



# *MusicBiz* Notes

A Beginner's Guide to Often Overlooked  
Tips, Facts & Lessons about the Industry

Edited by Dee Adams

***MusicBiz Notes***  
*A Beginner's Guide to*  
Often Overlooked Tips, Facts  
& Lessons about the Industry

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**"The music business is a cruel and shallow money trench: a long plastic hallway where thieves' and pimps run free, and good men die like dogs. There's also a downside."**

**— Dr. Hunter S. Thompson**

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#### **Note to Reader...**

*Hitman* David Foster was only four when his parents discovered he had perfect pitch: Little David could identify which notes were being played on a piano, yet he had never had a lesson...by age seven, he was a classical music prodigy, according to the Grammy-winning composer's memoir. .

But Foster would probably point out that his later success in the music industry had more to do with other factors. For instance, learning how to pick the right niche and understanding both the creative and business nature of the industry.

This material was inspired in part by a PBS special about music history, an episode of *Unsung*, a 60 Minutes story about a manual laborer in Chicago unaware his music was selling in the millions in South Africa. And visitors to the Niche Creativity blog who wanted information about the music business.

#### **Consider:**

"By the twenty-first century, the economy and advances in technology would make it possible for an individual to vie with large companies. The music business is a good example. These days, one can set up a home-based recording studio for well under \$1,000, according to industry experts."

From Finding Your Niche: Discover...

*Music Biz Notes* is a collection of stories, lessons, do's and don'ts and resource lists. Themes in the material illustrate and increase awareness of skills, talent and knowledge and values needed to succeed in the business. Personally and professionally...