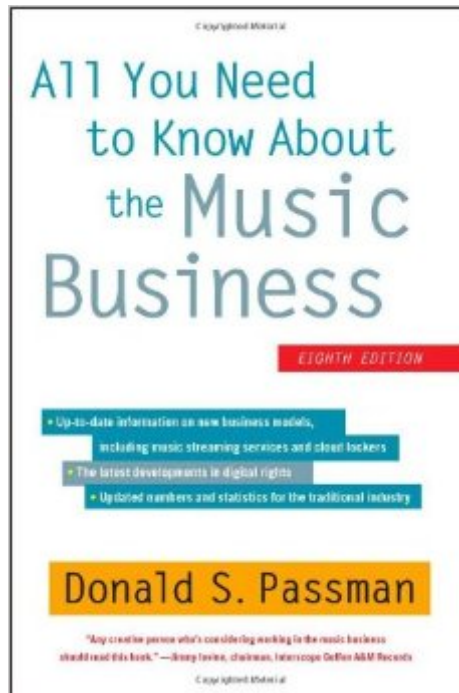


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# All You Need To Know About The Music Business: Eighth Edition



## 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

Passman's book is one of the best. Bar-none it's the best music industry "starter's guide". Passman nails the big points, uses humor to explain difficult concepts, and even maps out the ways to read/engage it. The only downside? It's not "All You Need to Know" in the 21st century. The book lacks depth on some key areas (to be frank, it'd be hard for one book could hold it all). More emphasis is put on deals that most artists will never see, while important elements like online video (YouTube), streaming models, "DIY" and the like that would have greater impact for the masses are less noticeable. It'd be great to see him supplement this in the next iteration (these are released every 3 years) and by then we'll probably be onto another outlet. Must-read as a starter guide, just don't expect it to be "All You Need to Know". There's more to the industry than is contained therein.

this was used as a text book in my college classes, given to me again to read at my first job at harry fox, and i'm now reading it for the 3rd time with the new updates. this is the best book out there if you want to know about the workings of the music industry.

Passman's book covers everything, right up to the new changes of the digital revolution that is taking place as I type...I have read some other books and taken a course on EdX on the music business. This book is an excellent introduction to the clauses found in contracts, the negotiating points of contracts, the big picture of the music business, the options that artists have besides trying to sign with a major record label, and most importantly, what you can expect from each option that is out there. This book makes clear the economics of the music business right now and how much money is out there for artists, where the money comes from, and whether and when (if) you can expect to get it. It is written in clear language for everyone. Great read.

There's a reason this is the best selling book about making it in the music business. It's packed with information. It's divided into tracks so if you're a song writer, you can read the parts you need. A performer can read the parts they need. You can, of course, read it cover to cover, as I did, to gain an understanding of the whole industry. Excellent book for anyone with an interest in the music business - in any form.

I'm still halfway through, but this book has blown my mind. I first learned about it via "Backstage: How I Almost Got Rich Playing Drums in a Christian Hardcore Band" by Aarn Lunsford (drummer of As Cities Burn), which is also a highly recommended book. Being in a band, and also with an interest in the music business after my gigging days are over, I thought it might help me to read this. The amount of knowledge here is astounding, but also very easy to follow. I've already got dozens of good ideas just from the first half. Now on to the second!

This book is a great depth of knowledge on the laws and policies of the major label music business, but discusses nothing of how the new music business operates or anything you would need to know to get people to hear your music.

I was also required to get this book for class. It is one of the music industry standards as far as books go, but then again, there aren't too many books on music business that are fairly up-to-date. This book was highly informative and more on an intermediate level concerning the topics of discussion. It is not too difficult to read, but you will need some sort of prior knowledge of industry terms and concepts (although provided). It is a great book to have on hand when making business deals in the entertainment industry and any general business. I'll Keep this in my library.

Yes, I'd definitely recommend this book to anyone looking to start a career or who's already in the music business. My professor is John Boylan his body of work spans over 50 years. Responsible for artist like Boston, Aero Smith, Linda Rondstat and countless others, both as an A&R Executive and as an Engineer/Producer. He teaches from this book, and myself being a touring musician and producer I have found this book to be spot on in many ways of explaining how the music business works. This book is a must have!!!

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