

RECORDING CONTRACT NEGOTIATIONS CHECKLIST

1.	Type of Agreement: <ul style="list-style-type: none">• Direct signing• Artist/Production• Independent Producer Owning Artist• Lease or Ownership of Masters• P&D&P; P&D; D&P; D	
2.	Term (a) <u>Basic Term</u> (b) <u>Options</u> <ul style="list-style-type: none">• Number of options• Conditions of exercise (releases, sales, advances, increased royalties)	
3.	Territory	

4.	<p>Product Commitment</p> <ul style="list-style-type: none"> • Amount • Timetable for delivery • Suspension • Exclusivity • Injunctive Relief 	
5.	<p>Compensation</p> <p>(a) <u>Domestic Royalties</u></p> <ul style="list-style-type: none"> • Wholesale or Retail • Fixed Rate or Escalations; (based on sales or recording period) <p>(b) <u>Foreign</u></p> <ul style="list-style-type: none"> • Affiliates • Licensees • Fixed Rate or Escalations; (based on sales or recording period) 	

	<p>(c) <u>Inclusion of Producer in Rate</u></p> <p>(d) <u>Packaging Deductions</u></p> <p>(e) <u>Clubs; Libraries</u></p> <p>(f) <u>Premiums</u></p> <p>(g) <u>Budget</u></p> <p>(h) <u>Flat Fee Licensing</u></p> <p>(i) <u>Free Goods</u></p> <p>Promotional Goods; Sales Inducements</p> <p>(k) <u>Profit Participations</u></p> <p>(m) <u>Audits (Rights and Limitations)</u></p>	
6.	<p><u>Advances</u></p> <ul style="list-style-type: none"> • Recording Costs • Approved Contractual Budget • Other conditions 	
7.	<p><u>Mechanical Royalty Rates</u></p> <ul style="list-style-type: none"> • Maximums • Free Goods 	

8.	Groups <ul style="list-style-type: none"> • Solos • Breakups 	
9.	Artistic Control and Restrictions on Company <ul style="list-style-type: none"> • Packaging • Advertising • Coupling and TV compilations • Producer • Material • Editing and Mixing • Approval of Test Pressing • Synchronisation Uses • Budget Records, Premium Records (endorsements) 	

10.	Promotional Commitment and Tour Support <ul style="list-style-type: none"> • Trade and consumer advertising, radio, billboards, etc. • Tour Support • Advertising Support • Deficit financing • Equipment 	
11.	Re-recording Restrictions	
12.	Release Requirements <ul style="list-style-type: none"> • Domestic • Foreign 	
13.	Pay or Play Provisions <ul style="list-style-type: none"> • Recording Obligations • Release Requirements • Liquidated Damages and Termination Rights 	