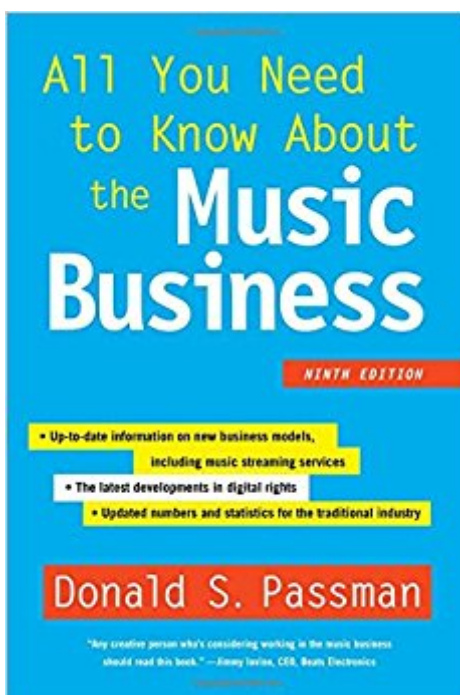


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# All You Need To Know About The Music Business: Ninth Edition



## Synopsis

“The industry bible” (Los Angeles Times), now updated, essential for anyone in the music business—musicians, songwriters, lawyers, agents, promoters, publishers, executives, and managers—trying to navigate the rapid transformation of the industry. For more than twenty 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 ninth 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.”

## Book Information

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## Customer Reviews

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.

All You Need to Know About the Music Business 2> Well, kiddies, weÃ¢â â„¢ve certainly seen a lot of changes since we last we got together. The good news is that streaming is growing at a wonderful pace. And thatÃ¢â â„¢s about it for the good news. CD sales are under 25% of the business and dropping. Downloads have fallen 15% per year for the last few years. Piracy is alive and well, hiding under cyber-rocks, and YouTube delivers more audio-only music than all the other sites put together (including the pirate sites), for which the creators are paid very little (weÃ¢â â„¢ll talk more about that later). All in all, the industry earnings are almost half of what they were in 2003. Also, weÃ¢â â„¢re going through a major upheaval in the songwriter world that could radically change the industry. Otherwise, itÃ¢â â„¢s a lovely afternoon. On the brighter front, weÃ¢â â„¢re seeing huge growth in vinyl (to younger people, itÃ¢â â„¢s a new technology; go figure) thatÃ¢â â„¢s only held back because every vinyl plant on the planet is at full capacity. The bad news is that itÃ¢â â„¢s less than 2% of the business. But in the current state of affairs, weÃ¢â â„¢ll take what we can get. Now if youÃ¢â â„¢re reading this and trying to decide whether the music business will disappear and if youÃ¢â â„¢d be better off putting the price of this book into your stamp collection, there actually is a beautiful weather forecast. As weÃ¢â â„¢ll discuss, streaming has the potential to make the music business bigger than itÃ¢â â„¢s ever been in history. People who never would have gone into a record store are listening to streams, and the numbers are growing fast. So stick around (and buy the book). As these new ways to exploit music take hold, you might wonder how artists get paid. Well, my friend, youÃ¢â â„¢ve come to the right place. The book in your hands has the latest scoop on all these newfangled gizmos. And at no extra charge (if you act RIGHT NOW), thereÃ¢â â„¢s an update of whatÃ¢â â„¢s happening with traditional music business dealsÃ¢â â„¢ recording, songwriting, merchandising, touring, and so forth. So step right up. All these secrets and more are revealed just inside the tent. P.S. Congrats if you read this. It means youÃ¢â â„¢re a real Go-Getter, since most folks skip the introductions to books.

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.Ã   Â All You Need to Know About the Music Business 6th EditionÃ   Â andÃ   Â 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 oppurtunities 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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