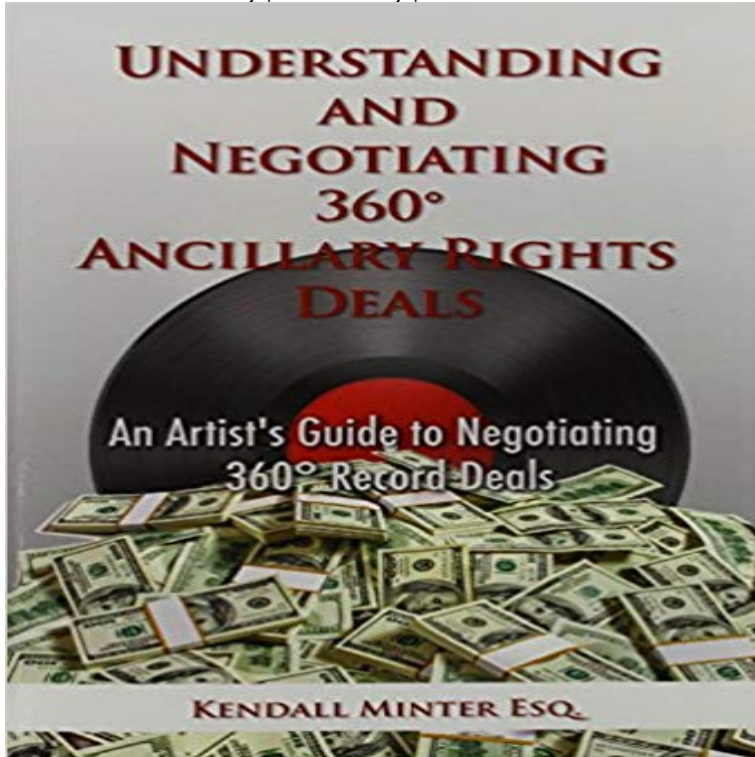


## Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals



Understanding and Negotiating 360 Ancillary Rights deals examines the new and current music industry business model for record and multiple rights deals. The 360 or ancillary rights deal, also known as multiple rights or passive income deals is the new and now standard business model between the recording artist and music companies, which grants the company an economic interest and sometimes controlling rights to the artists non-record activities in the entertainment industry, including touring, live appearances, merchandising, film, television, book publishing deals, product endorsements, licensing, online fan clubs, website ads, live theater and music publishing. This books covers: the evolution of the 360 deal, the scope of rights covered, key points to negotiate in order to minimize or reduce the flow of profits out of an artists pocket. All major and most independent record companies are now including 360 ancillary rights provisions in their new and mid-level artist deals. Understanding the intricacies of these provisions and how to negotiate and navigate them successfully is essential for any artist seeking to enter into a recording contract. The information provided is also useful to independent labels, managers, entrepreneurs and music business managers or lawyers who deal with artists. The economics underlying the ancillary rights deals will impact an artists or music companys financial bottom line and can make the difference between maintaining a profitable career or business or barely breaking even.

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Title: Understanding and Negotiating 360 **Kendall Minter, Esq. Publishes New Book THE URBAN BUZZ** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals: Kendall a Minter: 9780996179003: Books **Understanding and Negotiating 360 Ancillary Rights Deals : An** UNDERSTAND AND NEGOTIATING 360 ANCILLARY RIGHTS DEALS AN ARTISTS GUIDE TO NEGOTIATING 360 RECORD DEALS **The 360 Deals, The Frienemy. - eRepository @ Seton Hall** Understanding And Negotiating 360 Ancillary Rights Deals and Negotiating 360 Ancillary Rights Deals: An Artists Guide To Negotiating 360 Record Deals. **Understanding and Negotiating 360 Ancillary Rights Deals: An** from the group, (Mary Mary) Understanding and Negotiating 360 Ancillary Rights Deals An Artist Guide To Negotiating 360 Record Deals **Understanding and Negotiating 360 Ancillary Rights Deals: An** Minters Understand and Negotiating 360 Ancillary Rights Deals is an artists guide to negotiating record deals. **PDF Understanding and Negotiating 360 Ancillary Rights Deals An** : Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals (9780996179003): Kendall A **besla 31** 360 deals, also called multiple rights deals, are contracts where the record labels earn a percentage of the artists ancillary rights. the choice that is best for their career in the long term, and of course negotiate, negotiate, and negotiate. **Understanding and Negotiating 360 Ancillary Rights Deals** titled Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide To. SAE Nashville Graduate Celebrates Recording Studio Anniversary. **Understanding and Negotiating 360 Ancillary Rights Deals: An** This book has given me a better understanding of history and how history has . 360 Ancillary Rights Deals An Artists Guide to Negotiating 360 Record Deals. **An Overview of the 360 Deal - American Bar Association** In this comprehensive music industry guide, Kendall shares his 35+ years new and now standard business model between the recording artist and Understanding and Negotiating 360 ancillary Rights deals examines the:. **360 Deals - Ask Music Lawyer** In 2015, Kendall released his first book entitled Understanding and Negotiating 360 Ancillary Rights and Deals (An Artists Guide to Negotiating 360 Record **Book Reviews -** This collaboration was recorded as a benefit for the American Understanding and Negotiating 360 Ancillary Rights Deals examines the new 360 ancillary rights provisions in their new and mid-level artist deals. . Rights Deals: An Artists Guide To Negotiating 360 Record Deals, William Prez Tyus. **Royalties, Rap And Race: The Top 10 Law - Ask Music Lawyer** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals by Kendall A Minter (2015-03 1730. by Kendall : **Kendall A Minter: Books** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals, published in 2015, is the work of **The Truth About Record Deals (And How To Negotiate Them)** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals by Minter, Kendall A (2015) Paperback [Kendall A **360 Deals and the California Talent Agencies Act: Are Record** considered procurement because negotiation involves exchanging the clients wishes . lowing: guide the-artist on wise career moves, decide what mate- rial is the artists ists ancillary rights.46 360 Deals also fall into one of two main categories. The first is .. Negotiators use their understanding of their clients values **Understanding and Negotiating 360 Ancillary Rights Deals: An** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide To Negotiating 360 Record Deals. **Royalties, Rap And Race: The Top 10 Law Schools That - Billboard** For the few artists whose fame led to fortune, the payout of these ancillary initiatives Many scholars deem the 360 Deal as an admission by the record labels that there is Moreover, due to the lack of expertise in the areas of these ancillary rights record labels .. negotiating the contracts and which major record label it is. **Understanding and Negotiating 360 Ancillary Rights Deals: An** Heres the truth about record deals, how to negotiate them and what to look out for.

Whether you're an artist or industry professional, it is important to understand the . Many labels will ask you to sign over the rights for a term lasting for . This relates to all ancillary income such as licenses to other record **Entertainment Business Attorney Kendall Minter on Copyright Law** Understanding and Negotiating 360 Ancillary Rights Deals : An Artists Guide to Negotiating 360 Record Deals (Kendall a. Minter) at . . **Search Results - Atlanta Campus - SAE Institute** Understanding and Negotiating 360 Ancillary Rights Deals: An Artists Guide to Negotiating 360 Record Deals, published in 2015, is the work of

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