



# **RECORD LABEL MARKETING STRATEGIES**

**BUILDING YOUR RECORD LABEL BRAND AND  
EFFECTIVELY PROMOTING YOUR NEW RELEASES**

**25 PRACTICAL CONCEPTS**

**SCOTT ORR**

AUTHOR OF *HOW TO START A RECORD LABEL* +  
HOST OF THE PODCAST, *OTHER RECORD LABELS*

# Record Label Marketing

**Thomas Ferriere**



## **Record Label Marketing:**

*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

**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

**Record Label Marketing Strategies** Scott Orr, 2022-09-13 *Record Label Marketing Strategies* 25 Practical and Easy Marketing Strategies For Record Labels What People Are Saying As someone that s run a successful artist owned independent label for nearly a decade now I can confirm that everything in this book is spot on Scott makes the processes of releasing music easy to understand and puts them all in one place John Beeler Asthmatic Kitty Records Sufjan Stevens Angelo De Augustine Scott is acutely aware of how the independent music industry operates He s a staunch supporter of the label community and understands the importance of accessible resources and industry education for those who are venturing into this world for the very first time If you re serious about starting a record label business you ve certainly picked up the right book Alyssa Mark A2IM American Association of Independent Music When it comes to advice for running a record label and marketing yourself as an artist if Scott Orr doesn t know it then it s probably not worth knowing Simon Peter Daley Precision Record Pressing Here s what this book will help you do Identify your record label s uniqueness in a sea of other labels Deliver impressive results to your artists Increase your chances of getting your music on Spotify playlists Create a record label that truly helps artists Build a successful release plan from scratch Understand the truth about pitching to music blogs Create a simple yet effective record label website Build a great reputation for your record label Manage your social media when you have no time Overcome the

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carefully explain the components of the contemporary record label's marketing plan and how it is executed This new edition is clearly illustrated throughout with figures tables graphs and glossaries and includes a valuable overview of the music industry Record Label Marketing has become essential reading for current and aspiring professionals and for music business students everywhere The book also has a companion website located at [www.recordlabelmarketing.com](http://www.recordlabelmarketing.com) Record Label Marketing Gives you an exclusive and complete look at SoundScan and how it is used as a marketing tool Presents essential information on uses of new media label publicity advertising retail distribution and marketing research by record labels Offers insight into how successful labels use videos promotional touring and special products to build revenue Includes important specialized marketing strategies using the tools of grassroots promotion and international opportunities Reveals how labels are managing within their transitional digital industry Looks to the future of the music business how online developments technological diffusion and convergence and new markets continue to reshape the industry **Record Label**

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**Start and Run Your Own Record Label** Daylle Deanna Schwartz, 2003 An updated guide to becoming a music mogul explores alternative markets for all musical genres utilizing the power of the Internet and offering suggestions for marketing overseas

[How To Start A Record Label Online: Music Business](#) Thomas Ferriere, 2014-10-20 NEW Edition April 2023 How to Start a Record Label Online For indie musical artists of every kind there s nothing quite the same as the allure of artistic control Music labels are notoriously tight fisted and controlling They can keep you from enjoying creative freedom to say nothing of how they can impinge upon your ability to claim royalties and make money off your music Indie labels allow artists the artistic control freedom and dignity they deserve Thankfully creating and releasing your music label online has never been easier and with this guide to how to start a record label you can Develop Your Label s Concept and Identity Even before you post material for your record label online you must have a record label That means developing a clear concept for your label s identity the type of music you wish to produce and your target audience In this book you ll learn how to nail the basics of indie record label development and branding and score hits when you post things online Vital online music business branding tips include Think about what makes your label unique Why should someone choose to support your label What type of art do you make or what stances do you take that music fans cannot get with other labels indie or otherwise What type of musical genres are you targeting Taylor Swift s audience is very different from Kanye West s Buzz is key Whatever you think about either in their long standing feud its very existence has fueled their popularity with fans and their status within their genres even further While you may not want to strike such a feuding tone most attention is good attention and audiences love a bit of juicy drama What they love even more though is relatability What truly makes an artist or label last is not getting first time buyers but loyal regular followers who come back buy and support them time after time This is a massive aspect of the music industry and this book can teach you how to craft an image and concept with broad appeal while still feeling authentic and relatable Develop an Online Presence The revolution may be televised and it will be Tweeted An effective online presence is essential for music labels especially indie online labels Among music industry books this is one of the best when it comes to analyzing strategies for developing and increasing your online presence such as SEO strategies for indie music labels to attract views and clicks How to convert those clicks into sales The ins and outs of online distribution Effective social media music label marketing strategies How to build a loyal social media following The metrics to pay attention to measure and boost online exposure

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## **Table of Contents Record Label Marketing**

1. Understanding the eBook Record Label Marketing
  - The Rise of Digital Reading Record Label Marketing
  - Advantages of eBooks Over Traditional Books
2. Identifying Record Label Marketing
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Record Label Marketing
  - User-Friendly Interface
4. Exploring eBook Recommendations from Record Label Marketing
  - Personalized Recommendations
  - Record Label Marketing User Reviews and Ratings
  - Record Label Marketing and Bestseller Lists

5. Accessing Record Label Marketing Free and Paid eBooks
  - Record Label Marketing Public Domain eBooks
  - Record Label Marketing eBook Subscription Services
  - Record Label Marketing Budget-Friendly Options
6. Navigating Record Label Marketing eBook Formats
  - ePub, PDF, MOBI, and More
  - Record Label Marketing Compatibility with Devices
  - Record Label Marketing Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Record Label Marketing
  - Highlighting and Note-Taking Record Label Marketing
  - Interactive Elements Record Label Marketing
8. Staying Engaged with Record Label Marketing
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Record Label Marketing
9. Balancing eBooks and Physical Books Record Label Marketing
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Record Label Marketing
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Record Label Marketing
  - Setting Reading Goals Record Label Marketing
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Record Label Marketing
  - Fact-Checking eBook Content of Record Label Marketing
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

#### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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