



# **Making Music Make Money: An Insider's Guide to Becoming Your Own Music Publisher (Berklee Press)**

*Eric Beall*

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## **Making Music Make Money: An Insider's Guide to Becoming Your Own Music Publisher (Berklee Press) Eric Beall**

(Berklee Press). Making Music Make Money will educate songwriters, as well as aspiring music business entrepreneurs in the basics of becoming an effective independent music publisher. Topics include a discussion of the various roles a publisher plays in the music business: collection, administration, protection, exploitation and evaluation. A major emphasis is placed on the exploitation process, and the importance of creating a sound business model for a new publishing venture. Eric Beall is a Creative Director for Zomba Music Publishing, as well as a former songwriter and record producer. In his role at Zomba, Eric has signed and developed top writers including Steve Diamond, KNS Productions, and Riprock & Alex G. and has coordinated and directed Zomba writers in the development of material for Jive Records pop superstars like Backstreet Boys, \*NSYNC, Britney Spears and Aaron Carter. He graduated Summa Cum Laude from Berklee College of Music.

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