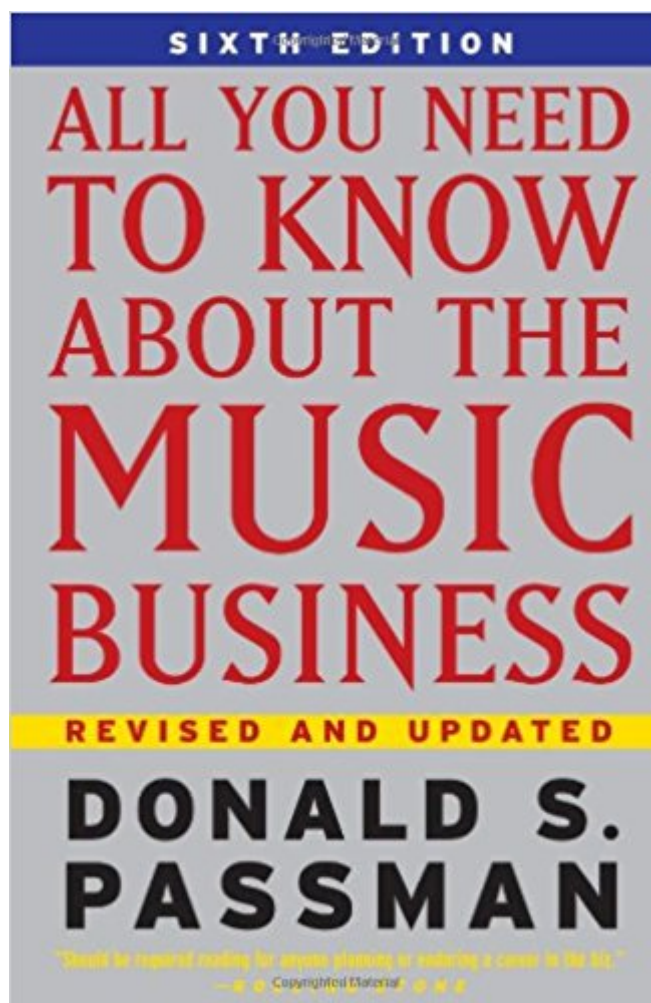


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# All You Need To Know About The Music Business 6th Edition



## Synopsis

For fifteen years, *All You Need to Know About the Music Business* has been universally regarded as the definitive, essential guide to the music industry. Now in its sixth edition, it has been completely revised and updated with crucial, up-to-the-minute information on the industry's major changes in response to today's rapid technological advances and uncertain economy. Veteran music lawyer Donald Passman is in the thick of this transformation and understands that anyone involved in the music business is feeling the deep, far-reaching effects of it. This latest edition of what the *Los Angeles Times* called "the industry bible" will lead novices and experts alike through the fundamental practices as well as the new, uncharted territory of one of this country's most dynamic industries. In the music business, the key to success lies in knowing how to protect yourself. To do that, you need the best and most up-to-date advice available. Whether you are -- or aspire to be -- a performer, writer, or executive, Passman's comprehensive guide to the legal and financial aspects of the music world is an indispensable tool. Drawing on his unique professional experience as one of the most trusted advisors in the industry, Passman offers authoritative information on 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 copyrights
- Maximize concert, touring, and merchandising deals

This latest edition also includes information on:

- Music downloads, webcasting, streaming-on-demand, and podcasting
- The new video streaming services
- How royalties are computed in the digital age
- The latest developments in deals with independent labels, including upstream deals
- Updates on all the traditional industry matters, such as royalties, advances, video budgets, and copyright law

In *All You Need to Know About the Music Business*, one of the industry's most influential figures shows you how to thrive in the most exciting business in the world. It's a book that no musician, entertainment lawyer, agent, promoter, publisher, manager, record company executive -- anyone who makes their living from music -- can afford to be without.

## Book Information

Series: All You Need to Know about the Music Business

Hardcover: 442 pages

Publisher: Hal Leonard Corp; 6 edition (2006)

Language: English

ISBN-10: 0743293185

ISBN-13: 978-0743293181

Product Dimensions: 9.4 x 6.6 x 1.4 inches

Shipping Weight: 1.4 pounds

Average Customer Review: 4.7 out of 5 stars 321 customer reviews

Best Sellers Rank: #423,010 in Books (See Top 100 in Books) #225 in [Books > Arts &](#)

[Photography > Music > Business](#) #1259 in [Books > Textbooks > Humanities > Performing Arts > Music](#) #12996 in [Books > Textbooks > Business & Finance](#)

## Customer Reviews

An entertainment lawyer whose clients include many from the top of the music charts, Passman has written a book that sets out to give musicians, performers, and songwriters the tools to hire advisers, market their careers, protect their creative works, and generally cope with a complex industry in a state of flux. Passman explains boilerplate language, the complexities of royalties and advances, and label and distribution deals; a section on record deals begins with an overview of the business and works through all the steps. The "Adventures in Cyberspace" chapter is a helpful summary of the way CD-ROMs and the Internet are affecting the business. Included here is information on recent legislation and a look at how digitizing music delivery will continue to change things. Packed with illustrations, sample calculations, and definitions, *All You Need To Know* is humorous and accessible enough for those who just want to understand the business while being detailed and documented enough for those who make a living from it. Copyright 2000 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Michael Eisner Chairman and CEO, Walt Disney Company An entertaining and professionally written primer on the music business. --Review"Should be required reading for anyone planning or enduring a career in the biz."-- Rolling Stone"Any creative person who's considering working in the music business should read this book."-- Jimmy Lovine, chairman, Interscope Geffen A&M Records"I highly recommend this book to anyone with an interest in the music business."-- David Geffen"I've spent ten years trying to get Don to open up like this to me. Never has he been so eloquent, so patient, or so thorough. It cost me a fortune to get these diamonds from Don: Now you can have them. For your own. At a fraction of the cost."-- Tom Waits"This man is so knowledgeable that it's difficult negotiating with him. The book is terrific and a must-read if you want to know how the music business works."-- Joe Smith, former president and CEO, Capitol Records/EMI Music,

Inc."I almost hesitate to recommend Don's book -- it gives away more inside information than it should."-- Mo Ostin, chairman of the board, DreamWorks Records"An entertaining and professionally written primer on the music business."-- Michael Eisner, former CEO, the Walt Disney Company"I highly recommend Don's book to anyone who has ever been interested in the music business. His experience and insight into the inner workings of the music world make this an indispensable work."-- Quincy Jones"If I'd had this book when I started, I'd be ten times richer and would have saved a fortune in legal fees." --Ed Bicknell, manager, Dire Straits

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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