

WHAT IS IT?

This chapter explains how the music industry operates and how you can use the Internet to find out more about it.

We will look at the three main 'revenue streams' from music...

RECORDING PUBLISHING LIVE PERFORMANCE

... and your immediate team of business advisers around you.

We will look at the businesses, both large and small, that operate within these areas of music, such as record labels, publishers, promoters and managers.

We will look at some of the organisations that represent the interests of writers, performers, managers, producers, publishers and labels.

We will look at the 'collection societies' that collect royalties on behalf of writers, performers and producers.

Importantly, we will look at ways of FINDING information about the music industry, by using the INTERNET.

WHY DO I NEED TO KNOW ABOUT THIS?

As a musician, performer, DJ or producer, it is entirely understandable that your primary focus will be making and performing music to be proud of. It is not realistic, however, to believe that talent is all you will need to be successful in the music industry.

In music, everyone needs to have a good team around them. It is therefore crucial for you to become familiar with the 'big picture' of how the music industry operates, so that you can start to find out where you fit into it.

Then you can start the process of networking and action planning to help you reach your goals.

As you read through this and other workbooks, your knowledge and confidence will grow.