

Music Business

1. You are to work in groups of 1 or 2
2. Pick a musical group, which you will represent.
 - a. This can be a real musical group; there are about 10 musical groups downstairs in the music department
 - b. You can pick a real band outside of the school
 - c. You can choose a teacher outside of this class, and have him/her represent a solo artist or group
 - d. There must be an adult that can be talked to. If there is no adult a student can be used, but this student must be a lead member in a musical group.
 - e. If you are in a group, find someone else
3. You are to represent the group or individual from each of the following views. Forms, documents, negotiations, and contract will be required
 - a. Manager
 - b. Agent
 - c. Business Manager/Entertainment Lawyer
 - d. Record Company
 - e. Music publishers
 - f. Producer/Engineer
4. The Personal Manager
 - a. Act as if you were the personal manager for this group or artist
 - b. Using the contract that you already wrote earlier this year, update the points focusing on the nature, term, payment, and other elements of your deal as it regards to the person you are working with.
 - c. Negotiate this contract with your artist, and have both of you agree to it and sign it.
5. Agent
 - a. You must know what style of music your groups is playing
 - b. Using the tour you already made, update it to meet the needs of your artist and the updates below.
 - c. Starting with a show in Boston, you must have at least 3 shows in Canada and one show in California
 - d. You must have 3 to 4 shows a week over two months of July & August, factor in driving time**
 - e. You are required to have a map with destinations circled and connected by lines.
 - f. On a separate sheet you need the dates, names, phone numbers, and other contact information for each venue
 - g. You must also negotiate a contract rider with your artist

- h. Update the venues that match your group's music.
- 6. Business Manager/Entertainment Lawyer
 - a. Copyright forms PA and SR must both be fill out.
 - i. PA is the performing arts form to copyright one song by the artist
 - ii. SR is the sound recording for to copyright an actual recording
 - iii. Only the forms themselves need to be handed in, not the instructions
 - b. A Trademark forms for you artist must also be filled about. To do this you must fill out the information online and print out each sheet as you go.
- 7. Record Company
 - a. Using the contract that you already have done update its points in regards to your artist.
 - b. Add to the contract a record label that is in line with your group's music style and add your artists name as the artist.
 - c. All parties must negotiate, agree and sign the contract.
- 8. Music publishing
 - a. You must come up with a name for your publishing company as you represent your artist
 - b. Complete the form to associate your artists music with a performing rights organization in the United States
- 9. Producer/engineer
 - a. Using the contract you already have for the producer update it the fit the needs of you artist. Add a producers and your artists name to the contract.
 - b. You need to pick a producer and engineer by name that is in the style of your artist.
 - c. This contract must be agree to and signed by all parties.
- 10. You will hand in
 - a. A Personal Managers Contract negotiated and signed
 - b. A Recording Contract negotiated and signed
 - c. A Producer Contract negotiated and signed
 - d. A list of venues arranged in tour formation and a map of these venues
 - e. 1 contract rider
 - f. 2 copyright sheets; SR & PA
 - g. 1 trademark sheet; Printed from the net
 - h. Performing rights coverage
- 11. Tips for doing the work

- a. Draw up whatever you can before you talk with your artist. Do most of the work ahead of time, so you do not waste the others persons time. In normal deals, this negotiation could take a while but you can waste that much time
- b. Have the artist quickly review the already written contact, suggest some changes, rewrite the contract, and have the artist sign.
- c. Refer to this guide and rubric so you cover all parts. You have through the final class to complete all this work

Music Business Final Project Rubric

Content	A + -	B + -	C + -	D + -
Requirements	All work is complete + All forms are signed - Some forms are not signed	One item is missing + A form is missing - A Contract is missing	Two items are missing + Some forms are missing - Some contracts are missing	+Three or more Items are missing
Contracts	<ul style="list-style-type: none"> ○ All necessary points are included. ○ Language is clear, concise, deliberate and leave nothing unaccounted. ○ Layout is clean, logical and orderly. 	<ul style="list-style-type: none"> ○ Few points are missing or incomplete. ○ Language is clear and concise but leaves room for interpretation. ○ Layout is logical, but not clearly delineated with space and headings. 	<ul style="list-style-type: none"> ○ Some Points are missing. ○ Language is vague, weak, or undefined. Issues are left unresolved. ○ Layout is hard to follow with not separation of sections. 	<ul style="list-style-type: none"> ○ A majority of contract is missing or not done. ○ Language contains misspellings or incomprehensible ideas. ○ Layout cannot be understood.
Forms	+ All forms are filled out correctly - Form are missing minor details	+ Forms are missing information - Forms are missing large amounts or information	○ Forms are filled out incorrect	○ Forms are missing

Tours	<ul style="list-style-type: none"> + No double booked venues. o Correct number of shows in correct locations. o Every venues caters to the style of the artists music o Every venues has contact information o Club dates factor driving time. o Tour rider is included. 	<ul style="list-style-type: none"> + A few double booked venues - Missing a few shows. o Some clubs are a stretch for your artists genre o Some missing or incomplete contact information. o Some shows are not logically planned 	<ul style="list-style-type: none"> + Many double booked venues o Missing shows o No consideration as to you artist style and clubs on the tour. o Many missing or incomplete contact information. o Show dates are erratic, either too close or too far about. - Missing Rider 	<ul style="list-style-type: none"> o Missing many shows or some triple booked venues. o Improper location. o Irrational dates o No Contact information o No tour Rider o Booked venues that do not have live music
Organization	<ul style="list-style-type: none"> + Includes Cover and Table of Contents + Everything is printed and filled in online. + The only pen is the signature. - Very little handwritten information in forms 	<ul style="list-style-type: none"> o All sheets handed in loosely. o Some handwritten information. 	<ul style="list-style-type: none"> o No organization o Mostly handwritten organization 	
Additional	The shrewdest group that gets the most of their artist will get a prize the last day.	This rubric reflects groups of 2. For a group of 3 the A column becomes the B+ column. A group of 3 must show exquisite work and team work to receive an A+.		