



Kohn on Music Licensing

By Al Kohn, Bob Kohn

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Whether you are a music publisher or songwriter looking to maximize the value of your music catalog, or a producer, ad agency, or internet music service seeking to clear **music rights** for products, performances, and other uses, let the authors who have over 70 years of hands-on experience take you through the various **music licensing** processes, type-by-type and step-by-step. In clear, coherent language, they provide detailed explanations of the many kinds of **music licenses**, identify the critical issues addressed in each, and offer valuable strategy and guidance to both rights owners and prospective licensees.

Kohn on Music Licensing, Fourth Edition:

- Walks the reader through the history of the music publishing business, from Tin Pan Alley to the user-generated content phenomena of the present.
- Dissects the songwriter agreement, providing the reader with a clause-by-clause analysis and offering the best negotiating strategies to achieve the best possible outcome for their clients.
- Guides the reader through the complexities of co-publishing agreements, administration agreements, and international subpublishing agreements, with a report on the rapidly changing **music licensing** landscape in Europe.
- Takes on the intricacies of licensing music in sound recordings, from the traditional CD format to the newer delivery methods, including downloads, streams, ringtones and ringbacks—including the rates and terms used in the U.S., Canada and the United Kingdom.
- Confronts the pitfalls of licensing music for audiovisual works (synchronization licenses) using history as a guide, from the early talkies through streaming internet content.
- Explores new media and its impact on the licensing process. Technological developments have forced the industry to rethink licenses when dealing with videogames, computer software, karaoke, and digital print (including downloadable sheet music, lyric database websites, and digital guitar tabs..).
- Sizes up the digital sampling controversy and offers up suggestions for negotiating licenses for digital samples.
- Explores the ever-evolving concept of Fair Use and its application to the music industry.
- Provides the reader with a look at the landscape of licensing fees, including

“going rates” for synch, print, radio & TV advertising, new media, and other licenses, to assist in negotiating the best rates for their clients.

Proven tips and suggestions, along with the most up-to-date analysis, are given for the technical aspects of **music licensing**, from the perspective of both the rights owners and prospective licensees, including

- How to "clear" a license
- Advice on maximizing the value of your **music copyrights**
- Formalities of licensing
- Duration of copyright, renewal and termination of grants
- Typical fees
- And more

Turn to this valuable resource for more than 160 forms and sample license agreements available on the companion CD-ROM.



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Editorial Review

Review

“The bible of legal issues in the music world.” -*USA Today* “

Without questions, this is THE book of music licensing and should be the first place to look for anyone who has a question.” - *The Licensing Journal*

“This book contains the best material I have ever read on the subject of clearing permission to use music. It’s well written, to the point, and a pleasure to read. The authors have done a great service to both the music industry and to music users.” - Ron Gertz, Esq., Chief Executive Officer, Clearing House, Ltd.

“This is the rarest of items, an entertaining treatise. The book reads more like a good college course on the subject than a dry recitation of facts and laws relating to music licensing...” - Howard D. Leib, Chair, Section’s Committee on the Music and Recording Industry, New York State Bar Association

“This book enfolds wisdom, information and advice, lightened with a little bit of charm to go along with fact.” - Irving Caesar, writer of the lyrics to *Tea for Two*, *Swanee*, and *Crazy Rhythm*.

“This book is a remarkable gift. It’s much more than facts and figures. It’s even much more than sound advice and a lifetime of wisdom.” - Peter Yarrow, member of Peter, Paul & Mary, and co-writer of the songs *Puff the Magic Dragon*, *Weave Me the Sunshine*, *Light One Candle*, *Torn Between Two Lovers*, and *Day is Done*

Users Review

From reader reviews:

Matthew Waddell:

Have you spare time for any day? What do you do when you have a lot more or little spare time? Yeah, you can choose the suitable activity with regard to spend your time. Any person spent their particular spare time to take a go walking, shopping, or went to the particular Mall. How about open as well as read a book allowed Kohn on Music Licensing? Maybe it is to get best activity for you. You realize beside you can spend your time with your favorite's book, you can wiser than before. Do you agree with its opinion or you have some other opinion?

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