



ESSEX
MUSIC
DEVELOPMENT
AGENCY

**BUILDING A BUSINESS
AROUND YOUR MUSIC**

CMU:DIY GUIDE TO

**MAKING MONEY
FROM YOUR SONGS
AND RECORDINGS**

MAKING MONEY FROM YOUR INTELLECTUAL PROPERTY

YOUR SONGS
[COPYRIGHT]

YOUR TRACKS
[COPYRIGHT]

YOUR VISUALS
[COPYRIGHT]

YOUR BRAND
[TRADEMARK]

THE CORE MUSIC RIGHTS

Every time you
write a song...

**YOU CREATE A
SONG COPYRIGHT!**

- Owned by default by the writer or writers.
- Ownership can be transferred by contract.
- Lasts for life of creator(s) plus 70 years.

Every time you
record a track...

**YOU CREATE A
RECORDING COPYRIGHT!**

- Owned by default by whoever pays for it.
- Ownership can be transferred by contract.
- Lasts for 70 years after release.

COPYRIGHT FACTS

- Copyright is a form of ‘intellectual property’.
- Copyrights are automatic.
- By default the copyright belongs to...
 - Creator (compositions, lyrics, artwork, photography).
 - Funder (sound recordings).
 - Copyrights can be co-owned - so if you co-write a song, you co-own the copyright.
- Copyright law gives the copyright owner certain ‘controls’ over their ‘works’.

COPYRIGHT CONTROLS

REPRODUCTION

DISTRIBUTION

RENTAL

ADAPTATION

PERFORMANCE

COMMUNICATION

COPYRIGHT CONTROLS

REPRODUCTION OR MECHANICAL RIGHTS

REPRODUCTION

DISTRIBUTION

RENTAL

ADAPTATION

PERFORMANCE

COMMUNICATION

PERFORMING OR NEIGHBOURING RIGHTS

**Someone wants a copy of
one of your recordings**

CD/VINYL

DOWNLOAD

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

**Someone wants to perform
your song in public**

Sing it on stage

Play it on radio

Play it at club

Give them permission to perform your song for a fee

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

**Someone wants to make
an adaptation of your song**

Remix it

Sample it

Rework it

Give them permission to make an adaptation for a fee

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

GIVING PERMISSION = LICENSING

LICENSE DIRECT

Sync deals
(maybe)

LICENSE VIA THIRD PARTY

Getting content into
iTunes and Spotify
via a distributor
(maybe)

LICENSE VIA COLLECTING SOCIETY

Live Performance
Cover Versions
Broadcast
Bars, cafes, shops
(usually)

MAIN UK COLLECTING SOCIETIES



PRS For Music collects for songwriters and publishers on behalf of:

- PRS for performing rights.
- MCPS for reproduction rights.



PPL collects for record companies and recording artists.

- Also has unit representing separate rights in music videos.

MAKING MONEY FROM RECORDING RIGHTS

CD

VINYL

DOWNLOAD

STREAM

SYNC

SAMPLE

BROADCAST

PUBLIC
PERFORMANCE

MAKING MONEY FROM SONG RIGHTS

CD

VINYL

DOWNLOAD

STREAM

LIVE
PERFORMANCE

SYNC

SAMPLE

BROADCAST

PUBLIC
PERFORMANCE

SHEET
MUSIC

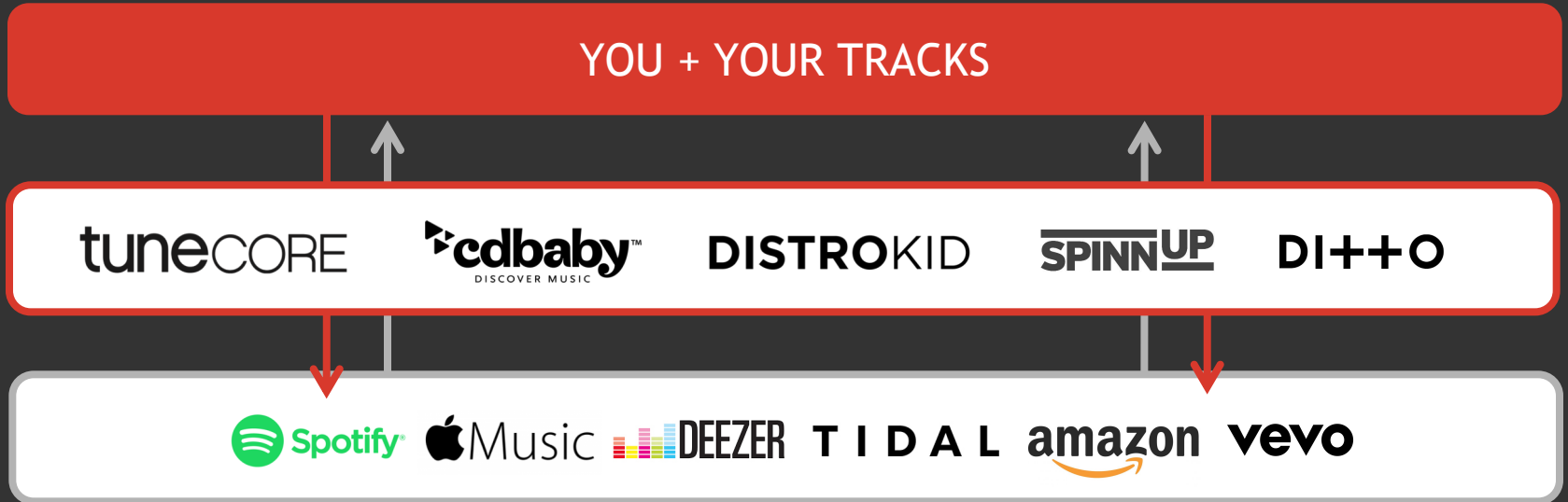
GETTING YOU MUSIC ONLINE

- You can get your tracks into YouTube and SoundCloud directly by setting up and monetising your page.



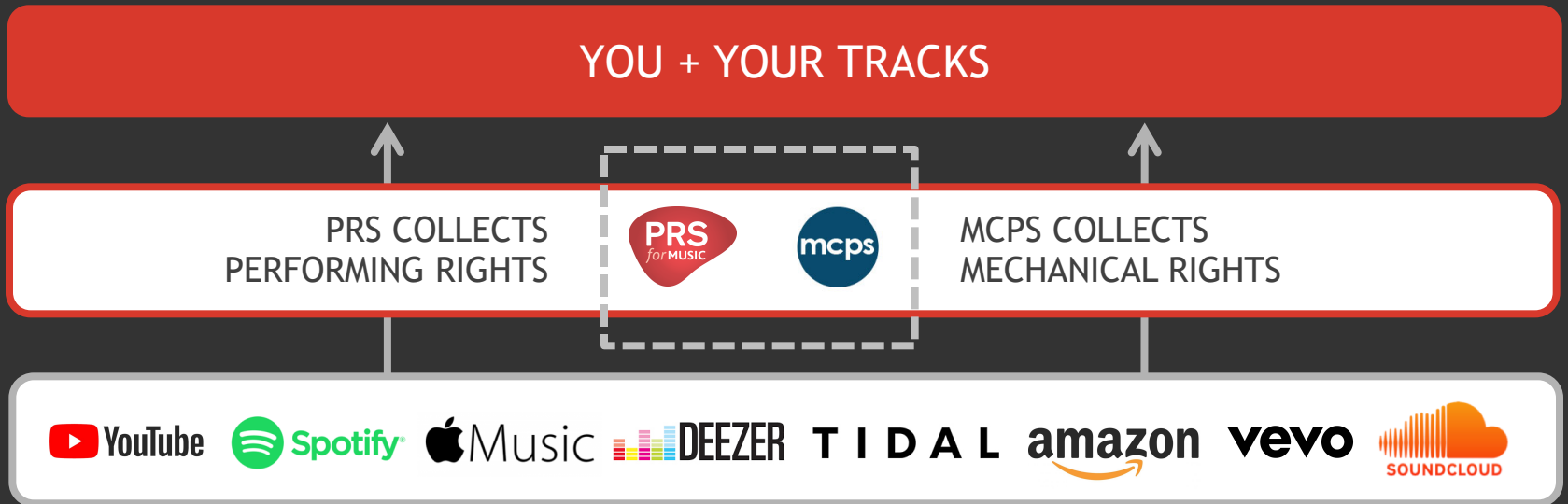
GETTING YOUR MUSIC ONLINE

- With the other services you need a distributor - it provides your tracks and collects your royalties.



GETTING YOUR MUSIC ONLINE - YOUR SONG RIGHTS

- If it's your song, you are also due publishing royalties - these will be paid via your 'collecting society'.





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