

ROLES OF AN ARTIST MANAGER



ARTISTS

ARTIST MANAGER



MERCHANDISE

Deal with merchandise providers and ensure stocks (t-shirts, cd, vinyls) are available. Set up Sales funnel and monitor the sales.



LABEL/ DISTRIBUTORS

Inform and prepare in collaboration with A&P and their marketing team or distributors about your new release.



ACCOUNTING:

Monitor the financial situation and ensure the dedicated accountant receive the document, invoice, pass in due time.



CREATIVE THIRD PARTY

Hire the service of video creators (for a new video or capture a live moment), sound engineer (for a show), light engineer (for a show), record engineer/producer (for a new record).



BOOKING

Find booking agent representing certain territories, festivals bookers, club gigs bookers. Negotiate the terms of each live events.



MEDIA:

Interact with PR agencies and/or social media agency and/or radio pluggers for any new releases or announcement.



LEGAL

Contact a dedicated lawyer on ad-hoc basis (new contracts for instance).



ROYALTIES SOCIETY

Ensure that the band is receiving their royalties in due time.

FUNDING ORG



Music Export



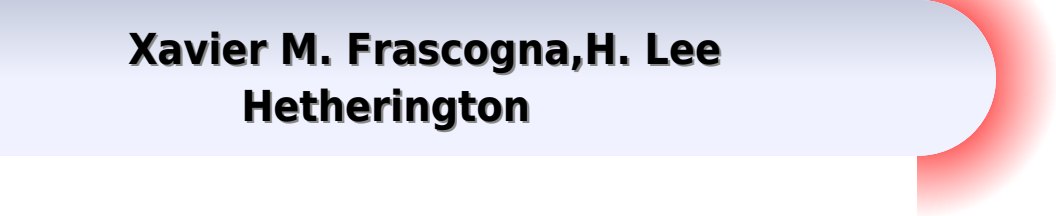
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Sponsoring

This Business Of Artist Management

**Xavier M. Frascogna, H. Lee
Hetherington**



This Business Of Artist Management:

This Business of Artist Management Xavier M. Frascogna, Jr., H. Lee Hetherington, 2004-11-01 This authoritative reference on artist management in the music industry is the standard for all phases of managing a musician's career from both the artist's and manager's point of view. This substantially updated edition covers the major changes that have transformed the business world and music industry over the past six years. Particular emphasis is given to the impact of the Internet including the MP3 controversy and its lingering ramifications, copyright licensing on the Web, navigating trade identity issues on the Net, domain names and the high tech fight against cyberpiracy. Included are real world examples as well as new interviews with top booking agents, personal managers, concert promoters, record company executives, road managers and artists. For aspiring and professional managers in the music entertainment field as well as musicians, music publishers and record company personnel. Winner of the prestigious ASCAP Deems Taylor Award for excellence in music publishing. This replaces 0 8230 7705 5 which sold more than 25 000 copies.

This Business of Artist Management Xavier M. Frascogna, Jr., H. Lee Hetherington, 2004-11-01 This authoritative reference on artist management in the music industry is the standard for all phases of managing a musician's career from both the artist's and manager's point of view. This substantially updated edition covers the major changes that have transformed the business world and music industry over the past six years. Particular emphasis is given to the impact of the Internet including the MP3 controversy and its lingering ramifications, copyright licensing on the Web, navigating trade identity issues on the Net, domain names and the high tech fight against cyberpiracy. Included are real world examples as well as new interviews with top booking agents, personal managers, concert promoters, record company executives, road managers and artists. For aspiring and professional managers in the music entertainment field as well as musicians, music publishers and record company personnel. Winner of the prestigious ASCAP Deems Taylor Award for excellence in music publishing. This replaces 0 8230 7705 5 which sold more than 25 000 copies.

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 **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

Successful Artist Management Xavier M. Frascogna, H. Lee Hetherington, 1978 This Business of Artist Management Xavier M. Frascogna, 1997 **This business of artist management** , **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 **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 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 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.

"The" art of music business management - for artists & managers, 2022 *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.

Successful Artist Management Xavier M. Frascogna, H. Lee Hetherington, 1990. 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

Music Management for the Indie Artist John Macallister, 2016-06-25 Are you struggling to get your music heard Have you ever felt lost or directionless on how to manage your career Inside Music Management for the Indie Artist you'll discover How to gain a crystal clear vision of your future in music The single most important thing you can do to start getting calls from music managers Why you need a business and marketing plan and how to write it How to protect yourself from falling victim to unscrupulous managers What music management is all about and why it pays to self manage your career Whether you just released your first song or are a seasoned musician ready to take your music career to the next level this book is for you You should already know how to manage your music career before you decide to get a manager Because only then will you be perceived as desirable to work with But the sad thing is most artists have no clue when it comes to the most important aspects of managing a music career Many artists think they just have to get their music heard to be successful Believe it or not that's really just the tip of the iceberg If you believe you can carve out a successful music career all on your own without any help you are basically committing career suicide You need to find others who have made it and follow in their footsteps But if you don't know how to get and deal with a manager you might find yourself getting ripped off Simply put Most indie artists don't have a real strategy for building a successful music career Many struggle for years going nowhere achieving nothing and end up returning to or staying stuck at an unfulfilling day job barely earning enough money to support themselves and their family living a life of quiet desperation with their hopes and dreams crushed It's a terrible thing to see But we've got good news for you You do not have to end up like most struggling artists because for the first time ever we've together the ultimate roadmap to help you take control of your own music career And guess what It's going to help you look INFINITELY more attractive to any potential manager This is a complete step by step 228 page blueprint which contains a treasure trove of the best kept marketing business secrets for indie musicians artists and bands who want to start managing their music career like a pro become a music phenomenon and attract a top music manager

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 **More about this Business of Music** Sidney Shemel,M. William Krasilovsky,1982

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