

YOU MUST HAND IN YOUR WORK BY \_\_\_\_\_ TO \_\_\_\_\_



**HOW LONG**  
should this assignment take?

Every person works at his/her own pace. As a guide, this should take you 1 hour to read and research and another 2 hours to write your answers and discuss them with your tutor.



**HOW**  
will I be assessed?

Your tutor will assess your work. He / she will give you feedback on how you have done. If your work needs further work to be passed, then you will be given the chance to do further work to bring it "up to scratch". For more details, please refer to your MOLP's own guidance.



**WHAT**  
do I do now?

Read the TASKS section below to get an overview of this project. Then read the NOTES AND GUIDANCE section for help. Carry out the TASKS.

TASKS

1 Read these statements - which business person can help you? Tick one or more boxes.

**MANAGER      ACCOUNTANT      LAWYER**

Finding gigs			
Negotiating a recording contract			
Preparing your accounts			
Filing your tax return			
Looking for a publishing deal			
Getting distribution for your recordings			

2 **MANAGEMENT**

This is a list of considerations about management. Grade qualities on a scale of 1-10 (10 being high) you think are important in a manager :

Grade 1 - 10

Experience in making deals of every description	
Enough money to invest in you and support an act until it is developed	
A manager who is a fan of your music and understands your needs	
A manager who will dedicate all of his / her time to you in your career	
Reliable, trustworthy and dedicated	
A provider of sound advice and financial planning	
A business-like friend whom you can place trust in	
A manager who has had a lot of success	
Travels and experiences new events and opportunities	
Adapts to change and has new ideas	
Has knowledge of different markets and possibilities	

Discuss the outcomes of your scoring system with your MOLP.

3 Research 3 potential managers

MANAGER	Address, Tel and e-mail	Current Roster ( Who do they already manage? )



Try and find an established manager first, by searching on the internet for a well known artist you like and trying to identify their management company. You will often find management details on the inlay card of a CD. For local managers, you may need to do some local research and speak to local artists as well as your MIC or MOLP adviser.

4 Research 3 potential lawyers

LAWYER	Address, Tel and e-mail	What type of law do they specialise in?



Use the internet to search for music directories and organisations that have lists of business professionals. Also, speak to your MIC or MOLP adviser and local artists who may have had a recording or publishing deal.

5 Research your local area to see if there any music industry support services that can help you.  
Use the internet to find any local schemes that may be of use to you:

Is there a Music Development Agency in your region? If so, write the details here.

Search for any local music projects that may be looking to help you move forward. Write the details here.

Speak to your Music Industry Consultant about this ( if appropriate ).



Look for your RDA ( Regional Development Agency ) to see if they support any music or arts development agencies across their region.