



Successful Artist Management

Frank Leslie

Successful Artist Management:

Successful Artist Management Xavier M. Frascogna, H. Lee Hetherington, 1978 **10 Steps to Successfully Managing Recording Artists** Capriccio Scates, 2004-08 10 Steps to Successfully Managing Recording Artists outlines the steps essential to effectively managing an artist. It should be a choice reading for new and aspiring managers as well as established and seasoned veteran managers. Artists and industry professionals alike can also use this book as a personal guide for reviewing and identifying the characteristics of a successful and competent manager. Over two decades of music entertainment experience, Tour Manager, Surface JVC Japan Blue Note Tour Conference Seminar Panelist, Jack the Rapper, Philadelphia Music Conference, Southeast Music and Entertainment Summit, Ear 2 Da Streets Music Conference and Route One South Music Conference, National Radio Promotions, Ruffhouse, Columbia Records, Song Placement and A R Consultation, Michael Jackson, Guy Monifah, BlackStreet and 702 Provided Regional Radio, Retail Club, Video, Street and Lifestyle Promotional Services for Warner Brothers, Sony 550, Universal, Motown, Atlantic, Death Row and several others 2003-2004. National Dean's List Award Winner 2004. National Registers Who's Who in Executives and Professionals. Good management is important to sustaining and maintaining a long and successful career. This book captures key points that are essential and very useful to managers and artists who may be seeking or evaluating their management. Teddy Riley, recording artist, producer, songwriter, Michael Jackson, Bobby Brown, SWV, BlackStreet, Janet Jackson, Guy. This book contains very valuable information and I rate it high on the list of must reads for managers. Vincent Herbert, producer, songwriter, Dionne Warwick, Destiny's Child, Aaliyah, Toni Braxton, Babyface, Tatyana Ali **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 *This Business of Artist Management* Xavier M. Frascogna, 1997. Formerly entitled *Successful Artist Management*, this book is designed as a reference work for artist management in the music business **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 **This Game of Hip Hop Artist Management** Walt F.J. Goodridge, 2021-06-10 Managing Hip Hop artists is NOT the same as managing artists in any other genre It's unique There are cultural differences industry differences and global differences you need to be aware of if you are to be successful I know because I've done it Learn the business basics as well as the unique success attitude and strategies you need in order to master the game 220 pages 8 x 10 ISBN 978 0974531335 Read more at www.hiphopentrepreneur.com 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 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 Popular Music Since 1955 Paul Taylor,1985

The Contribution of Artist Management Processes to Success/failure in the Music Industry Francesco

Gaudesi,2016 This research is an in depth case study conducted through participant observation and semi structured interviews within Spaceship Management a well established boutique artist management company active in the field of electro pop music genre This study examines the management processes related to the concept of artist success operated by the company s managers The capacity to understand success could be also crucial to improve the personal professionals skills of the author under the reflexive approach in his double role of both researcher and practitioner This study contributes to the literature offering an operative management insight into different themes such as artist manager relationship strategic planning reflective practice success and artist management processes related to artist success Success through the analysis of this specific case has been considered as the result of a two stages artist management process These two stages could be defined as self management and total management The first stage has been observed to occur within the autonomous experience of the artist during his self management phase This phase has been found to include three elements that need to happen consequently in order to contribute to the artist success the creation of an artistic identity the exposure of this identity to the audience and the occurrence of an initial visibility Then the author observed how as soon as an artist manager at Spaceship recognizes that both the elements of creation of the identity and exposure have generated a first level of visibility they are ready to take in serious consideration to start working with an artist permitting the shift from self to total management During the total management stage a process of value adding has been observed to take place A Spaceship s manager as soon as the relationship is established and the targets have been defined with the artist could start to implement the strategy plan agreed engaging the best team possible in order to guarantee a constant effectiveness of the delivery of the artistic product into the market This study contributes to increase the stock of relevant and practical management knowledge within a specific case Abstract **The World of Music** Anna Dunphy comtesse de Brémont,1892 **This Business of Artist Management** Xavier M. Frascogna, Jr.,H. Lee Hetherington,2011-11-09 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 **Whisperin' Bill** Bill Anderson, 1989 One of the music industry's most honored and significant figures for a quarter century Anderson also has another story to tell His personal struggle when his family becomes the victim of a drunk driver makes a gripping human interest drama that will reach far beyond the boundaries of country music 20 photos **This Game of Artist Management** Walt F. Goodridge, 1994-11 **Billboard's ...**

International Talent & Touring Directory, 1995 *Printers' Ink; the ... Magazine of Advertising, Management and Sales*, 1897 The Freelance Way Robert Vlach, 2022-03-02 The most comprehensive book for freelancers ever written Packed with proven freelance know how including advice from world class experts like David Allen Getting Things Done Adam Grant Give and Take Austin Kleon Show Your Work and David H Hansson Remote Office Not Required The Freelance Way is THE business book for independent professionals It presents the best available and fully up to date freelance know how compiled from hundreds of quality sources including surveys the latest market data advice from world class experts as well as real life experiences and stories from hundreds of professionals in different fields and countries which makes the book highly relevant to freelancers worldwide The contents of this volume cover all the basics and best practices for beginning freelancers as well as advanced career strategies and tools for freelance veterans There are practical tips for greater productivity successful teamwork smart pricing powerful business negotiations bulletproof personal finance effective marketing and much more

Artist Development & Management David J. Spangenberg (Professor Pooch), 2019-09-28 Updated for the 2020's The Author began his career as a Recording Artist but has spent the last 35 years Guiding Music Business Careers providing Music Business Education Career Guidance Services for both Creative and Business individuals and companies including handling their Entertainment Industry Contract needs The Author also developed and taught the Artist Management Music Publishing Entertainment Law Courses for the Art Institute of Philadelphia for 8 Years This Complete Course shows you how to become a Successful Singer Performer Musician Band Group and or Manager Step by Step in Simple Easy to understand People Talk This Book Includes a Contract Between Artist Manager and How to Negotiate It If you wish to become a Successful Singer or Member of a Successful Group or Band you should know as much as you can about The Music Biz You should know how it operates and the correct steps to take in the right order to achieve Success including choosing the right

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Frank Leslie's Popular Monthly Frank Leslie,1894 **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 publishingSocial media Analytics offered by streaming services Each chapter includes learning objectives a summary and suggested projects for course usage

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