

A little knowledge goes a long way

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100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

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By Tom Sabella

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The mark of a well-educated person is not necessarily in knowing all the answers, but in
Knowing where to find them
Douglas Everett

Well, I guess being a teacher means I have to give a little lesson on how to study. You study your craft
of being a musician now let me help you become a better businessperson.

The only real way to get better is to learn as much you can about what you are doing.
Familiarize yourself with the business part of the music industry. Laws referring to original
compositions, distribution rights, agents lawyers, copyright infringements, and royalties, are important
to investigate. Your are actually operating a small business, and taking a business course or two, and
reading up on some subjects be it a source book, or monthly publication, is a smart move. Your
awareness of what is happening in the financial world is crucial.
Pavarotti, world famous opera singer, is in litigation with the Italian government who says he owes 12
million dollars in back taxes. How does this Happen?

Listed below are some web sights and reading material that will help you understand the music
business and keep you from making some simple mistakes. Take time to look at all of the pages listed
and bookmark the ones that you think will be helpful.

Performing Rights Organizations
Songwriters, Copyrights, forms, publishers
BMI Bmi.com
ASCAP ascap.com
SESAC sesac.com/gov

Copyrights
Benedict.com
U.S. Copyrights lcweb.loc.copyright/forms

General Business Sources

Small business Development Center 1.800.827.5722

Wall Street Journal

Forbes Magazine

Money Magazine

Music Business

Billboard.com

Musicbizacadmey.com

Reading Material

How to Promote Your Music Successfully on the Internet

The Musicians Atlas 2001

Guerrilla Music Marketing Handbook & Auto tape

The Indie Contact Bible

Gig Magazine

All these books are available at amazon.com or your local bookstore

Tom Sabella, a native of Hubbard, Ohio, grew up in the late fifties in a close-knit family with strong a religious background. His musical career began in adolescence with the church youth group and, at sixteen, he was performing with his band, The Acts, in New York City. Tom inherited a flair for business from his father, an executive for Phar-mor. Always a leader, he sang with, managed, and marketed The Acts, and co-owned a recording studio.

Knowledge Or Action?

By Brian Baldwin

It's been said that knowledge is power. While that's true to an extent, it isn't the whole truth. Knowledge without action is almost useless. It doesn't help to be a genius if you never do anything with the knowledge. I tend to think of knowledge as ammunition and action as a gun. (It's a typical guy thought, I know but it works for me.) Think about it. If you have bullets and no gun, they're pretty much useless. If you have a gun and no bullets, the best you can do is throw (action) the gun at the target. Not as useless as the bullets (knowledge) since action without knowledge is more productive than knowledge without action

The reason I've been thinking about this lately is that I've been reading article after article about how to make money, get high search engine ranking, find customers & prospects, motivate myself and others and several other subjects and realized that regardless of how much info I've gained, it's worthless if I don't act on the knowledge. And it's the same for everyone. It wouldn't matter if you had a PhD in Quantum Physics if you worked at McDonalds, or a library full of books and never used the knowledge within, now would it? I've met some really intelligent homeless people and some stupid millionaires and

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the biggest difference is action. Let me say this again, ACTION. Action makes people successful to a certain degree. Not to say that any action will make people successful. Jumping up and down or changing channels will not do it, but action of any kind that propels you toward your target goal will get you there eventually.

Another way to think of it is like having a map. I could give you a map to a lost treasure, but if you never left your house, it wouldn't do much good would it?

So here's a question; what action will you do today, to reach your goal? Reading a book will only take you so far.

Brian Baldwin is a Professional Networker with Cognigen specializing in Telecommunications, Travel, Internet Services, and more. He currently lives in Reno/Sparks Nevada. To find out what he's up to now, go to

www.BrianBaldwin.com

and read his blog.



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