



## 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:**

**Paulette Stoneman:**

Now a day folks who Living in the era exactly where everything reachable by interact with the internet and the resources inside can be true or not call for people to be aware of each details they get. How people have to be smart in getting any information nowadays? Of course the correct answer is reading a book. Reading through a book can help folks out of this uncertainty Information especially this Kohn on Music Licensing book since this book offers you rich facts and knowledge. Of course the knowledge in this book hundred pct guarantees there is no doubt in it you may already know.

**Denise Church:**

Often the book Kohn on Music Licensing has a lot of information on it. So when you read this book you can get a lot of profit. The book was authored by the very famous author. The author makes some research just before write this book. This particular book very easy to read you will get the point easily after reading this book.

**Tia Rosario:**

Reading can called thoughts hangout, why? Because when you are reading a book especially book entitled Kohn on Music Licensing your brain will drift away trough every dimension, wandering in every single aspect that maybe not known for but surely can become your mind friends. Imaging each word written in a book then become one form conclusion and explanation this maybe you never get previous to. The Kohn on Music Licensing giving you another experience more than blown away your head but also giving you useful information for your better life with this era. So now let us teach you the relaxing pattern here is your body and mind is going to be pleased when you are finished reading it, like winning a sport. Do you want to try this extraordinary investing spare time activity?

**Mary Bessler:**

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