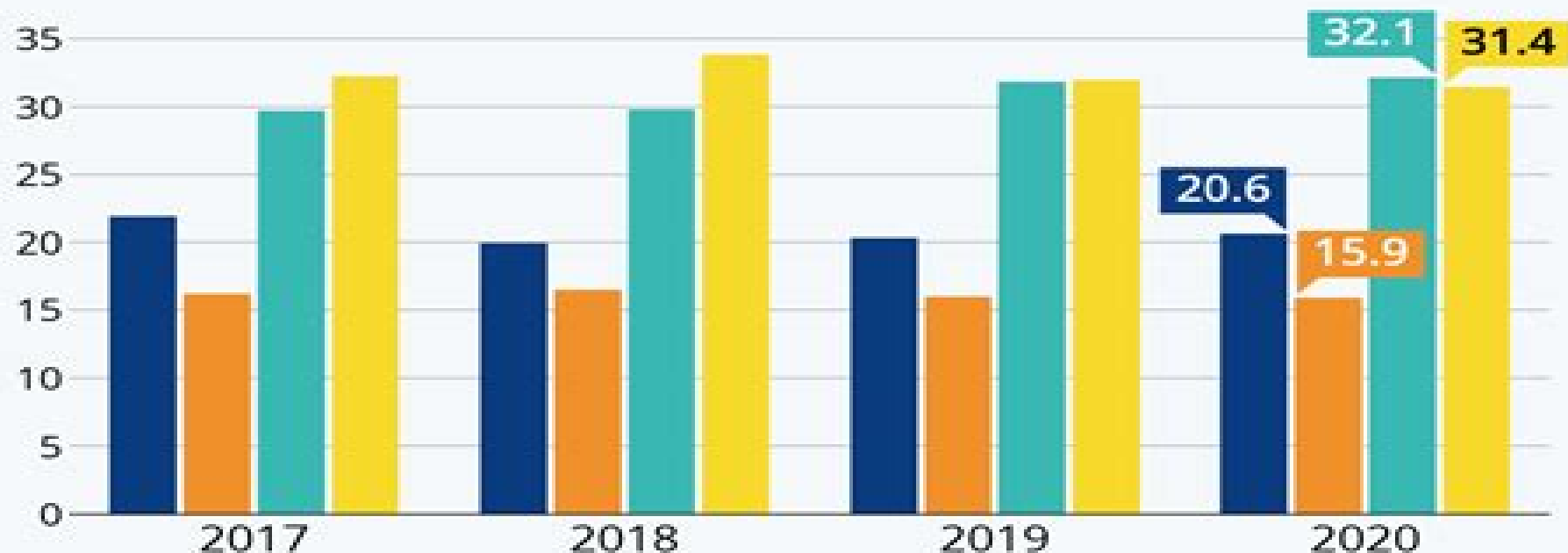


Music Industry Marches to Universal's Beat

Global digital and physical revenue market share of largest record companies (in %)



■ Sony Music Entertainment ■ Warner Music Group
■ Universal Music Group ■ Independent Labels



Source: Music & Copyright



Marketing In The Music Industry

Tom Hutchison



Marketing In The Music Industry:

Record Label Marketing Clyde Philip Rolston, Amy Macy, Tom Hutchison, Paul Allen, 2015-11-19 *Record Label Marketing Third Edition* is the essential resource to help you understand how recorded music is professionally marketed Fully updated to reflect current trends in the industry this edition is designed to benefit marketing professionals music business students and independent artists alike As with previous editions the third edition is accessible for readers new to marketing or to the music business The book addresses classic marketing concepts while providing examples that are grounded in industry practice Armed with this book you ll master the jargon concepts and language to understand how music companies brand and market artists in the digital era Features new to this edition include Social media strategies including step by step tactics used by major and independent labels are presented in a new section contributed by Ariel Hyatt owner of CYBER PR An in depth look at SoundScan and other big data matrices used as tools by all entities in the music business An exploration of the varieties of branding with particular attention paid to the impact of branding to the artist and the music business in a new chapter contributed by Tammy Donham former Vice President of the Country Music Association The robust companion website focalpress com cw macy features weblinks exercises and suggestions for further reading Instructor resources include PowerPoint lecture outlines a test bank and suggested lesson plans

Music Marketing for the DIY Musician Bobby Borg, 2024-05-07 Unleash your music s potential by taking charge of your career In *Music Marketing for the DIY Musician* industry veteran Bobby Borg provides a step by step guide to producing a fully customized low budget plan of attack for marketing one s music helping to propel independent artists and other players toward success in the new music industry This third edition provides major updates Cutting edge social media strategies Dominate TikTok master Instagram and conquer YouTube with the latest tactics to amplify your online presence Streaming secrets unveiled Unlock the gateway to playlists and skyrocket your monthly listenership with fresh insights into the streaming world Updated roadmaps for record releases Navigate your way to a triumphant album launch with foolproof strategies and revamped timelines New data analytics Learn strategies to make educated decisions about the latest music marketing Future forecasts Embrace music innovation by leveraging artificial intelligence exploring NFTs diving into the metaverse and more Written in an easy to read style this is a comprehensive resource with many templates covering the complete marketing process and time tested strategies used by the most successful companies Also included are interviews with top professionals and updated stories and case studies This indispensable book for students and professionals alike will help you perfect a complete marketing plan to achieve your ultimate career vision

This Business of Global Music Marketing Tad Lathrop, 2007 This book provides advice on presenting and selling music worldwide Topics covered include choosing foreign markets planning a basic global business strategy producing and packaging music for global sale placing and pricing music for foreign sale distributing digital music globally planning integrated marketing communications using live performance and radio play to promote globally exploiting

co marketing opportunities outside the music industry and profiting from global music publishing Record Label Marketing Thomas William Hutchison, Amy Macy, Paul Allen, 2010 Provides in depth information on corporate marketing processes combining marketing theory with the how to practised in marketing war rooms This book is illustrated with figures tables graphs and glossaries It is for professionals and students and also offers a useful overview of the music industry

Marketing in the Music Industry Charles W. Hall, Frederick Jerome Taylor, 1998-01-01 **Music is Your Business** Christopher Knab, Bartley F. Day, 2007 This book takes the mystery out of the music business Music Is Your Business tells you who does what in the music industry Music industry veteran Christopher Knab s honest no nonsense information will empower you to market and promote your music whether you re an experienced performer or just starting out Learn how to attract distributors get radio airplay negotiate offers and create a demand for your music with topics like Con Jobs Watch Out for the Flim Flam Man 10 Reasons Why Musicians Fail and How Not To What A R Reps Do and Online Music Retailing Straight to the point legal chapters by entertainment attorney Bartley F Day include Filing Copyright Applications Trademarking Band Names and Making Sense of Recording Industry Contracts A sample distributor one sheet band tour and work schedule band bio and more Newly revised updated and 100 pages longer the 3rd edition of Music Is Your Business is essential for independent musicians and record labels *Marketing Recorded Music* Tammy Donham, Amy Sue Macy, Clyde Philip Rolston, 2022-06-12 This fourth edition of Marketing Recorded Music is the essential resource to help you understand how recorded music is professionally marketed Updated to reflect the digital era with new chapters on emerging media streaming and branding this fourth edition also includes strategies for independent and unsigned artists Fully revised to reflect international marketing issues Marketing Recorded Music is accompanied by a companion website with additional online resources including PowerPoints quizzes and lesson plans making it the go to manual for students as well as aspiring and experienced professionals **Web Marketing for the Music Business** Tom Hutchison, 2013-02-11 Interested in promoting selling and distributing music online Have the website but not sure what to do next Web Marketing for the Music Business is designed to help develop the essential Internet presence needed for effective promotion sales and distribution Author Tom Hutchison provides instructions on how to set up a website as well as how to use the Internet to promote you or your client and the website Includes information on maximizing your site to increase traffic online grassroots marketing tactics that will advance your career and how to best utilize social networking sites such as Facebook and Twitter The accompanying website will keep you up to date with online resources for web support The author s blog is continuously updated to include the latest breaking techniques for promotion **How To Build Relationships in the Music Industry** Arlette Hovinga, 2023-07-18 Musicians are you frustrated with promoters and other industry people leaving your emails unanswered Do you wish to promote your projects but don t know how to approach the right people Promoters are often overwhelmed by hundreds of emails a day so getting that first moment of contact just right can be daunting Emails are

sometimes drafted poorly social media presence is either lacking or spammy and there is no real aim other than pushing for immediate results except that isn't how the industry works We are not in the sales business We are in the people business That is the mantra of this book Featuring interviews with dozens of industry professionals many with diverse backgrounds and from across the globe *How to Build Relationships in the Music Industry* presents valuable insights do's don'ts tips and anecdotes that will help any musician present their next project in a way that works in the long term Arlette Hovinga helps all musicians understand key characteristics of effective professional communication in the music business which will ultimately lead to better relationships more bookings and a stronger following

Making and Marketing Music Jodi Summers, 2004-10-01 This industry savvy guide will help musicians of all levels make the album that best complements their skills and meets their career objectives Revealed here are the who what where when and how of album making and the tools to sell and prosper in the business Included are interviews with P Diddy Ozzy Osbourne and members of Linkin Park and other top industry professionals Allworth Press an imprint of Skyhorse Publishing publishes a broad range of books on the visual and performing arts with emphasis on the business of art Our titles cover subjects such as graphic design theater branding fine art photography interior design writing acting film how to start careers business and legal forms business practices and more While we don't aspire to publish a New York Times bestseller or a national bestseller we are deeply committed to quality books that help creative professionals succeed and thrive We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers

Music Marketing Mike King, 2009-08-01 Berklee Press Sell more music Learn the most effective marketing strategies available to musicians leveraging the important changes and opportunities that the digital age has brought to music marketing This multifaceted and integrated approach will help you to develop an effective worldwide marketing strategy Step by step you will develop an active marketing plan and timeline tailored to your unique strengths and budget You will learn to time your marketing campaign effectively publicize your music to traditional print outlets and emerging online opportunities understand the current opportunities for online satellite and terrestrial radio play as well as navigate various retail and distribution options both at brick and mortar and online options such as iTunes Rhapsody and other services

Recording industry marketing practices United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Telecommunications and the Internet, 2002

How to Make It in the Music Business Ousala Aleem, 2017-07-29 Learn How To Make Money Marketing Music Online If You Learn The Secrets In This Book You WILL SUCCEED In The Music Business This new music business marketing book is made for artists singers songwriters managers producers record labels students music fans and anyone who wants to learn how to win in the lucrative music and entertainment business This book was written by a Grammy Nominated entertainment industry insider who spent over a decade studying learning the tricks you will need to know to be successful in the new digital media era This book will teach you everything you need to know about viral marketing and

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With contributions from international scholars of marketing and consumer studies this renowned text engages directly with a range of contemporary themes including The importance of arts consumption and its socio cultural political and economic dimensions The impact of new technologies platforms and alternative artforms on the art market The importance of the aesthetic experience itself and how to research it The value of arts based methods The art versus commerce debate The artist as entrepreneur The role of the arts marketer as market maker This fully updated new edition covers digital trends in the arts and emerging technologies including virtual reality streaming services and branded entertainment It also broadens the scope of investigation beyond the West looking to film in emerging markets such as China music in Sub Saharan Africa and indigenous art in Australia Alongside in depth theoretical analysis this edition of Marketing the Arts takes inspiration from the creativity inherent in current artistic practice to demonstrate a plurality of approaches and methodologies Marketing the Arts Breaking Boundaries is core reading for advanced undergraduate and postgraduate students studying arts marketing and management Online resources include chapter by chapter PowerPoint slides and questions for class discussion

Return of the Hustle Eric Sheinkop, 2016-03-11 Has a commercial ever brought you to tears Has a movie ever inspired you so much you change your way of life Has the series finale of a television show ever broken your heart Has a video game ever altered your perception of reality If you're like most consumers you answered yes to at least one of those questions Whether you remember it or not the music of that ad film show or game probably played a big role in influencing your emotional response during that experience In fact music is included in media specifically for the purpose of connecting with audiences on a deeper level that visuals alone cannot access A strong music strategy is fundamental to the success of television film brands and video games Because of higher expectations for audiovisual content it will take more than clever animation or a celebrity cameo to connect with consumers in an authentic organic way By providing audiences with a genuine music experience whether with an exclusive song through an artist partnership or by featuring new music from an emerging band you can build a bond that extends far beyond product experience Music touches us emotionally in a way that words seldom do We feel it we remember it In Return of The Hustle a leading music and marketing industry insider discusses the diverse audio touchpoints for four key industries and shows how marketers storytellers and advertisers can use music to effectively guide audiences along the customer journey from passive consumers to brand advocates Return of The Hustle provides readers with a blueprint for music strategy that professionals at any level in any industry can use to attract consumers immerse them into the content and extend relationships between them and the brand long after the commercial ends or the credits roll With detailed case studies exhaustive interviews and thorough research Return of the Hustle gives readers the playbook to use the marketing power of music to drive business results *Kellogg on Integrated Marketing* Dawn Iacobucci, Bobby J. Calder, 2002-11-12 Kellogg on Integrated Marketing verbindet zwei aktuelle Strömungen der Marketing Praxis miteinander Marketing von Massenmarken und One to One Relationship Marketing Das Buch gibt im

ersten Teil einen Überblick über die beiden Ansätze und beschreibt wie man sie zu einer stärker integrierten und innovativen Marketingmethode kombiniert. Der zweite Teil vermittelt Tipps und Ratschläge, wie Manager auf spezifische Marketingprobleme reagieren sollten. Der dritte Teil beschäftigt sich mit Multiplex Marketing der Zukunft des Datenbankmarketing. Diskutiert werden u.a. folgende Themenschwerpunkte: Entwickeln von Marken, Ermitteln der Kundenrentabilität, dynamische Preisgestaltung, Kundenakquisition, Kundenkommunikation, Integrieren des Customer Service, Optimieren von Kundenkontakten, Belohnen von Kundentreue und Data Mining für Cross Selling.

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The Definitive Guide to Entertainment Marketing Al Lieberman, Patricia Esqate, 2013. Entertainment Marketing NOW. Every Platform Technology and Opportunity Covers film, cable, broadcast, music, sports, publishing, social media, gaming and more. Reflects powerful trends ranging from smartphones to globalization. Demonstrates breakthrough strategies integrating advertising, promotion, PR and online content distribution. By industry insiders with decades of experience as leaders and consultants. Entertainment spending is soaring worldwide driven by new technologies, new platforms, new business models and unrelenting demand amongst seven billion consumers. That means entertainment marketing opportunities are soaring too. But this business is more complex and competitive than ever and it's changing at breakneck speed. Now two leading practitioners show how to transform content into profits today and tomorrow: any content on any platform in any market worldwide. You'll master innovative new ways to grab consumers' attention and wallets fast. Make your experiences want to see, have to see, must see. Drive more value through social platforms, mobile technologies and integrated marketing strategies. Overcome challenges ranging from bad buzz to piracy, fully leverage licensing, merchandising and sponsorships and successfully market all forms of entertainment.

The Entertainment Marketing Revolution Al Lieberman, Patricia Esqate, 2002. Entertainment is now a 500 billion industry that reaches into every corner of human life. The Entertainment Marketing Revolution. Bringing the Moguls, the Media and the Magic to the World. Profiles that industry from film to print, music to theme parks and shows exactly how to find and reach your market in today's insanely competitive marketplace. Discover the driving forces, key synergies, new opportunities and advanced marketing techniques. Today's top companies are riding to success and learn how to create tomorrow's blockbuster properties starting today.

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