

MUSIC LICENSING

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

1. TERM?

2. TERRITORY?

3. COMMITMENT?

3.1 recording:

- (a) to record agreed number of records
- (b) to provide minimum recording budgets
- (c) to release records
- (d) to provide publicity budgets

3.2 publishers:

- (a) to provide money for demos
- (b) to assist in obtaining the record deal
- (c) to obtain commissions for new work
- (d) to provide publicity?
- (e) to provide tour support?

4. TERM?

- (a) term of licence or assignment
- (b) length of control period after expiration of term
- (c) reversion triggers: if exploited? If not exploited?
- (d) termination mechanisms

5. REWARDS?

- (a) what percentages for which uses?
- (b) what royalty base is used for calculating royalties?
- (c) advances? How much? What triggers each advance?
- (d) accounting procedures?

6. CREATIVE CONTROLS?