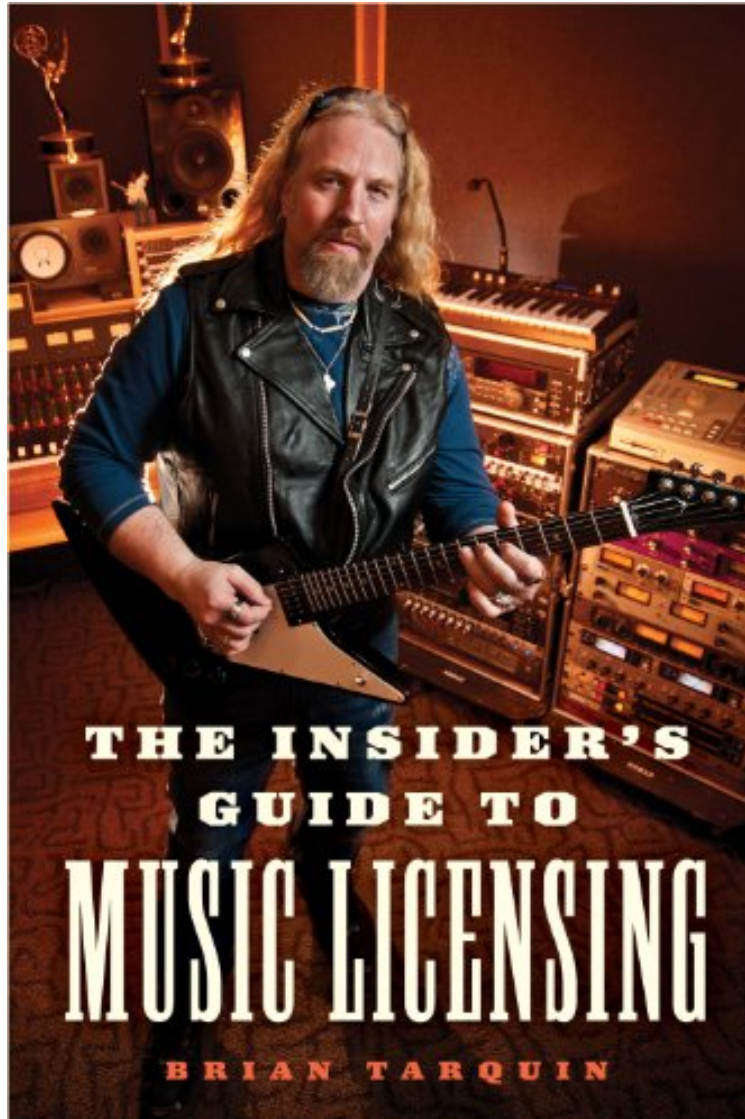


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The Insider's Guide to Music Licensing

Brian Tarquin

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First-hand advice for musicians from Brian Tarquin, author, who has over twenty years of experience in licensing music to record labels, TV shows, feature films, radio promos, and network promos. This book takes you through how licensing really works: what type of royalties are expected, digital royalties from companies, receiving royalties from iTunes, Rhapsody, Napster through digital distributors like IODA/The Orchard, and how they pay. Also covered are mechanical royalties from broadcast radio licenses, how foreign royalties are collected, publishing administration deals, and a breakdown of sync and master licenses. Interviews with major industry players offer advice directly to musicians. 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.

"Mick Jagger used to refer to the Beatles as the 'Four-Headed Monster.' Coincidentally, the term 'Four-headed Monster' could also be used to refer to Brian Tarquin. Along with his incredible and innovative guitar playing, his highly creative composing and production skills, Brian has grown a proverbial 'Fourth Head' as the author of this invaluable and definitive 'go to' guide on how to understand, survive and even thrive in the turbulent world known as the music industry. Whether hoping to be in the music industry, or already a seasoned pro, or possessing no interest at all in the business of music, Brian Tarquin's Insider's Guide to Music Licensing reveals the nuts and bolts of today's ever changing music industry and is a total MUST READ!" —Hal Lindes (Dire Straits)