



SECTION 3

Why Publishing Deals May Or May Not Be Necessary To Boost Your Revenue

-
- ¹ foundation
 - ² ownership
 - ³ controls
 - ⁴ empowers
 - ⁵ royalty income
 - ⁶ Administration
 - ⁷ business issues
 - ⁸ synchronization licenses
 - ⁹ deal
 - ¹⁰ legal issues
 - ¹¹ Grant of rights
 - ¹² licensee
 - ¹³ receiving
 - ¹⁴ granting
 - ¹⁵ Limitation of rights
 - ¹⁶ restrictions
 - ¹⁷ sound records
 - ¹⁸ manufactured, sold, licensed or used separately
 - ¹⁹ Assignment
 - ²⁰ homework assignment
 - ²¹ original license
 - ²² Collection of revenue
 - ²³ due
 - ²⁴ amounts
 - ²⁵ songwriters
 - ²⁶ Financial maintenance
 - ²⁷ Policing and auditing
 - ²⁸ Following-up
 - ²⁹ Desk audits
 - ³⁰ license
 - ³¹ calculations
 - ³² record company
 - ³³ mechanical royalty
 - ³⁴ Royalty audit
 - ³⁵ certified public accountant
 - experienced
 - ³⁶ books and records
 - ³⁷ accuracy
 - ³⁸ court order
 - ³⁹ legal
 - ⁴⁰ written notice
 - ⁴¹ examine
 - ⁴² sole cost and expense
 - ⁴³ certified public accountant
 - ⁴⁴ not then engaged in an outstanding
 - ⁴⁵ usual business hours at the place
 - ⁴⁶ necessary
 - ⁴⁷ more than once
 - ⁴⁸ confidential trade information
 - ⁴⁹ Enforcement
 - ⁵⁰ "Demand"
 - ⁵¹ interest
 - ⁵² Filing of a lawsuit
 - ⁵³ freezing
 - ⁵⁴ liens
 - ⁵⁵ claim
 - ⁵⁶ legal fees and court costs
 - ⁵⁷ copyright infringement
 - ⁵⁸ deterrent
 - ⁵⁹ underpaying
 - ⁶⁰ you

61 "reasonable"
62 excessive
63 Plugging
64 Pitching
65 Promotion
66 inside
67 outside
68 awards
69 six Grammy
70 Development
71 leaves
72 sold
73 other markets
74 existing material
75 new songs
76 video games, underscore for film
and television, jingles, Muzak,
marching bands, sampling
77 producer
78 songs
79 co-write
80 Collaborations
81 stronger, different
82 successful
83 aspiring
84 recording artist.
85 legal monopoly
86 exclusive
87 copy
88 reproducing it, distributing it,
publicly performing it
89 derivatives
90 authorize others
91 all or some
92 stop others
93 unauthorized
94 know-how, the staffing, the budget
or the connections
95 name
96 commercially exploit
97 overwhelming
98 time and cost
99 experience and resources
100 all
101 enough

102 well
103 another publisher
104 enjoy
105 learn
106 much
107 valuable
108 writing and recording new songs
109 to sign you over anyone else
110 really good deal
111 mediocre
112 pure chance
113 prepare yourself for
114 Songwriter Deal
115 Advances
116 Demo costs
117 Collection costs
118 Subpublisher fees
119 net receipts
120 50
121 publisher's share
122 50%
123 writer
124 writer's share
125 Performance royalties
126 Print royalties
127 Co-Publishing
128 administration fee
129 10% to 20%
130 operating expenses
131 direct expenses
132 net receipts
133 50%
134 50%
135 50%
136 writer
137 75%
138 50%
139 25%
140 Copyright ownership
141 Term of the contract
142 an initial period with options to
renew
143 a period having the same length of
time as the artist/songwriter's record
contract (i.e., it is co-terminous)

144 duration
145 comes to an end
146 remain
147 life
148 continue
149 expire
150 public domain
151 Reversion
152 negotiated for
153 commercially released
154 licensed for synchronization
155 "At source"
156 cut
157 diminishes
158 Belgian
159 U.K.
160 15% to 25%
161 three to five
162 quarter
163 60 to 90 days
164 interest
165 bi-annually

166 60 to 90 days
167 June 30 and December 31
168 interest
169 Droit Moral
170 prior consent or approval
171 pornographic
172 political candidates or issues,
feminine hygiene products,
cigarettes, or alcohol
173 melody, title, or lyrics
174 translated
175 language
176 minor
177 unreasonably withheld
178 certain number of days
179 given
180 Administration
181 15% to 20%
183 recoupable advance
184 possession
185 three to five years

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