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H. Lee Hetherington

This Business of **ARTIST MANAGEMENT**

The standard reference to all
phases of managing a musician's
career from both the artist's
and manager's point of view

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This Business Of Artist Management

Steve Marcone, Dave Philp



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Artist Management for the Music Business 2e Paul Allen, 2012-10-12 Artist Management for the Music Business provides clear in depth information on what to do as an artist manager and how to do it. The book looks at the application of classic management theory to artist management, includes profiles of successful artist managers as well as offering skill development for planning, coaching and leading. *Artist Management for the Music Business* Paul Allen, 2022-03-20 Anyone managing an artist's career needs to be well versed and have a savvy understanding of the moving parts of the music business. Learn how and why those moving parts move as well as how to manage and navigate a music based career. Artist Management for the Music Business gives a comprehensive view of how to generate income through music and how to strategically plan for future growth. The book is full of valuable practical insights. It includes interviews and case studies with examples of real world management issues and outcomes. Updates to this new edition include a new chapter for independent self managing artists, expanded and updated sections on networking, social media and streaming and a basic introduction to

data analytics for the music business This book gives access to resources about artist management and the music business at its companion website www.artistmanagementonline.com **Artist Management for the Music Business** Paul Allen, 2014-07-17 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 The Art of Music Business Management Mika Karhumaa, 2024-03-27 THE NEXT GENERATION OF MUSIC BUSINESS BOOKS IS HERE Karhumaa's seventh book introduces artist management from an unprecedented perspective Modern artist management can be divided into three compartments When these are presented to you and reflected onto a transparent wall you see things from a manager's point of view Through this you'll see the four audiences of the music industry This is the scene the areas of action where all of this takes place This framework has been developed for today's rapidly evolving world It travels with you everywhere Whatever you need to do invest in understanding this framework and start taking action This book teaches you how to utilize it Modern artist management is increasingly taking place in the digital realm and resembles screenwriting As technology evolves introducing new features almost daily the management needs to adapt swiftly This book discusses how success can be achieved in navigating this task The book is intended for all professionals in the industry Management is a topic that touches all of us in one way or another The book is particularly well suited for educational purposes A manager needed to write this book The author has three decades of experience in multiple capacities Mika Karhumaa is a music business manager specializing in artist management and contracts copyright He lectures on the subject and acts as a strategist in many industrial operations Managing Your Band Stephen Marcone, 2003 According to Dr Stephen Marcone personal management is still the weakest link in a music business that operates by fragmenting its product This comprehensive new edition includes an updated recording agreement with current industry language and a sample merchandising agreement takes into account the many changes in concert promotion and features descriptions of new legal battles Use this book as a helpful reference for touring publicity contracts marketing trademarks copyrighting enhancing creativity and much more Straight forward and up to date this is an easy to understand and all encompassing primer for

aspiring bands and managers Walter O'Brien Owner Concrete Management Inc manager of Pantera and others Dr Stephen Marcone is Director of Music Graduate Studies and Professor of Music at William Paterson University in Wayne New Jersey

Artist Management for the Music Business 2e, 2nd Edition Paul Allen, 2012 Artist Management for the Music Business provides clear in depth information on what to do as an artist manager and how to do it preparing the reader for the realities of directing the careers of performers in the risky but rewarding music business The book prepares the reader for a successful career looking at the application of classic management theory to artist management featuring 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 on the companion website Artist Management for the Music Business is written for record industry employees who want to know both what to do as a professional artist manager and how to do it as well as for all students studying music business or industry programs Key industry insight for both the new and experienced artist managers Exclusive planning and management tools Successful career strategies for managers and the artists they manage Fully cited text from literature personal interviews and personal experience of the author Career and business planning for the artist manager including fully detailed and exclusive career plan template for an artist This Business of Artist Management Xavier M.

Frascogna, 1997 Successful Artist Management Xavier M. Frascogna, H. Lee Hetherington, 1978 **Managing Your Band** Steve Marcone, Dave Philp, 2021-06-24 Managing Your Band A Guide to Artist Management is your go to guide for artist management in the new music industry especially independent artists taking the DIY route Industry insiders Steve Marcone and Dave Philp tackle the work and knowledge required of an artist manager and band member focusing on earning revenue from an artist's three major revenue streams songwriting and publishing live performance and recording The book investigates the roles of the many industry intermediaries illustrating how many of today's artists including DIY artists function as their own entertainment companies This seventh edition includes updated information for the twenty first century artist and manager including key information on the impacts of COVID 19 on the industry New sections and chapters include The twenty first century DIY manager The live ecosystem Music publishing Social media Analytics offered by streaming services Each chapter includes learning objectives a summary and suggested projects for course usage For access to the free instructor's manual which includes a sample syllabus and test questions please email textbooks@rowman.com *This*

business of artist management, **The Music Business for Artist Managers & Self-managed Artists** Jamie Johnson, 2016-04-07 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 todays 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 Islets 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 Caf 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 Islet 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 Artist Management in the Music Industries Yiyi Wang,2024-11-19 Artist Management in the Music Industries A Sui Generis Form of Management provides one of the first substantive academic examinations of the role of an artist manager This book deconstructs the nature of Artist Management unveiling the pivotal role of the artist manager in creating and sustaining a dynamic environment referred to as the Loop where success is realised by navigating four variables Risks Relationships Emotions and Expectations 2Rs and 2Es within and beyond the Loop This book offers a new perspective on Artist Management as a sui generis discipline

that does not fit easily inside standard conceptions of management Featuring ethnography and interviews this book sheds light on the realworld challenges and successes in the field It is a must read for researchers students and practitioners in the music business music marketing and artist management offering invaluable insights into the practices that shape the cultural landscape **Managing Your Band 5th Ed** marcone,2010-09-27 An advanced text concerning artist management in the music and entertainment industry Includes new business models and 360 deals and focusing on the entrepreneurial aspect of the career Chapters include contracts touring marketing merchandising legal battles The appendix includes a comprehensive list of related websites **Artist Management** Guy Morrow,2018-04-17 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 **“The” art of music business management - for artists & managers** ,2022 **The Live Music Business** Andy Reynolds,2021-11-29 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

ARTIST MANAGERS ANONYMOUS Adrian Swish,2023-11-30 *ARTIST MANAGERS ANONYMOUS THE COMPLETE GUIDE TO ARTIST MANAGEMENT* is a revolutionary exploration to master the art of artist management penned by the esteemed Adrian Swish With years of unparalleled experience in the hip hop and rap industry trenches Swish imparts invaluable insights on innovative strategies and cutting edge music technologies that elevate this book beyond just a mere guide to conquering the fierce battleground of music s most dynamic genre Dive into this masterclass of music artist mastery tailored for both aspiring and seasoned professionals including artists producers and songwriters it also reveals the nuances of artist development strategic industry maneuvering exclusive industry knowledge leading pathways to tangible success Lauded by experts and readers this book can give you the confidence to make it in the ever evolving world of music management This book gives you exclusive access to upcoming resources and access to music consultation airdrops artist management AI tools artist and label services at our companion websites <https://www.digitalcurrency.xyz> and <https://www.adrianswish.xyz>

Managing Your Band - Sixth Edition Stephen Marcone,David Philp,2017-06-01 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

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