Management, this book is designed as a reference work for artist management in the music business.

### **SUCCESSFUL ARTIST MANAGEMENT**

Routledge

Find out all you need to know to get started, get noticed, and get signed in the music business from the advice of over 30 music industry experts spanning from radio promoters to A&R reps to tour managers. Artists & Managers, are you... Wishing to get your music heard by booking agents, record labels, music supervisors, and radio programmers but have no idea how? Wondering what the heck it is that they look for in the artists they sign and/or work with? Tired of feeling like everyone in the

music business is ignoring you? Not sure how to contact music business people? Worried that you'll make a bad first impression? Stressed out over trying to book shows with no clue how to negotiate fees? Sick of music business people telling you to do the work on your own first, without giving advice on HOW? Feel like you're not learning fast enough about the music business in general? Get overwhelmed at the thought of releasing your album because you have no idea how? Wow, talk about someone doing all the work for you! Jamie has done some amazing research of all facets of the music industry. Radio is only part of the equation and I was grateful to read about some areas of the music business I was unfamiliar with! - Peter Michael, On-Air Talent and Program Director, 106.7 The Drive This book is a thorough look at the players involved in today's music industry and offers managers and self-managed artists the information they will need to establish and expand their career. A must for anyone looking to build a career in the music industry! - Tim Des Isles, Noisemaker Management Jamie has spent the past 5 years of her career working in the artist management world through managing artists, working with music associations, and working with artist managers of Juno and Grammy Award winning artists. She has independently co-managed internationally touring artists as well as launched a Canadian female pop artist into national success resulting in a Gold single and radio chart-topping single in Canada. Who are the music business expert contributors? Adam Kreeft, United Talent Agency Adam Oppenheim, Stampede Entertainment Alexa Shoenfeld, Live Nation Entertainment Chris McCrone, Partner Craig Laskey, The Horseshoe Tavern Denny Carr, Open Road Recordings Dondrea Erauw, Instinct Entertainment Geoff Clodd, Editor Graham Tait, 93 The Peak Grant Paley, Paquin Artists Agency Janet Trecarten, 101 The Farm Jason Manning, Z95 Jesse Mitchell, Kim Mitchell Tour Manager Jodi Ferneyhough, CCS Rights Management Joel Baskin, The Feldman Agency Mallory Boutilier, Editor Michael Donley, Streaming Cafe Mike Campbell, The Carlton Mike Rice, RPM Promotion Paul Hinrichs, Spirit Bar Paul Parhar, Flow 93.5 Peter Michael, 106 The Drive Rob Murray, Jack FM Ron Lopata, Warner Music Canada Sam Pickard, Strut Entertainment Sari Delmar, AB Co. Stephanie Mudgett, Editor Steve, The Railway Club Tim Des Isles, Noisemaker Management Troy Arseneault, Talent Buyer Along with a handful of contributors who chose to remain nameless from additional booking agencies, Universal, Sony, radio stations, and venues. Thanks to the help of the above music business experts this book will show you how to: \*\*Develop your craft into a commercially viable business \*\*Start earning money from your music \*\*Get signed by a booking agent \*\*Get a record label deal \*\*Get your music placed in television and film \*\*Get your music on the radio \*\*Book on profitable tours And MUCH, much more [smartbandmanagement.com](http://smartbandmanagement.com)

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