

Music Money and Success 7th Edition: The Insider's Guide to Making Money in the Music Business

By Jeffrey Brabec, Todd Brabec

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This invaluable book tells you how the business works, what you must know to succeed, and how much money you can make in films, television, video games, ASCAP, BMI and SESAC, record sales, downloads and streams, advertising, ringtones and ringbacks, interactive toys and dolls, Broadway, new media, scoring contracts and synch licenses, music publishing, foreign countries and much more.

This indispensable reference is written by industry insiders Todd Brabec, Educator, Entertainment Law Attorney and former ASCAP Executive Vice President and Worldwide Director of Membership, and Jeff Brabec, Vice President of Business Affairs, Chrysalis Music Publishing.

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Review

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--ASCAP (American Society of Composers, Authors and Publishers)

How Not to Get Screwed By the Music Industry. You must not live without this book. VIBE MAGAZINE

--Vibe Magazine

About the Author

Todd Brabec, as Executive Vice President and Worldwide Director of Membership for ASCAP (the American Society of Composers, Authors and Publishers - the world's largest music licensing organization) for well over 3 decades, was in charge of all ASCAP Membership operations throughout the world, all writer and publisher payment formula recommendations, changes and implementation, all advances, loans and other member financial arrangements and was responsible for signing most of ASCAP's successful songwriters and writer/artists including James Taylor, Marvin Gaye, Metallica, Green Day, Smokey Robinson, Joni Mitchell, Neil Young, Journey, the Jimi Hendrix catalogue, Earth, Wind & Fire, Bob McDill, Jeff Lynne and Tom Petty as well as the blockbuster film and television composers James Horner (Avatar, Titanic - the 2 top grossing films of all time), Hans Zimmer (Pirates of the Caribbean films), James Newton Howard (Dark Knight), Michael Giacchino (Up, Medal of Honor video games) and Randy Newman ("Toy Story" films), among many others.

Through his leadership, direction and efforts over 37 years, ASCAP grew from 60 million dollars to 1 billion dollars in annual revenues, from 30,000 members to 350,000 writers and publishers and from a lowly 20% overall market share to market share dominance in radio, television, feature films and all other major media. In addition, he was able during his long career, to eliminate all ASCAP payment policies, provisions, formulas and rules which were not in the best interests of songwriters and composers as well significantly increasing the payments for film and television score and theme songs.

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