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# This Business Of Artist Management

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A Practical Guide to Creating, Selling, Organizing, and Staging Concerts  
The Music Business for Artist Managers & Self-managed Artists  
Agility in the Creative and Cultural Industries  
Who Killed Classical Music?  
This business og artist management  
This Business of Concert Promotion and Touring  
Visual Arts Management, 2nd Edition  
Everything You Need to Know about Managing Your Music Career, Exploding Your Popularity and Getting Discovered by a Top Manager  
A Guide to Artist Management  
The Routledge Companion to Arts Management  
All You Need to Know to Get Started, Get Noticed & Get Signed  
Successful Artist Management  
The Definitive Guide to the Music Industry  
The Live Music Business  
What Every Artist and Manager Must Know to Succeed  
Artist Development Essentials  
Finding Success in a New Arts Economy  
This Business of Artist Management  
Music Money and Success  
Project Management for Musicians  
Music Marketing  
Managing Your Band  
Hit Men  
Artist Management: The Ultimate Responsibility  
Music Business Handbook and Career Guide  
Establishing the artist-manager relationship. Planning the artist's career. Making the plan work. Career maintenance and control. Mastering succes  
Power Brokers and Fast Money Inside the Music Business  
Manage Your Career in Music: Manage the Music Careers of Others  
The Standard Reference to All Phases of Managing a Musician's Career from Both the Artist's and Manager's Point of View  
The Artist Entrepreneur  
This Game of Hip Hop Artist Management  
Get More Fans: The DIY Guide to the New Music Business  
How to Get Your Music on the Road  
How to Build a Sustainable Music Career and Collect All Revenue Streams  
Strategy  
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)  
This Business of Artist Management  
Managing the Cultural Business

The Essence of the Music Business  
This Business of Music

*This Business Of Artist Management*

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## MACIAS JOSEPH

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A Practical Guide to Creating, Selling, Organizing, and Staging Concerts Cengage Learning  
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 Music Business for Artist Managers & Self-managed Artists* Mika Karhumaa

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](http://www.artistmanagementonline.com).

*Agility in the Creative and Cultural Industries* CNIB, [197-]

The authoritative, standard reference on artist management in the music industry expands its insights even further in this updated edition, formerly titled Successful Artist Management. Earning accolades for years, including ASCAP's prestigious Deems Taylor Award for books on the industry, this vital reference keeps pace in its third edition with the demands of the ever-changing musical entertainment field. Emphasizing that, despite the glamour of the industry, artist management is

still subject to the solid rules that govern all good business practice, the authors include interviews with top record executives; coverage of new forms of business, such as the limited-liability company; and updates on the legal framework of the music industry. Professional and aspiring managers and career-minded performers will find guidance on topics like: -- establishing the artist-manager relationship and contract -- setting up the artist's career plan and image formation -- choosing attorneys, accountants, and business advisors -- forming development teams for various performance media -- handling success, money management, and moving toward stardom.

*Who Killed Classical Music?* This Business of Artist Management

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

*This business of artist management* Watson-Guption Publications

(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.

**This Business of Concert Promotion and Touring** Skyhorse Publishing Inc.

A complete and up-to-date guide to the music industry covers all the ins and outs of MP3 legalities, Napster, Copyright Term Extensions and more, and includes an expanded updated Web site directory with listings containing a plethora of research sources allowing any reader to be totally informed about the continuously developing music business.

**Visual Arts Management, 2nd Edition** Createspace Independent Publishing Platform

Managing Your Band is the go-to guide for artist management in the new music industry, providing tools for success to students and musicians, including independent artists taking the DIY route. This seventh edition includes updated information on the 21st-century DIY manager, live ecosystems, social media, and impacts of COVID-19 on the industry.

Everything You Need to Know about Managing Your Music Career, Exploding Your Popularity and Getting Discovered by a Top Manager 9giantstepsbooks

Formerly entitled Successful Artist Management, this book is designed as a reference work for artist management in the music business.

### **A Guide to Artist Management** Random House Digital, Inc.

The fully revised Second Edition is here. New examples have been added to better reflect the present time. Also, as a main focus, strategic thinking, the ability to create long-term plans and how to prepare for this in everyday activities are also present in this book. Understanding the importance of strategy is the basis for rational advancement. In the music business - strategies are not always perceptible. They are multi-layered, long-lasting, but also instantaneously effective. The ultimate goal often transpires along the way. In order to understand tactics, one has to read between the lines. The reason why different pre-conditions and industrial expectations must always be taken into account is due to conflicts between artistic and economic goals. An artist's progress often depends on their interest groups' comfort to these aspects and is about maintaining the balance between business objectives and the artist's story. This book deals with factors affecting strategy and how it relates to the artist and their management. Although viable passive income generation in the streaming era is what is most sought after, no other aspect, including social media capital, should be ignored, as it is often even more important. All this has an impact on how an artist succeeds in other music business areas. This book illustrates the current state of things in light of new opportunities. 'Strategy' is the final chapter of The Essence of the Music Business Trilogy from Mika Karhumaa.

### The Routledge Companion to Arts Management Watson-Guptill Publications

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 today's 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

### All You Need to Know to Get Started, Get Noticed & Get Signed Billboard Books

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.

### Successful Artist Management Schirmer Trade Books

Argues that commercialism has radically transformed classical music and opera

### The Definitive Guide to the Music Industry RosettaBooks, LLC

This Business of Artist Management Watson-Guptill Publications

### The Live Music Business Watson-Guptill Publications

(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!

*What Every Artist and Manager Must Know to Succeed* Taylor & Francis

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)

**Artist Development Essentials** Rowman & Littlefield Publishers

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.

*Finding Success in a New Arts Economy* Hal Leonard Corporation

Presents a guide for organizing, creating, selling, and staging concerts and tours, covering topics such as creating the show, budgeting and launching the tour, getting paid, and why, when, and where to tour.

**This Business of Artist Management** Routledge

The arts and cultural sector has always been a challenging area in which to find business success; the advent of the global health crisis due to COVID-19 has greatly amplified these challenges. Thanks to the expertise of 22 scholars, this text elaborates on the most common key strategic mistakes and misunderstandings to help arts and cultural organizations finding success. This book

starts by looking at the evolution of competition in those industries. Several new and challenging drivers shape the competitive environments of arts and cultural organizations. A customer-centric approach helps in identifying ten crucial managerial processes in which strategic mistakes are commonly made. This book proposes a revised managerial vision of the key processes that constitute every arts and cultural organization. Each chapter offers an innovative analysis of a classic managerial problem, describing popular mistakes and providing case-based insights derived from real world important examples. Specifically, each chapter elaborates on two illuminating examples, one of which is always chosen among the Italian arts and cultural organizations, thus belonging to the world's leading cultural sector. Speaking to current and student arts managers, this insightful book channels national and supranational cultural heritage to provide essential reading for managers of present and future arts and cultural organizations.

*Music Money and Success* Business Expert Press

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.

*Project Management for Musicians* Hal Leonard Corporation

"Learn to: navigate the music business to pursue a successful and sustainable career; follow a plan that builds your success, one step at a time; create a brand that stands out to fans and industry professionals; understand music publishing, contracts, copyrights, and licensing"--Cover.

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