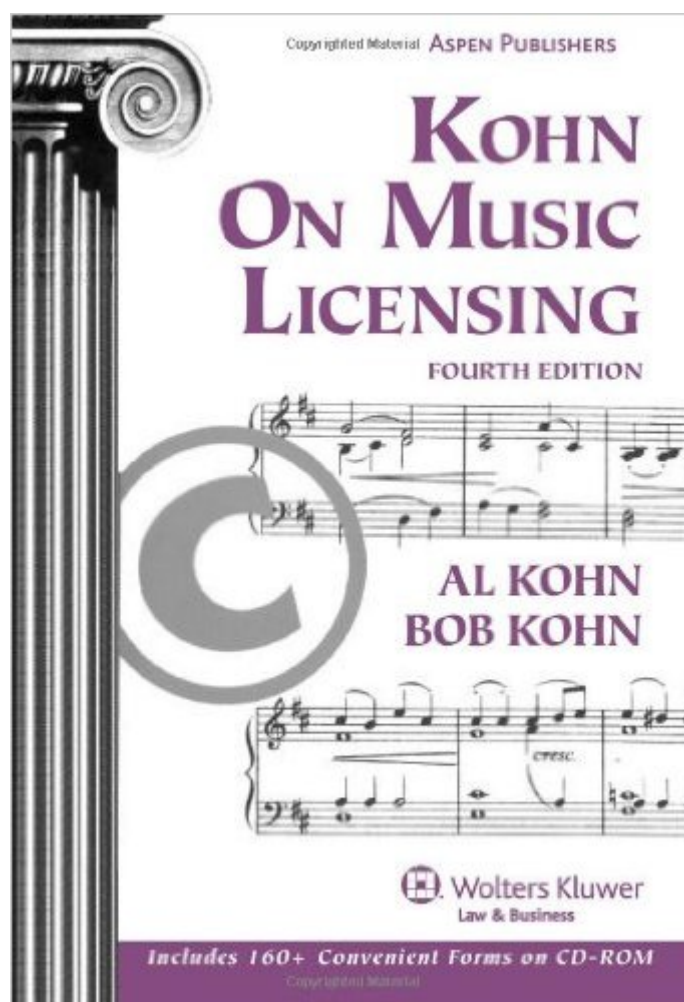


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# Kohn On Music Licensing



## Synopsis

Whether you are a music publisher or songwriter looking to maximize the value of your music catalog, or a producer, ad agency, or internet music service seeking to clear music rights for products, performances, and other uses, let the authors who have over 70 years of hands-on experience take you through the various music licensing processes, type-by-type and step-by-step. In clear, coherent language, they provide detailed explanations of the many kinds of music licenses, identify the critical issues addressed in each, and offer valuable strategy and guidance to both rights owners and prospective licensees. **Kohn on Music Licensing, Fourth Edition:** Walks the reader through the history of the music publishing business, from Tin Pan Alley to the user-generated content phenomena of the present. Dissects the songwriter agreement, providing the reader with a clause-by-clause analysis and offering the best negotiating strategies to achieve the best possible outcome for their clients. Guides the reader through the complexities of co-publishing agreements, administration agreements, and international subpublishing agreements, with a report on the rapidly changing music licensing landscape in Europe. Takes on the intricacies of licensing music in sound recordings, from the traditional CD format to the newer delivery methods, including downloads, streams, ringtones and ringbacksâ” including the rates and terms used in the U.S., Canada and the United Kingdom. Confronts the pitfalls of licensing music for audiovisual works (synchronization licenses) using history as a guide, from the early talkies through streaming internet content. Explores new media and its impact on the licensing process. Technological developments have forced the industry to rethink licenses when dealing with videogames, computer software, karaoke, and digital print (including downloadable sheet music, lyric database websites, and digital guitar tabs.. Sizes up the digital sampling controversy and offers up suggestions for negotiating licenses for digital samples. Explores the ever-evolving concept of Fair Use and its application to the music industry. Provides the reader with a look at the landscape of licensing fees, including âœgoing ratesâ” for synch, print, radio & TV advertising, new media, and other licenses, to assist in negotiating the best rates for their clients. Proven tips and suggestions, along with the most up-to-date analysis, are given for the technical aspects of music licensing, from the perspective of both the rights owners and prospective licensees, including

- How to "clear" a license
- Advice on maximizing the value of your music copyrights
- Formalities of licensing
- Duration of copyright, renewal and termination of grants
- Typical fees
- And more

Turn to this valuable resource for more than 160 forms and sample license agreements available on the companion CD-ROM.

## Book Information

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## Customer Reviews

This book is needed for anyone who works in the music business. I've been a songwriter and publisher for 35 years. I relied on "This Business of Music", which has been the "Bible of the record business" for decades. I even went to law school to better understand and communicate with the lawyers i was PAYING to administrate my publishing company!!! But these days, professionals in publishing and synchronization need more than a few chapters in an area of our industry that can make or break you in the stroke of a pen. This is a REFERENCE book and, therefore, is not an easy read. Some practical knowledge of contracts, copyrights, licensing, and music synchronization is required. This digital age is not for the faint of heart. This book is worth every penny - and a lot cheaper than law school tuition or the loss of royalties due to a poorly negotiated deal. The CD was neither here nor there for me since I already have every contract and license needed to handle my own publishing company. If you're buying this book for the contract templates, you might want to add to the \$300+ purchase price and retain an entertainment lawyer. You should be able to draft these basic contracts yourself if you want to sit on the porch with the big dogs of our industry!

This book is THE reference for the quickly changing music publishing business. It's up-to-date, clear, easy to understand and thorough. It's a must have book for anyone operating a publishing company. The accompanying CD has basic agreements, all of which are detailed in the book. Unfortunately the CD has 75 files which are the wrong format and fail to open in anything but a Windows version of Word. They are listed as RTF files. The 75 bad files are in fact Word files and will open in word on other computers if you change the file tag from "rtf" to "doc". The publisher

claimed when contacted that the files only work on a PC. That is false - they formatted the files wrong.

Anyone who has an interest in music publishing from any perspective - publisher, A&R administration & licensing, music licensing for film, etc., should own this book. I have had a copy for many years. Most any reputable publisher or entertainment attorney has one near their desk. It is pricey, but well worth it.

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