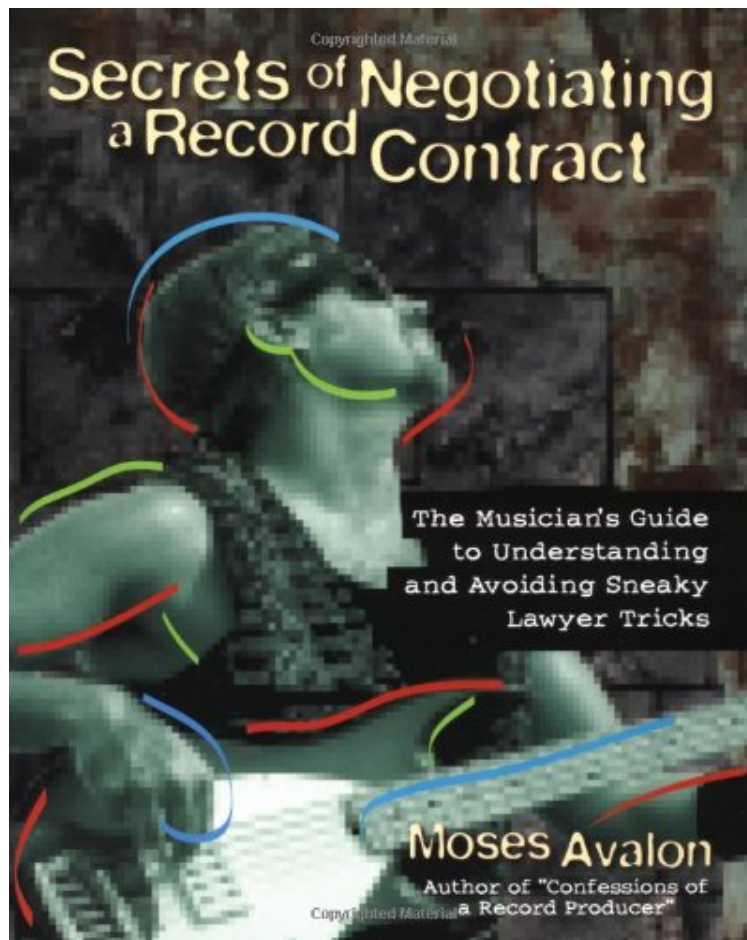


(Free) Secrets of Negotiating a Record Contract: The Musician's Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book)

## Secrets of Negotiating a Record Contract: The Musician's Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book)

Moses Avalon

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**Moses Avalon : Secrets of Negotiating a Record Contract: The Musician's Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Secrets of Negotiating a Record Contract: The Musician's Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book):

0 of 0 people found the following review helpful. Real Negotiating Secrets!By Kamal Jabbar CEO Palace Music Group, LLCSome information should be taught on the university level. Every music executive learning the business should be required to read this information. NO! The future business executives in the digital music business need to master/know this information to protect their future clients in the digital age. To struggle and to understand. Never the last without the first. That is the law.. George Mallory0 of 0 people found the following review helpful. For the most

part, very good! By Glynn Warwick Very extensive but some areas are vague and would require more explanation .... A must-read however, for newcomers to the music industry! 9 of 9 people found the following review helpful. Real World Advice from a Real Guy - Highly Recommended By JM Not only is this book (and its prequel, "Confessions of a Record Producer") the real deal, so is the man who wrote it. I was so impressed by his first book that I contacted him as a consultant on a producer/artist agreement I was negotiating (I am a producer). My goal was to come up with something that was actually fair to both parties and Moses got us to that point quickly. His suggestions were works of innovation that surprised and satisfied everyone. I also attended his 2-day seminar which dissects recording contracts. Here he dispelled the many misconceptions I had about record companies and their contracts AND he helped me to understand what is really being said in these contracts (and it's scary!). He is not a lawyer, but one of the most insightful men I've met. Lawyers pay HIM for his advice. He REALLY understands contracts and explain things in a manner no one else seems to be able to do - it must be a sixth sense.. Highly recommended reading. Both his books should be permanent reference books for anyone in the music business. Besides, they're fun reads, unlike most other "how-to" music-biz books.

The ultimate guide to understanding and avoiding, in the author's words, "sneaky lawyer tricks," *Secrets of Negotiating a Record Contract* helps artists recognize hidden agendas by exposing the multilayered language of recording agreements crafted by major label lawyers. Clause by clause, the newly updated book deconstructs actual contracts and translates them into "real English," presenting the original and decoded versions side by side. Focusing on artists' issues, such as advances, royalties, and distribution, this revealing handbook explains the need for each clause, offers advice on negotiating fine points, and outlines alternatives for developing new contracts. User-friendly and offering entertaining inside stories, *Secrets of Negotiating a Record Contract* clarifies common terms uniquely redefined by the music industry to put power back into the hands of those who make the music. Features: Explains the entire recording contract line by line in plain English Reveals over 100 key loopholes and double-dips that will cost artists money. Includes a glossary of major label recording-contract jargon

"Moses leaves you with a broader understanding and deeper sympathies for all involved." - Gig" --Gig About the Author Moses Avalon has produced and engineered records for major and independent labels, earning several gold and platinum awards. He lives in Miami.