

THIRD EDITION

# How to Make It in the New Music Business

Practical Tips on Building  
a Loyal Following and  
Making a Living as a Musician

Ari Herstand



"Indispensable."  
—*Forbes*

# **Making It In The New Music Business**

**Ron Knight**



## **Making It In The New Music Business:**

**How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician** Ari Herstand, 2016-12-20 Ari is at the front of the front He gets it I've read a hundred how to make it in the music biz books and this one is today's definitive comprehensive manual Jack Conte 150 million YouTube views Pomplamoose CEO of Patreon Forget everything you think you know about the odds of making it in the music industry Today odds mean nothing and success is not about lucky breaks It's about conquering social media mastering the art of merchandising and simply working harder and being smarter than everyone else We are living in the midst of an industry renaissance one that has left the record companies desperately struggling to maintain their prominence as a subculture of dedicated DIY do it yourself musicians have taken over These days talent is a given and success has to be earned In 2008 Ari Herstand boldly turned in his green Starbucks apron to his manager determined to make a living off his craft as a singer songwriter Almost a decade later he has become a founding member of the new DIY movement and a self sustaining musician all without the help of a major label Now drawing from years of experience Herstand has written the definitive guide for other like minded artists the ones who want to forge their own path and not follow the traditional markers of success like record sales hits on the radio or the amount of your label advance Incredibly comprehensive and brutally honest throughout How to Make It in the New Music Business covers every facet of the new business including how to Build a grass roots fan base and understand the modern fan Book a profitable tour and tips for playing live such as opening vs headlining etiquette and putting on a memorable show Become popular on YouTube Spotify and SoundCloud Get songs placed in film and television Earn royalties you didn't know existed and reach your crowdfunding goals Musicians will not only be introduced to all the tools available today but will be shown how to effectively leverage them to actually make money More important they will develop the mindset to be aware of new advancements both online and in the real world and always stay in tune with a constantly evolving landscape There has never been a better time to be an independent musician Today fans can communicate with their idols by simply picking up their phones artists are able to produce studio worthy content from their basement and albums are funded not by record men but by generous engaged supporters As result How to Make It in the New Music Business is a must have guide for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry

**How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Second Edition)** Ari Herstand, 2019-11-05 Hailed as an indispensable guide Forbes How to Make It in the New Music Business returns in this extensively revised and expanded edition When How to Make It in the New Music Business hit shelves in 2016 it instantly became the go to resource for musicians eager to make a living in a turbulent industry Widely adopted by music schools everywhere and considered the best how to book of its kind Music Connection it inspired thousands to stop waiting around for that big break Now trusted as the leading expert for do it

yourself artists Ari Herstand returns with this second edition maintaining that a stable career can be built by taking advantage of the many tools at our fingertips conquering social media mastering the art of merchandising embracing authentic fan connection and simply learning how to persevere Comprehensively updated to include the latest online trends and developments it offers inspiring success stories across media such as Spotify and Instagram The result is a must have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry [How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician \(Third\)](#) Ari Herstand,2023-01-17 Now Magazine Top 5 Music Business Books Hailed as an indispensable guide Forbes How to Make It in the New Music Business returns in a significantly revised and expanded third edition How to Make It in the New Music Business since its first publication in 2016 has become the go to resource for musicians eager to make a living in a turbulent industry Widely adopted by ambitious individuals and music schools across the world and considered the best how to book of its kind Music Connection this essential work has inspired tens of thousands of aspiring artists to stop waiting around for that big break and take matters into their own hands In this highly anticipated new edition Ari Herstand reveals how to build a profitable career with the many tools at our fingertips in the post COVID era and beyond from conquering social media and mastering the digital landscape to embracing authentic fan connection and simply learning how to persevere This edition breaks down these phenomena and more resulting in a timeless must have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music business **Summary of Ari Herstand's How To Make It in the New Music Business** Milkyway Media,2024-01-25 Get the Summary of Ari Herstand's How To Make It in the New Music Business in 20 minutes Please note This is a summary not the original book Ari Herstand's How To Make It in the New Music Business offers a comprehensive guide for musicians navigating the complexities of the industry He emphasizes the importance of passion over fame authenticity and personal satisfaction in music Success is redefined as self sufficiency rather than superstardom and musicians are encouraged to take control of their careers independently Herstand advises against relying on a big break or record deal suggesting musicians use day jobs to fund their careers and avoid backup plans that can dilute commitment **How To Make It in the New Music Business** Ari Herstand,2023-01-17 Ari is at the front of the front He gets it I've read a hundred how to make it in the music biz books and this one is today's definitive comprehensive manual Jack Conte 150 million YouTube views Pomplamoose CEO of Patreon Forget everything you think you know about the odds of making it in the music industry Today odds mean nothing and success is not about lucky breaks It's about conquering social media mastering the art of merchandising and simply working harder and being smarter than everyone else We are living in the midst of an industry renaissance one that has left the record companies desperately struggling to maintain their prominence as a subculture of dedicated DIY do it yourself musicians have taken over These days talent is a given and success has to be earned In 2008 Ari Herstand boldly turned in

his green Starbucks apron to his manager determined to make a living off his craft as a singer songwriter Almost a decade later he has become a founding member of the new DIY movement and a self sustaining musician all without the help of a major label Now drawing from years of experience Herstand has written the definitive guide for other like minded artists the ones who want to forge their own path and not follow the traditional markers of success like record sales hits on the radio or the amount of your label advance Incredibly comprehensive and brutally honest throughout *How to Make It in the New Music Business* covers every facet of the new business including how to Build a grass roots fan base and understand the modern fan Book a profitable tour and tips for playing live such as opening vs headlining etiquette and putting on a memorable show Become popular on YouTube Spotify and SoundCloud Get songs placed in film and television Earn royalties you didn t know existed and reach your crowdfunding goals Musicians will not only be introduced to all the tools available today but will be shown how to effectively leverage them to actually make money More important they will develop the mindset to be aware of new advancements both online and in the real world and always stay in tune with a constantly evolving landscape There has never been a better time to be an independent musician Today fans can communicate with their idols by simply picking up their phones artists are able to produce studio worthy content from their basement and albums are funded not by record men but by generous engaged supporters As result *How to Make It in the New Music Business* is a must have guide for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry *How to Make it in the New Music Business* Robert Wolff,2004 In *How to Make it in the New Music Business* author Robert Wolff welcomes you to today s new high tech digital universe by taking you to school In 13 lessons Wolff teaches you why you no longer have to play by old music business rules Offering information inspiration and advice Wolff and his famous friends show you how to take complete control over your music your product and your dream Book jacket [Making it in the New Music Business](#) James Riordan,1988 **How to Make It in the New Music Business** Robert Wolff,2010-12-08 *How to Make It in the New Music Business* leads both novice and professional musicians into today s digital world helping them to take complete control over all aspects of their music from writing and performing to recording and selling Motivating readers to live their dreams author Robert Wolff shows how anyone can set up and run their own music business and become a highly successful businessman or businesswoman record major label quality music in their home aided by tips from music professionals broadcast that music over their own web site and radio station to a potential audience of over 500 million people via the world wide web and do it without a major record label s support Divided into lessons the book focuses on such key areas of interest as Lesson One Old School vs New Reality The Digital Revolution Levels the Playing Field Lesson Two Radio Powerful Business Strategies That You Too Can Use Lesson Twelve Real World New Music Boot Camp What You Need to Know About Copyrights Music Publishing Licensing Lesson Thirteen Premiering Your Music to Listeners All Over the World Three Steps to Broadcasting Selling Your Music to a Global Audience The book also includes interviews with some major names in the

music business including Grammy winning guitarist and composer Steve Lukather Grammy winning songwriter Diane Warren guitar sound system designer Bob Bradshaw legendary engineer producer record mixer Bob Clearmountain and sound mixer masterer Bob Ludwig How to Make It in the New Music Business is the any person s how to offering step by step advice to making it in the music business in one s own way on own s own terms *Music Business* Richard Strasser,2024-10-01 Music Business The Key Concepts second edition is a comprehensive guide to the terminology commonly used in the music business today This updated second edition responds to the music industry s increasingly digital and ever evolving environment with definitions from a number of relevant fields including general business marketing e commerce intellectual property law economics entrepreneurship In an accessible A Z format and fully cross referenced throughout this book is essential reading for music business students as well as those interested in the music industry **Understanding the Music Business** Richard Weissman,2015-09-30 Understanding the Music Business offers students a current overview of the music business Going beyond what most music business texts offer Weismann delivers a contemporary approach that addresses the unanswered questions for today s music students such as Is it really possible to make a living as musician Understanding the Music Business covers the basics in the first part of the text This first section deals with the fundamentals of the industry including recording music publishing agents managers radio and television unions the internet and new technology and regional and international music markets However it is the second half of the text that breaks new ground by covering the career paths of new artists in the industry the development and need for entrepreneurial skills and the ways that individuals forge careers in the industry Understanding the Music Business Dick Weissman,2017-05-12 In today s fast moving music industry what does it take to build a life long career Now more than ever all those working in music need to be aware of many aspects of the business and take control of their own careers Understanding the Music Business offers students a concise yet comprehensive overview of the rapidly evolving music industry rooted in real world experiences Anchored by a wealth of career profiles and case studies this second edition has been updated throughout to include the most important contemporary developments including the advent of streaming and the shift to a DIY paradigm A new Both Sides Now feature helps readers understand differing opinions on key issues Highly readable Understanding the Music Business is the perfect introduction for anyone seeking to understand how musical talents connect to making a living *Get More Fans: The DIY Guide to the New Music Business* Jesse Cannon,Todd Thomas,2012-11-25 How Do I Promote My Music On A Small Budget How Do I Get My YouTube Videos to Spread How Do I Turn Casual Fans Into One s Who Buy From Me How Do I Get Written About On Blogs How Do I Increase Turnout At Shows How Do I Make Fans Using Facebook Twitter Tumblr And SoundCloud With every day that passes the power the major labels once had dies a little more The chance to get the same exposure as your favorite musicians gets easier and easier The hurdles that would only allow you to get popular if the right people said your music was good enough are gone You can now get exposed to thousands of potential fans without

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**Start an Independent Record Label: Music Business Made Simple** J. S. Rudenske, J. P. Denk, 2011-08-01 An indispensable step by step guide to releasing your own records and

beginning a working independent label Since the boom of homemade records and independently minded musicians in the 1980s the alternative music industry has grown from strength to strength driven by a policy that privileges the music itself over the aggressive marketing and branding strategies of the majors You can retain all control and rights to the music you release allowing you to showcase and sell the music that you believe should be heard There has never been a better time to begin a label for yourself and this comprehensive title shows you exactly how it s done including Devising a business plan Finding and choosing talent Creating and manufacturing records themselves All aspects of promotion and marketing Distribution and radio Get your company organised and get those records out there right now with the help and advice of this informative guide

**Making It in the Music Business** Lee Wilson, 2008-01-02 Using dozens of real life examples readers will find up to date information on avoiding copyright infringement working effectively with managers and music lawyers developing management and booking agreements and more This updated edition is completely revised and expanded with two brand new chapters on the do s and don t s of starting and running a band and how to make money from music It also includes expanded material on Internet copyright issues

*The Future of the Music Business* Steve Gordon, 2005 Aimed at songwriters recording artists and music entrepreneurs this text explains the basics of digital music law Entertainment attorney Gordon offers practical tips for online endeavors such as selling song downloads or creating an Internet radio station Other topics include for example web site building promoting through peer to peer networks etc

**The Palgrave Handbook of Critical Music Industry Studies** David Arditi, Ryan Nolan, 2024-09-28 The Handbook of Critical Music Industry Studies provides students and researchers with the means to think about how the performance recording and publishing of music could be if we do things differently People are hungry for a more equitable music performance and

recording system The industry exudes patriarchy white supremacy cultural imperialism ableism and worker exploitation In the context of gendered e g MeToo and TimesUp and racialized e g Black Lives Matter inequity rampant precarity and casualization and modes of musical dissemination that are changing faster than policymakers and regulatory bodies can keep up with the timing for assembling such an interdisciplinary collection could not be more appropriate Essays in this handbook will tackle power structures at root in the music industry and the academic study of the field Topics covered include the politics of representation and power in the global music industries the labor of music music as media including data and algorithmic culture and copyright intellectual property among others Chapter 35 is available open access under a Creative Commons Attribution 4 0 International License via [link.springer.com](https://link.springer.com)

**Music Business Skills For Musicians: Make Money from Music, Discover The Music Industry and Explode Your Music Career!** Tommy Swindali, 2020-08-27 If You're In The Music Business Read This Today you need to view yourself through the new rules of the music industry Those who play by them will succeed Gone are the old days where you would hope to get signed and then become a star i e everything would be done for you Do you wonder why other artists are getting breaks and you are not Making it in the music industry isn't about catching that big break anymore Getting your career off the ground can be a long and scary task In this cutting edge book Tommy Swindali maps out everything you need to know and provides you with the tools necessary to get to where you want to be The tools are yours to use but only if you want it bad enough Find out why you should run your music career like a business Then allow me to simplify that process and walk you through all the steps that the professionals take You don't want to be another tired and broke artist forced to get a job you hate Do yourself a favor Whether you are an active or aspiring musician or an aspiring music manager or agent this book is perfect for you In this book you will discover What to Look for When Making a Deal Understand The Importance of Streaming and Subscription Discover The New Rules of The Music Industry with 360 Degree Deals Connect With The Right People Who Will Help You to The Next Level Multiply Your Income Forever With Music Licensing How to Get Signed and Have A Rs Chasing You The Secrets to Using Funding Develop Your Brand and Make a Good First Impression Monetizing Your Music And Much Much More So if you want to go somewhere big with your music and or learn the music business Click Add To Cart

*How to Make It in the Music Business* Ron Knight, 2012-10-29 How to Make It in the Music Business The Real Way In this book the Author Ron Knight shares with readers the ins and outs of the Music Business He hopes that his experiences over the past 4 decades as a successful international entertainer can help newcomers in the industry to understand how to deal with the Business of Music Through this book Ron Knight shares his story and experiences in the Music Business the live gigs working solo or with a band touring and traveling the television shows and much much more he explains both the good and the bad and he holds back nothing about the dirty side that this business brings It is this true story told with heart and passion for music that enables Ron to shares with you his know how of dealing with this industry we call the Music Business

**Arranging Music for the Real**



**World** Vince Corozine, 2015-08-27 This book is written from a composer's point of view and is intended to be a reference book for the analysis of arranging techniques. Its aim is to help composers and arrangers improve their compositional skills as well as their understanding of various musical styles. Through a study and analysis of the scores and styles of the master composers, the author gives a broad view of the music of both the past and of the present. This allows the musician to navigate within the contemporary music scene with an essential awareness of and appreciation for all genres of music. The skills and concepts taught in this book will help the aspiring arranger harmonize melodies and write counter melodies quickly and efficiently utilizing various combinations of instruments and voices whether for pops orchestra television or recordings according to the demands of modern commercial music.

The Music Industry Patrik Wikström, 2020-01-09 Since the first edition was published in 2009 Patrik Wikström's *The Music Industry* has become a go-to text for students and scholars. This thoroughly updated third edition provides an international overview of the music industry and its future prospects in the world of global entertainment. The music industry has experienced two turbulent decades of immense change brought about in part by the digital revolution. How has the industry been transformed by these economic and technological upheavals and how is it likely to change in the future? What is the role of music in this digital age? Wikström illuminates the workings of the industry deftly capturing the dynamics at work in the production of musical culture between the transnational media conglomerates, the independent music companies and the public. New to this third edition are expanded sections on the changing structure of the music industry, the impact of digitization on music listening practices and the evolution of music streaming platforms. Engaging and comprehensive *The Music Industry* is a must-read for students and scholars of media and communication studies, cultural studies, popular music, sociology and economics.

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