

MUSIC LICENSING

SIX MOST BASIC TERMS TO BE DETERMINED WHEN NEGOTIATING DEALS INVOLVING COPYRIGHT

1. **TERM?**

2. **TERRITORY?**

3. **COMMITMENT?**

- recording:

to record agreed number of records

to provide minimum recording budgets

to release records

to provide publicity budgets

- publishers:

to provide money for demos

to assist in obtaining the record deal

to provide publicity,

to provide tour support

to obtain commissions for new work

4. TERM ?

- term of licence or assignment
- length of control period after expiration of term
- reversion triggers: if exploited? If not exploited?
- termination mechanisms

5. REWARDS?

- what percentages for which uses?
- what royalty base is used for calculating royalties?
- advances? How much? What triggers each advance?
- accounting procedures?

6. CREATIVE CONTROLS ?