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# Download Ebook This Business Of Concert Promotion And Touring A Practical Guide To Creating Selling Organizing And Staging Concerts

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## This Business of Concert Promotion and Touring A Practical Guide to Creating, Selling, Organizing, and

## Staging Concerts

Billboard Books *The only book that looks at the business of concert promotion. Concerts are part art, part party—and a big part business. This Business of Concert Promotion and Touring is the first to focus on that all-important business aspect, from creating a show, to selling a show, to organizing the show, to staging the show. Working with venues, personnel, booking, promoting, marketing, publicity, public relations, financial management, and much more are covered in this indispensable one-volume resource. And the ideas and techniques explained here can be used for every type of concert promotion, including college shows, artist showcases, club gigs, as well as major events handled by local promoters, nationwide promoters, and worldwide promoters. Concert promoters and tour managers at every level need to know This Business of Concert Promotion and Touring*

## Concert Tour Production Management

Taylor & Francis *Concert Tour Production Management deals with the business of production and sets out guidelines to follow in order to literally get the show on the road. Concert Tour Production Management provides the basic information to manage the production for a touring concert from start to finish in the most effective and efficient way possible. Beginning with an introduction to the touring concert, explaining who's who on the road, the author guides you through a tour setup using a realistic itinerary that visits different types of venues using the production manager's checklists. He also covers the role of the local promoter's production manager and how to manage a crew. The appendices provide some basic electrical formulae, a performance contract, a technical rider, a production checklist to suit most situations, and several forms to help expedite routine tasks.*

## The Live Music Business

## Management and Production of Concerts and Festivals

Routledge *The Live Music Business: Management and Production of Concerts and Festivals, Third Edition, shines a light on the enigmatic live music business, offering a wealth of inside advice and trade secrets to artists and bands looking to make a living in the industry. Previously published as The Tour Book, this new edition has been extensively revised, reorganized, and updated to reflect today's music industry. This practical guidebook examines the roles of the key players – from booking agents to concert promoters,*

*artist managers to talent buyers – and the deals, conventions, and processes that drive this global business. Written by a touring professional with over 25 years of experience, this book elucidates why playing live is crucial to the success of any musician, band, or artist, explaining issues like: what managers, promoters, and agents do and how they arrange shows and tours; how to understand and negotiate show contracts; how to create a contract rider, and how the rider affects the money you earn from a show; how to appear professional and knowledgeable in an industry with its own conventions, language, and baffling technical terms; and a three-year plan using live performance to kickstart your music career. Intended for music artists and students, *The Live Music Business* presents proven live-music career strategies, covering every aspect of putting on a live show, from rehearsing and soundchecks to promotions, marketing, and contracts. In an era when performing live is more essential than ever, this is the go-to guidebook for getting your show on the road and making a living from music.*

## The Touring Musician

# A Small-Business Approach to Booking Your Band on the Road

*Alfred Music* *The Touring Musician* helps performers at all levels of experience to take control of their careers. Packed with practical information, this invaluable handbook guides musicians in applying sound business practices to band travel by evaluating assets, creating an action plan, researching, negotiating, and booking venues, arranging transportation and lodgings, managing personal and tour finances, and getting publicity. *The Touring Musician* includes: \* Point-by-point advice about how to set up a small business \* Eleven sample worksheets and checklists, in a ready-to-photocopy format, that will help keep you and your information organized \* Samples of the major types of legal documents involved in booking a band \* A step-by-step chapter showing you how to book and route a sample tour, including five calendars and five budgets \* Plus solid advice about how to research your venue contacts, negotiate gigs and fees, manage your band finances, coordinate your promotional activities, and much, much more.

# Tour:Smart And Break the Band

*Chicago Review Press* From packing the right equipment to keeping enough gas in the tank to get home, every aspect of making a successful tour with a band is addressed in this comprehensive guide. More than 100 luminaries and leading organizations from the world of touring--among them Chris Connelly, Henry Rollins, the House of Blues, and the Vans Warped Tour, as well as club owners, tour managers, and even sex advisors--provide handy insider know-how along with insight on mistakes commonly made by novice bands. Chapters address the nitty-gritty of touring, with instructions on how to secure venues and publicity, how to stay healthy on the road, and how to keep the budget in the black. Loaded with hundreds of years' worth of collective hands-on experience from those steeped in the music business, this is a must-have resource for creating an unforgettable tour.

# This Business of Urban Music A Practical Guide to Achieving Success in the Industry, from Gospel to Funk to R & B to Hip-Hop

*Billboard Books* The first reference book all about the business side of gospel and urban music. Hip-hop and R&B hold 25 percent of the consumer music market. Another 20 percent is held by religious (gospel and Christian) music, soul, disco, dance, and jazz. Here's the first reference book to offer sound business and legal advice specifically tailored to these areas of the music industry. Securing a record deal, starting a label, publishing music, marketing and promoting—this is the information that today's musicians need. With insightful examples, quotes, and anecdotes from dozens of top artists and executives, *This Business of Urban Music* is entertaining as well as informative. Author James J. Walker, Jr., is a leading entertainment lawyer, representing such well-known clients as Cole, Jamie Foxx, DMX, and many others. Now he brings his years of professional expertise in litigation, business, intellectual property, and corporate law to *This Business of Urban Music*—at a price every aspiring musician can afford.

## Ticket Masters

# The Rise of the Concert Industry and How the Public Got Scalped

*Penguin* "A clear, comprehensive look at a murky business." —*The Wall Street Journal* Your favorite band has just announced their nationwide tour. Should you pay to join their fan club and get in on the pre-sale? No, you decide to wait. But the on-sale date arrives, and the site is jammed. You can't get on—and the concert is sold out in six minutes. What happened? What now? Music journalists Dean Budnick and Josh Baron chronicle the behind-the-scenes history of the modern concert industry. Filled with entertaining rock-and-roll anecdotes about The Rolling Stones, The Grateful Dead, Pearl Jam, and more—and charting the emergence of players like Ticketmaster, StubHub, Live Nation, and Outbox—*Ticket Masters* will transfix every concertgoer who wonders just where the price of admission really goes. This edition has an updated epilogue that covers recent industry developments.

## Production Management in Live Music

# Managing the Technical Side of Touring in Today's Music Industry

*Focal Press* "*Production Management in Live Music: Managing the Technical Side of Touring in Today's Music Industry* is a handbook for the aspiring production manager looking to forge a career in the live music industry. This book outlines the role that a production manager performs and their key responsibilities, and takes the reader step by step through the entire process of preparing a show for a tour. From dealing with artists and management to hiring crew, from booking vendors and scheduling the day-to-day of a busy tour, this text covers everything that is needed to take the show into rehearsals and finally on the road. Every aspect of the job is covered, including the very important challenges that face today's industry in the realms of sustainability, inclusion, diversity and mental

*health. Whether the show be on a festival, in a small theatre or club, or in a modern arena, this book clearly lays out the tasks and challenges and offers practical solutions to ensure the smooth running of a live performance. Production Management in Live Music is written for students in stage and production management courses and emerging professionals working in live music touring"--*

## The Tour Book

## How to Get Your Music on the Road

*Cengage Learning Explains how to enhance one's musical career by integrating live music, with practical advice, tips, tricks, and hints on every aspect of putting on a live show, essential equipment and technology, the practicalities of touring, the art of working behind the scenes, the future of live music, and other essential topics. Original. (Beginner)*

## Music Money and Success

*Schirmer Trade Books 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.*

## Record Label Marketing

## How Music Companies Brand and Market Artists in the Digital Era

*CRC Press Record Label Marketing, Third Edition is the essential resource to help you understand how recorded music is professionally marketed. Fully updated to reflect current trends in the industry, this edition is designed to benefit marketing professionals, music business students, and independent artists alike. As with previous editions, the third edition is accessible for readers new to marketing or to the music business. The book addresses classic marketing concepts while providing examples that are grounded in industry*

*practice. Armed with this book, you'll master the jargon, concepts, and language to understand how music companies brand and market artists in the digital era. Features new to this edition include: Social media strategies including step-by-step tactics used by major and independent labels are presented in a new section contributed by Ariel Hyatt, owner of CYBER PR. An in-depth look at SoundScan and other big data matrices used as tools by all entities in the music business. An exploration of the varieties of branding with particular attention paid to the impact of branding to the artist and the music business in a new chapter contributed by Tammy Donham, former Vice President of the Country Music Association. The robust companion website, focalpress.com/cw/macy, features weblinks, exercises, and suggestions for further reading. Instructor resources include PowerPoint lecture outlines, a test bank, and suggested lesson plans.*

## One for the Road: How to Be a Music Tour Manager

*As the music business continues to go through many dramatic changes, music groups are quickly discovering that in order to build and sustain a successful career they must stay on the road and do as many shows possible each year. Because of this, skilled tour managers for music groups are now needed more than ever. In One for the Road: How to Be a Music Tour Manager, Mark Workman shows you how to become a tour manager for a music group in any genre of music; how to organize a music tour the right way; how to effectively complete one; and how to build your career as a music tour manager into a successful one. Written with an acerbic wit and brutal honesty, Mark Workman pulls no punches in telling you what it's really like to tour the world with a famous music group.*

## Rockonomics

## A Backstage Tour of What the Music Industry Can Teach Us about Economics and Life

*Currency Alan Krueger, a former chairman of the president's Council of Economic Advisers, uses the music industry, from superstar artists to music executives, from managers to promoters, as a way in to explain key principles of economics, and the forces shaping our economic lives. The music industry is a leading indicator of today's economy; it is among the first to be disrupted by the latest wave of technology, and examining the ins and outs of how musicians create and sell new songs and plan concert tours offers*

*valuable lessons for what is in store for businesses and employees in other industries that are struggling to adapt. Drawing on interviews with leading band members, music executives, managers, promoters, and using the latest data on revenues, royalties, streaming tour dates, and merchandise sales, Rockonomics takes readers backstage to show how the music industry really works-- who makes money and how much, and how the economics of the music industry has undergone a radical transformation during recent decades. Before digitalization and the ability to stream music over the Internet, rock stars made much of their income from record sales. Today, income from selling songs has plummeted, even for superstars like James Taylor and Taylor Swift. The real money nowadays is derived from concert sales. In 2017, for example, Billy Joel earned \$27.4 million from his live performances, and less than \$2 million from record sales and streaming. Even Paul McCartney, who has written and recorded more number one songs than anyone in music history, today, earns 80 percent of his income from live concerts. Krueger tackles commonly asked questions: How does a song become popular? And how does a new artist break out in today's winner-take-all economy? How can musicians and everyday workers earn a living in the digital economy?*

## Understanding the Music Industries

*SAGE Everyone knows music is big business, but do you really understand how ideas and inspiration become songs, products, downloads, concerts and careers? This textbook guides students to a full understanding of the processes that drive the music industries. More than just an expose or 'how to' guide, this book gives students the tools to make sense of technological change, socio-cultural processes, and the constantly shifting music business environment, putting them in the front line of innovation and entrepreneurship in the future. Packed with case studies, this book:*

- Takes the reader on a journey from Glastonbury and the X-Factor to house concerts and crowd-funded releases;*
- Demystifies management, publishing and recording contracts, and the world of copyright, intellectual property and music piracy;*
- Explains how digital technologies have changed almost all aspects of music making, performing, promotion and consumption;*
- Explores all levels of the music industries, from micro-independent businesses to corporate conglomerates;*
- Enables students to meet the challenge of the transforming music industries. This is the must-have primer for understanding and getting ahead in the music industries. It is essential reading for students of popular music in media studies, sociology and musicology.*

# The Musician's Business and Legal Guide

*Prentice Hall* Advises would-be musicians on getting started, obtaining copyrights, selecting managers, and related matters.

# How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Second Edition)

*Liverright Publishing* Hailed as an “indispensable” guide (*Forbes*), *How to Make It in the New Music Business* returns in this extensively revised and expanded edition. When *How to Make It in the New Music Business* hit shelves in 2016, it instantly became the go-to resource for musicians eager to make a living in a turbulent industry. Widely adopted by music schools everywhere and considered “the best how- to book of its kind” (*Music Connection*), it inspired thousands to stop waiting around for that “big break.” Now trusted as the leading expert for “do it yourself” artists, Ari Herstand returns with this second edition, maintaining that a stable career can be built by taking advantage of the many tools at our fingertips: conquering social media, mastering the art of merchandising, embracing authentic fan connection, and simply learning how to persevere. Comprehensively updated to include the latest online trends and developments, it offers inspiring success stories across media such as Spotify and Instagram. The result is a must- have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry.

# It All Begins with the Music

# Developing Successful Artists and Careers for the New

# Music Business

Cengage Learning *An examination of the various professions in the music business, with examples and interview excerpts of individuals in these fields.*

## This Business of Artist Management

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

## All You Need to Know about the Music Business

Simon and Schuster *A guide to the music business and its legal issues provides real-world coverage of a wide range of topics, including teams of advisors, record deals, songwriting and music publishing, touring, and merchandising.*

## Music Business Handbook and Career Guide

SAGE Publications *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.*

## Hit Men

# Power Brokers and Fast Money Inside the Music Business

*Anchor* Copiously researched and documented, *Hit Men* is the highly controversial portrait of the pop music industry in all its wild, ruthless glory: the insatiable greed and ambition; the enormous egos; the fierce struggles for profits and power; the vendettas, rivalries, shakedowns, and payoffs. Chronicling the evolution of America's largest music labels from the Tin Pan Alley days to the present day, Fredric Dannen examines in depth the often venal, sometimes illegal dealings among the assorted hustlers and kingpins who rule over this multi-billion-dollar business. Updated with a new last chapter by the author.

## Networking in the Music Business

*Artistpro.Com Llc* The music industry, like every other business, is based on personal relationships: who you know, what you know and who knows you. "Networking in the Music Business" is the blueprint for developing the people skills necessary to achieve success in the global music industry. With this detailed guide to creating a career game plan and by learning from artists, writers and executives who have already established themselves as major players, both the professional and aspiring musician will have a substantial edge. Author Dan Kimpel, a 20-year veteran of the music industry whose recent credits include working with Quincy Jones, Babyface, Diane Warren, Joni Mitchell and Randy Newman, has been in a key position to observe how personal skills positively impact professional achievements. These invaluable insights are vividly documented in a high-energy, highly readable fashion. This is a book bursting with vital information from an industry insider!

## Concert Lighting

# The Art and Business of Entertainment Lighting

*CRC Press* *Concert Lighting: Tools, Techniques, Art, and Business Fourth Edition* provides readers with an updated look at how to succeed in the complex world of concert lighting design and technology. The authors have reorganized the book into three

*comprehensive and thoroughly revised sections, covering history, equipment and technology, and design, and containing new information on LED technology, pixel mapping, projection options, media servers, automated lighting, solutions for moving lights, DMX, and Ethernet problems, and designer communication and collaboration. This book also explores the cross-media use of concert lighting techniques in film, video, theatre, and the corporate world, highlighted with advice from master designers such as Bruce Rodgers, Cosmo Wilson, and Sarah Landau. From securing precious contracts to knowing the best equipment to use to design a show, Concert Lighting covers everything a designer needs to know about working in the touring industry.*

## The Music Products Industry

### A Textbook for Music Business Students

*Finally there is a textbook that analyzes the other half of the music industry. With a valuation of nearly \$17 billion dollars, the music products industry is often overlooked by music business students searching for a career.*

## Bill Graham Presents

### My Life Inside Rock And Out

Da Capo Press *"As a child, Bill Graham fled Europe to escape Hitler's armies. He grew up on the streets of New York and in the dining rooms of the hotels in the Catskills. After failing as an actor, he headed for San Francisco right before the Summer of Love where he founded the Fillmore and launched the rock icons of a generation--Janis Joplin, Otis Redding, Jefferson Airplane, Cream, the Grateful Dead, and more. He was a complex, caring, compassionate whirlwind of energy who rock stars either loved--or hated. In his own voice and those of the people who knew him--Jerry Garcia, Keith Richards, Grace Slick, Ken Kesey, Eric Clapton, Pete Townshend, and Carlos Santana--we hear Bill's story as well as the scoop on the major events in rock for more than three decades, ending with his tragic death in a 1991 helicopter crash. Gritty, moving, funny, and always fascinating, Bill Graham Presents is the inside story of the explosive and unforgettable man who created the business of rock" -- From Amazon.com.*

# Project Management for Musicians

## Recordings, Concerts, Tours, Studios, and More

*Hal Leonard Corporation (Berklee Press). Get organized, and take charge of your music projects! This book will help you harness your creativity into clear visions and effective work plans. Whether you are producing a recording, going on tour, developing a studio, launching a business, running a marketing campaign, creating a music curriculum, or any other project in the music industry, these road-tested strategies will help you to succeed. Music projects come in all sizes, budgets, and levels of complexity, but for any project, setting up a process for planning, executing, and monitoring your work is crucial in achieving your goals. This book will help you clarify your vision and understand the work required to complete it on time, within budget, and to your highest possible quality standard. It is a comprehensive approach, with hundreds of music industry-specific tools for keeping your work on track, mitigating risk, and reducing stress, so that you can complete your project successfully. You will learn to: develop work strategies; delegate tasks; build and manage teams; organize your project office; develop production schedules; understand and organize contracts; analyze risk; and much more.*

## Ableton Live 10 Power!

### The Comprehensive Guide

*Jon Margulies' comprehensive guide to Ableton Live is back! This updated edition does far more than bring you up to speed on all of Live's new features-it teaches fundamental concepts and important workflows that every Live user needs to know. Used in top college programs such as NYU's Clive Davis Institute of Recorded Music, the Ableton Live Power! series is well known as the definitive guide to Live. In this new edition, you'll learn the software in depth and get the lowdown on all the latest updates, including the Wavetable synthesizer, multi-clip editing, Capture, and Live 10's many workflow improvements. Jon's friendly, engaging writing style and deep knowledge of the program come together to help you hone your production skills without losing sight of what's most important: making music! "Jon is an Ableton Live wizard, an awesome musician and a great dude to work with. I've been a fan for a long time, and over the past few years have relied on him heavily for technical assistance navigating the wild waters of Ableton for my live sets."*

- Bassnectar

## How to Make a Living from Music

WIPO This guide is designed for musicians and music professionals who wish to hone their knowledge of the music business. It is intended as a practical tool to help composers, performers and all those involved in the music world get into the specifics of the management of their intellectual property rights. The guide aims to provide instructive advice on how to build a successful career in music in both developed and developing countries, by generating income from musical talent.

## How Not to Promote Concerts & Music Festivals

Concert Promotions Manual

## Music Marketing

## Press, Promotion, Distribution, and Retail

Hal Leonard Corporation (Berklee Press). Sell more music! Learn the most effective marketing strategies available to musicians, leveraging the important changes and opportunities that the digital age has brought to music marketing. This multifaceted and integrated approach will help you to develop an effective worldwide marketing strategy. Step by step, you will develop an active marketing plan and timeline tailored to your unique strengths and budget. You will learn to time your marketing campaign effectively, publicize your music to traditional print outlets and emerging online opportunities, understand the current opportunities for online, satellite, and terrestrial radio play as well as navigate various retail and distribution options, both at brick-and-mortar and online options, such as iTunes, Rhapsody, and other services.

## 100 Careers in the Music Business

Barrons Educational Series Incorporated Presents an Introduction to the music industry, describing such jobs as music publisher, artist manager, composer, video director, publicist, and music editor, along with extended interviews with people actually employed in

these positions.

## Gunfight

### My Battle Against the Industry that Radicalized America

*PublicAffairs* A former firearms executive pulls back the curtain on America's multibillion-dollar gun industry, exposing how it fostered extremism and racism, radicalizing the nation and bringing cultural division to a boiling point. As an avid hunter, outdoorsman, and conservationist—all things that the firearms industry was built on—Ryan Busse chased a childhood dream and built a successful career selling millions of firearms for one of America's most popular gun companies. But blinded by the promise of massive profits, the gun industry abandoned its self-imposed decency in favor of hardline conservatism and McCarthyesque internal policing, sowing irreparable division in our politics and society. That drove Busse to do something few other gun executives have done: he's ending his 30-year career in the industry to show us how and why we got here. *Gunfight* is an insider's call-out of a wild, secretive, and critically important industry. It shows us how America's gun industry shifted from prioritizing safety and ethics to one that is addicted to fear, conspiracy, intolerance, and secrecy. It recounts Busse's personal transformation and shows how authoritarianism spreads in the guise of freedom, how voicing one's conscience becomes an act of treason in a culture that demands sameness and loyalty. *Gunfight* offers a valuable perspective as the nation struggles to choose between armed violence or healing.

## Playing Across a Divide

### Israeli-Palestinian Musical Encounters

*Oxford University Press on Demand* *Playing Across A Divide* considers the circumstances and networks that nourished Israeli-Palestinian musical collaborations from 1991 to 2003, analyzing innovative musical syntheses. It proposes that linking networks of Jewish and Arab musicians, creating new musical expression, and enacting culturally productive musical alliances offer models for mutually beneficial coexistence.

## Off My Rocker

## One Man's Tasty, Twisted, Star-Studded Quest for Everlasting Music

*Rock 'n' roll insider Kenny Weissberg knows all too well about the crazy side of the music business. From his early years as a disc jockey, music critic, and rock singer to his long career as a concert producer, he witnessed--and embraced--the rampant lying, cheating, stealing, and drug abuse.*

## The Music Never Stops

## What Putting on 10,000 Shows Has Taught Me About Life, Liberty, and the Pursuit of Magic

*Hachette UK The engrossing, insightful, and personal musical odyssey of Peter Shapiro, perhaps the most notable independent concert promoter since Bill Graham Peter Shapiro is the best known and most influential concert promoter of his generation. He owned the legendary Wetlands in Tribeca and has gone on to much bigger things, including Brooklyn Bowl (NYC, Las Vegas, Philadelphia, and Nashville), the Capitol Theatre in Port Chester, producing U2 3D, and promoting the Grateful Dead's fiftieth-anniversary tour ("Fare Thee Well") featuring the Core Four and Trey Anastasio . . . and so much more. In The Music Never Stops, Shapiro shares the inside story of how he became a power-house in the music industry—an island in an increasingly consolidated landscape of venues, ticketing, and touring—through the lens of fifty iconic concerts. Along the way, readers gain insight into what it was like to work with some of the most celebrated bands in modern music, including not just the Grateful Dead and U2, but also Bob Dylan, Phish, Dave Matthews Band, Al Green, Ms. Lauryn Hill, Jason Isbell, Preservation Hall Jazz Band, The Roots, Robert Plant, Leonard Cohen, and many more. Featuring never-before-published back-stage anecdotes, insights, and photographs of the biggest*

*bands in the business and the concerts that later became legendary, The Music Never Stops is a perfect guide for any-one who wants to understand the modern live music industry.*

## The Big Payback

## The History of the Business of Hip-Hop

Penguin *“There has never been a better book about hip-hop...a record-biz portrait that jumps off the page.”—A.V. Club* **THE INSPIRATION FOR THE VH1 SERIES THE BREAKS** *The Big Payback takes readers from the first \$15 made by a “rapping DJ” in 1970s New York to the multi-million-dollar sales of the Phat Farm and Roc-a-Wear clothing companies in 2004 and 2007. On this four-decade-long journey from the studios where the first rap records were made to the boardrooms where the big deals were inked, The Big Payback tallies the list of who lost and who won. Read the secret histories of the early long-shot successes of Sugar Hill Records and Grandmaster Flash, Run DMC's crossover breakthrough on MTV, the marketing of gangsta rap, and the rise of artist/ entrepreneurs like Jay-Z and Sean “Diddy” Combs. 300 industry giants like Def Jam founders Rick Rubin and Russell Simmons gave their stories to renowned hip-hop journalist Dan Charnas, who provides a compelling, never-before-seen, myth-debunking view into the victories, defeats, corporate clashes, and street battles along the 40-year road to hip-hop's dominance. INCLUDES PHOTOGRAPHS*

## Can Music Make You Sick?

## Measuring the Price of Musical Ambition

University of Westminster Press *“Musicians often pay a high price for sharing their art with us. Underneath the glow of success can often lie loneliness and exhaustion, not to mention the basic struggles of paying the rent or buying food. Sally Anne Gross and George Musgrave raise important questions – and we need to listen to what the musicians have to tell us about their working conditions and their mental health.” Emma Warren (Music Journalist and Author).* *“Singing is crying for grown-ups. To create great songs or play them with meaning music's creators reach far into emotion and fragility seeking the communion we demand of it. However, music's toll on musicians can leave deep scars. In this important book, Sally Anne Gross and George Musgrave investigate the relationship between the wellbeing music brings to society and the wellbeing of those who create. It's a much needed reality check, deglamorising the*

romantic image of the tortured artist." Crispin Hunt (Multi-Platinum Songwriter/Record Producer, Chair of the Ivors Academy). It is often assumed that creative people are prone to psychological instability, and that this explains apparent associations between cultural production and mental health problems. In their detailed study of recording and performing artists in the British music industry, Sally Anne Gross and George Musgrave turn this view on its head. By listening to how musicians understand and experience their working lives, this book proposes that whilst making music is therapeutic, making a career from music can be traumatic. The authors show how careers based on an all-consuming passion have become more insecure and devalued. Artistic merit and intimate, often painful, self-disclosures are the subject of unremitting scrutiny and data metrics. Personal relationships and social support networks are increasingly bound up with calculative transactions. Drawing on original empirical research and a wide-ranging survey of scholarship from across the social sciences, their findings will be provocative for future research on mental health, wellbeing and working conditions in the music industries and across the creative economy. Going beyond self-help strategies, they challenge the industry to make transformative structural change. Until then, the book provides an invaluable guide for anyone currently making their career in music, as well as those tasked with training and educating the next generation.

## Artist Management for the Music Business

Taylor & Francis Allen prepares you for the realities of successfully directing the careers of talented performers in the high-risk, high-reward music business. You will learn to prepare yourself for a career in artist management - and then learn the tools to coach, lead, organize time, manage finances, market an artist, and carve out a successful career path for both yourself and your clients. The book features profiles of artist managers, an exclusive and detailed template for an artist career plan, and samples of major contract sections for artist management and record deals. Updated information including a directory of artist management companies is available at the book's companion website. A peer reviewer for Artist Management for the Music Business proclaimed ".this is going to be an excellent text. It contains many unique insights and lots of valuable information. This is essential reading for managers, students, and artists in the music business.

## Directory of Music Business Degrees

# Undergraduate and Graduate College Music Industry Degree Programs

[CreateSpace](#) Publisher information from [iPage.IngramContent.com](#).

## All You Need to Know About the Music Business, Seventh Edition

*RosettaBooks, LLC 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.*