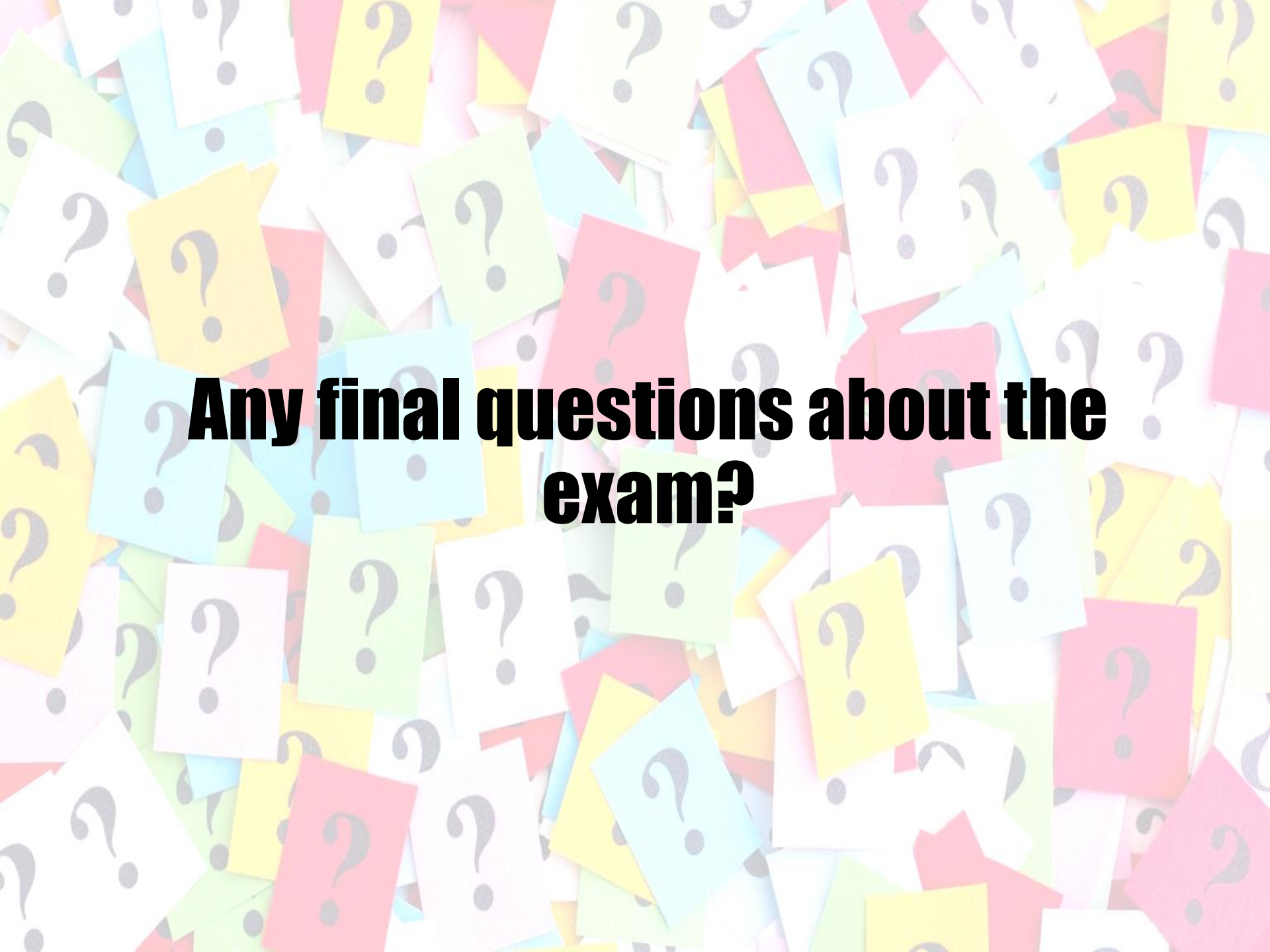


Unit 1



**THE FINAL
COUNTDOWN**

The background of the slide is a dense, overlapping collage of numerous small, rectangular sticky notes. These notes are in various pastel colors including yellow, light blue, light green, pink, and white. Each sticky note features a large, dark grey question mark in the center. The notes are scattered across the entire frame, creating a textured and busy visual effect.

**Any final questions about the
exam?**

The Exam:

Music: Unit 1: The Music Industry

Time: 1 Hour

Total Marks: 50

Roughly working to 1 mark per minute

e.g. If it is a 5 mark question, spend about 5 minutes on it

The Exam:

So – this changes every year, depending on the paper, but as an average...

Level 1 Pass – **11**/50 Marks

Level 2 Pass – **21**/50 Marks

Level 2 Merit – **30**/50 Marks

Level 2 Distinction – **39**/50 Marks

To get a Distinction* you need to have demonstrated strong performance across the qualification as a whole

The Exam:

Section A – 16 Marks
(1 & 2 mark questions)

Section B – 17 Marks
(1,2,4 & 1x 8 Mark question) Based on a **brief**

Section C – 17 Marks
(1,2,4 & 1x8 Mark question) Based on a **brief**

Level 1 Pass	– 11 /50 Marks
Level 2 Pass	– 21 /50 Marks
Level 2 Merit	– 30 /50 Marks
Level 2 Distinction	– 39 /50 Marks

Working Patterns:

- Employment – you are employed on a full-time (usually 35 hours) or part-time contract.
- Employment on a full time or part-time contract gives you holiday pay and sick leave.
- Employer makes deductions for you- tax, national insurance, student loans etc.

Income Tax	National Insurance	Student loans & Pensions
Your employer makes the deductions to the government on your behalf. Also called PAYE – Pay As You Earn. Used for education, emergency services, roads etc.	Another form of tax. Pays for NHS and welfare services and state pensions.	These are payments made based on your circumstances and contracts.

Working Patterns: Self Employed – Work for yourself!

- Advantages & serious responsibilities; You will be responsible to pay out your own tax and NI to the HRMC – Her Majesty's Revenue & Customs.
- You MUST register with them and complete a tax return every year – this will tell you how much you need to pay!
- The tax year runs April-April, and you will need to pay the balance by 31st Jan the following year.
- You will need to be disciplined to set money aside each month! Which can be difficult!
- NI is also paid by yourself. If you have earned more than expected you could pay MORE NI!
- Also referred to as freelance.
- Holiday pay & sick pay – less likely.

Contracts

- Permanent, long-term or short-term.
- Most freelance work is short term; concerts, compositional work etc.
- You can get long-term contracts if you're working with a touring production – but you are STILL freelance!
- Casual contracts – one sided and often not much work.
- Casual contracts are often seasonal; box office staff.
- Invoicing- If you have worked as a freelance member of staff you must invoice the company you worked for. This includes; date of when worked, what you did and money owed.

CF48 25R
Port Henry

Tax point: 13-2-2019

Commercial Invoice No: 1140530
Order Ref: 1140530
Contact Email: sales@acme.com

Bill To:
White IT International
45 White Lane
5th Floor
ST3 3HA

Please make payment payable to ACME LTD

Barclays - A/C No: 12345678

Sort Code: 10-11-12

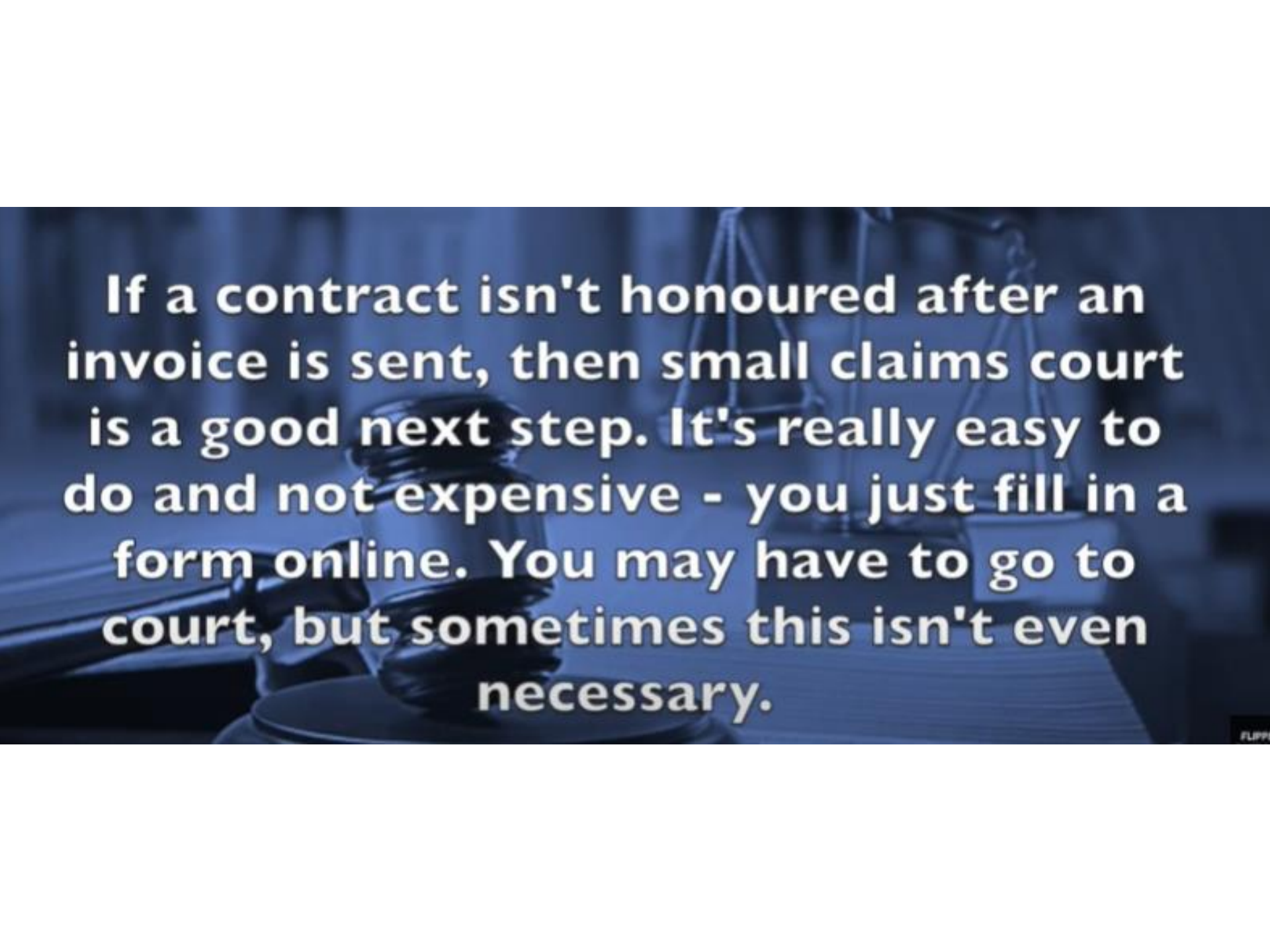
Services provided

Grp (1)

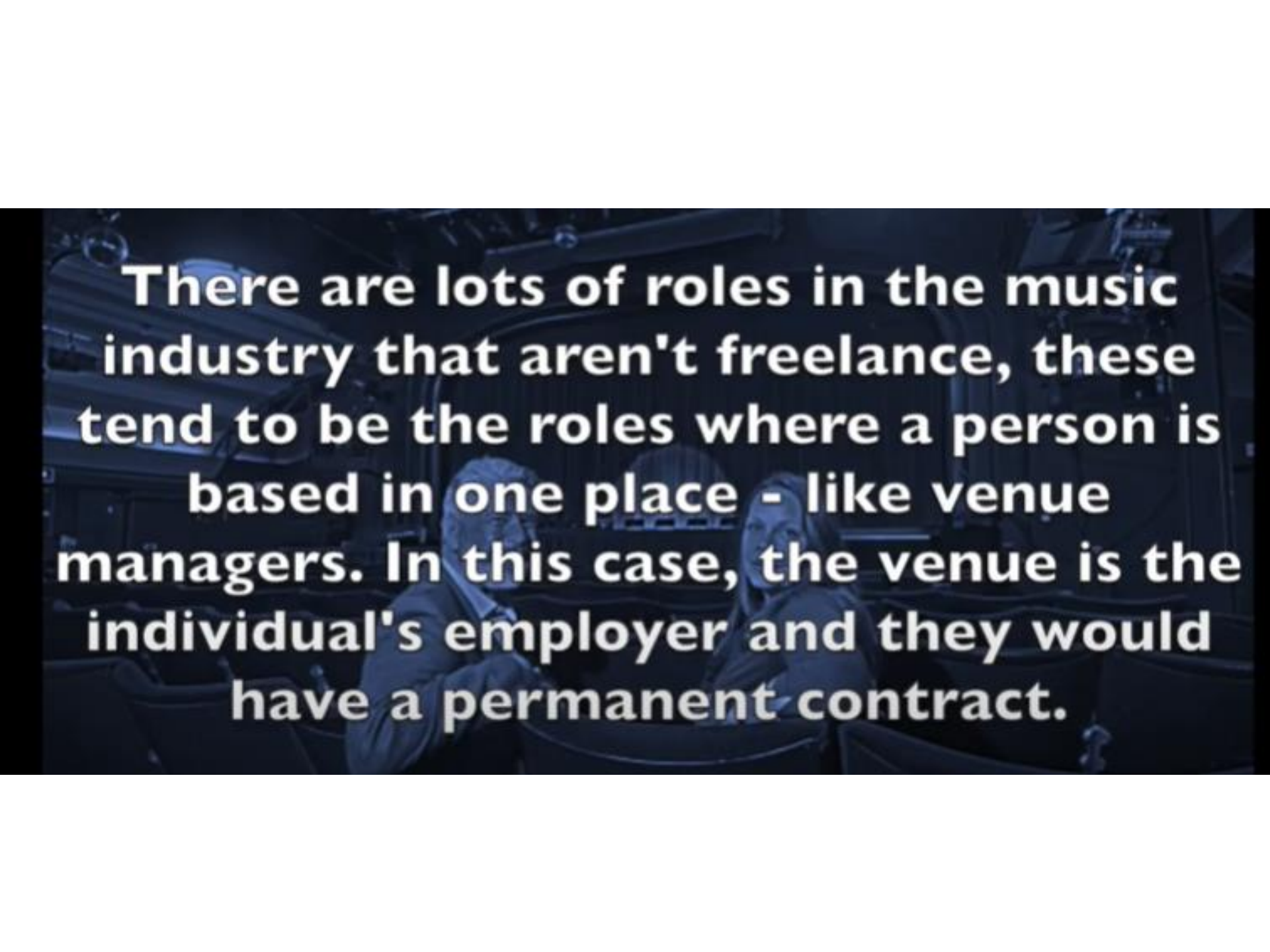
Consultancy 17 days

£4,250

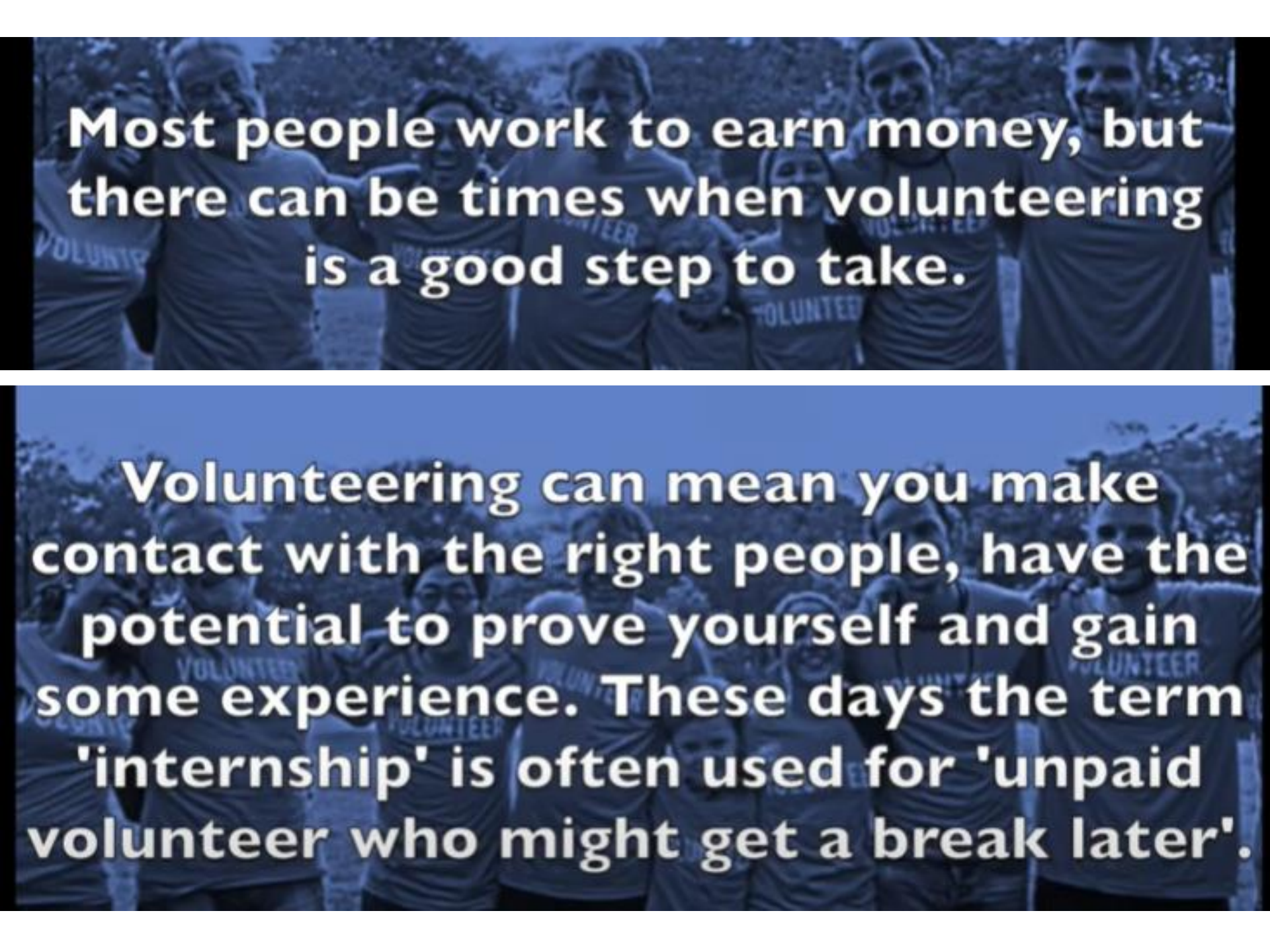
Having contracts and invoices provides clarity for everyone. Everyone knows what fee has been agreed, what the conditions of the work are, what deadlines are and how the final bill will be paid.



If a contract isn't honoured after an invoice is sent, then small claims court is a good next step. It's really easy to do and not expensive - you just fill in a form online. You may have to go to court, but sometimes this isn't even necessary.



There are lots of roles in the music industry that aren't freelance, these tend to be the roles where a person is based in one place - like venue managers. In this case, the venue is the individual's employer and they would have a permanent contract.



Most people work to earn money, but there can be times when volunteering is a good step to take.

Volunteering can mean you make contact with the right people, have the potential to prove yourself and gain some experience. These days the term 'internship' is often used for 'unpaid volunteer who might get a break later'.

Royalties:



Royalties:



Licenses the composer's copyright (royalties) for public performances of your songs (broadcast, live, recorded).



Licenses the right to perform sound recordings & collects royalties for record companies & performers on recordings.



Licenses the composer's copyright (royalties) for sound recordings (i.e. CD, ringtone). It will be in physical format (i.e. digital)

Publishing

https://www.youtube.com/watch?v=0m3e8Cd7F_U&t=447s

Publishing

Linked with licensing & service companies

- *Traditionally linked with printed music.*
- *The business of music publishing is concerned with developing, protecting and valuing music.*
- *Music publishers play a vital role in the development of new music and in taking care of the business side, allowing composers and songwriters to concentrate on their creative work.*
- *They look after the royalties to a composer's work.*

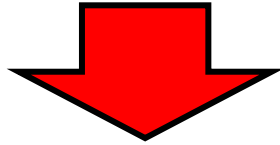
Record Companies

Acting as a partner to help artists achieve both **commercial** and **creative** success, a record company provides a **broad network** of supportive, creative people that **nurture and develop** artists, helping them cut through and connect with fans in more ways than ever before, at every step of their musical journey.



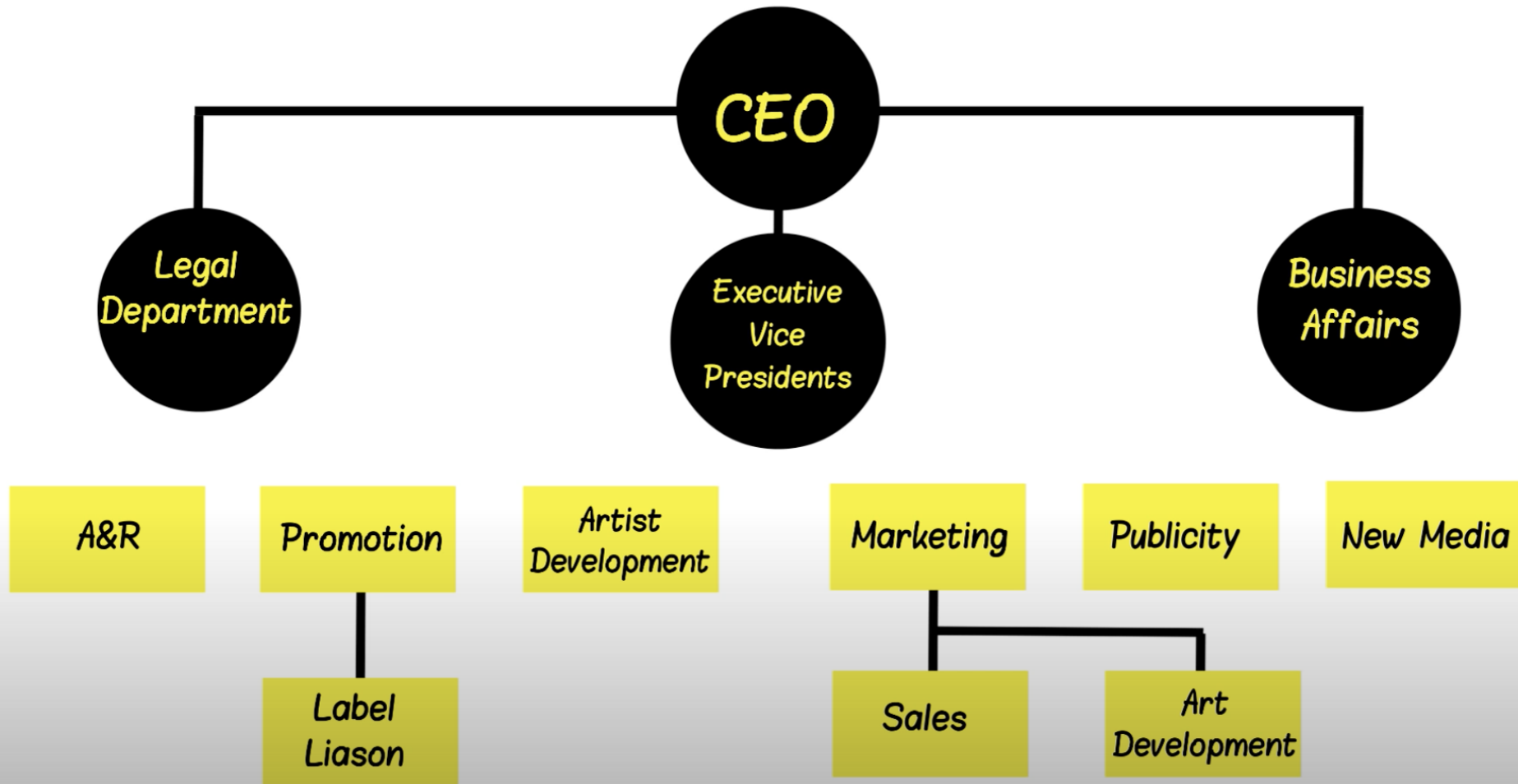
Record Companies

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Sometimes, a record label is also a publishing company that manages such brands and trademarks, coordinates the production, manufacture, distribution, marketing, promotion, and enforcement of copyright for sound recordings and music videos, while also conducting talent scouting and development of new artists, and maintaining contracts with recording artists and their managers.

Record Companies



Record Companies

https://www.youtube.com/watch?v=0m3e8Cd7F_U&t=447s

Publishing

Record Company vs. Self publishing

	Advantages	Disadvantages
Record Company	Increased distribution Quality of promotion	Work through agent Original work may be changed
Self publishing	No agent You are in control; less changes made	Less marketing; reach smaller audience Less pay

Agents & Managers

Agents	Manager
<p>Music agents are responsible for representing a singer. Their job essentially is to make sure a singer has opportunities to perform live.</p> <p>Music agents usually only really come into play when you've reached a level that is beyond your management being able to organise a tour schedule as well as all their other duties.</p> <p>The right agency will be well connected with festivals, promoters and be perfect for getting support gigs for established artists.</p>	<p>A music manager is a person (or group of people) who oversees the business affairs of a musician or band.</p> <p>A music manager is responsible for all aspects of the artist's career apart from the actual writing, recording, and performance of music. This includes tasks in all realms of the music industry;</p> <ul style="list-style-type: none">• Managing live venue performances• Working with record labels• Logistics• Cultivating a fanbase• Paperwork

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Talent Agents

- Talent agencies and music agencies are essentially the same things.
- Some agents may call themselves music agents rather than talent agents if they represent artists who aren't singers (such as rappers) as well as groups, bands and instrumentalists.
- Others specialise in vocalists and only take singers onto their books.

Booking Agents

- Music booking agents arrange the acts for the event or festival.
- To do so, they may liaise with an artist or band's management or agent.
- Or in the case of the unrepresented artist, they may go direct.
- Their responsibilities start and end with that event and include negotiating fees and another arrangements required.

Unions and trade bodies

Unions

A **union** is a group of employees within a certain job sector who join to maintain and improve their conditions of employment.

**Musicians'
Union**



**Musicians, instrumental tutors,
Music teachers, session
musicians, music performers**

Unions

A **union** is a group of employees within a certain job sector who join to maintain and improve their conditions of employment.



Broadcasting, Entertainment,
Communications and Theatre
Union

Media & entertainment trade union;

Non-performance roles in broadcasting; film and cinema; digital media; independent production; leisure; IT and telecoms, and theatre and the arts.

Unions

A **union** is a group of employees within a certain job sector who join to maintain and improve their conditions of employment.



**Actors, singers, models, performers,
directors, choreographers, designers,
stage managers, and other creative
workers**

What are the main responsibilities of a union?

- Negotiate contracts on behalf of musicians
- Tackle issues raised by musicians when there are employment disputes
- Give advice & support regarding copyright protection or unpaid fees
- Make sure working conditions are acceptable
- Assist members throughout their careers by net-working

**Musicians'
Union**

