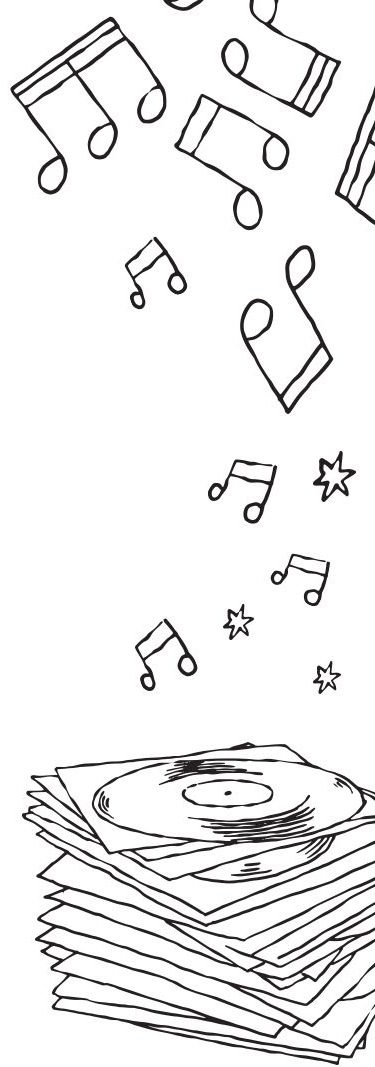


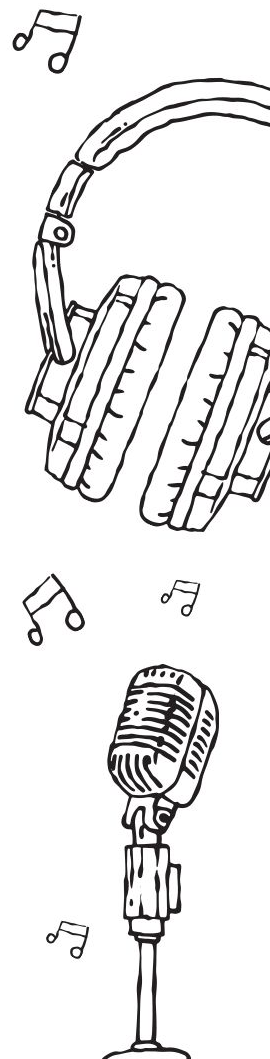


Songtrust®



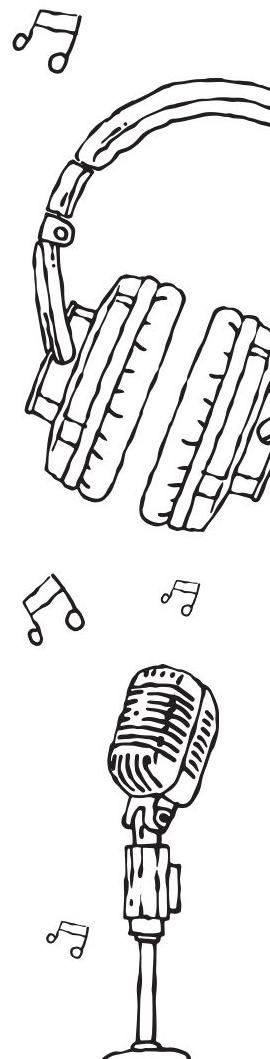
Welcome - we'll get started **soon.**

While you wait, use the chat box to let us know **where** you're tuning in from and answer the **poll.**



Guide to Publishing Deals

Songtrust Webinar





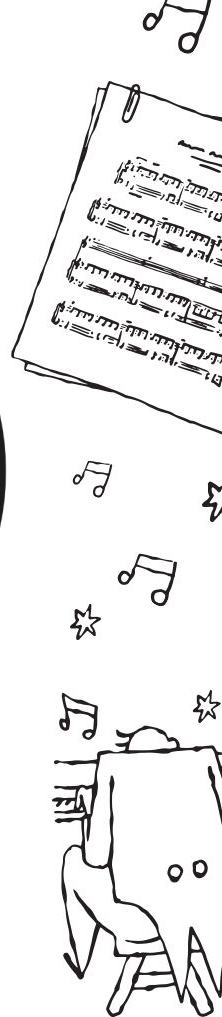
Noelle Gambuti
Lead Publishing Specialist



Benjamin O'Connell
Lead Publishing Specialist/A&R,
Artist Manager and Songtrust Client



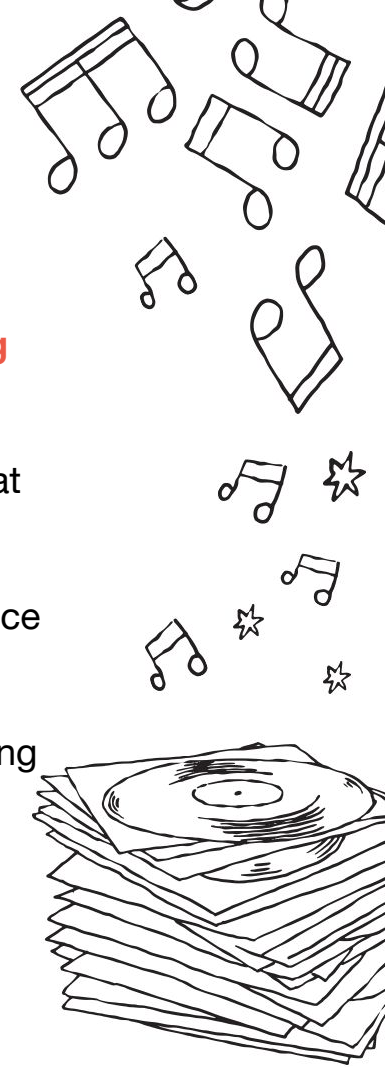
Tami LaTrell
GRAMMY-nominated songwriter
and Songtrust Client



Today's Agenda

Today you'll:

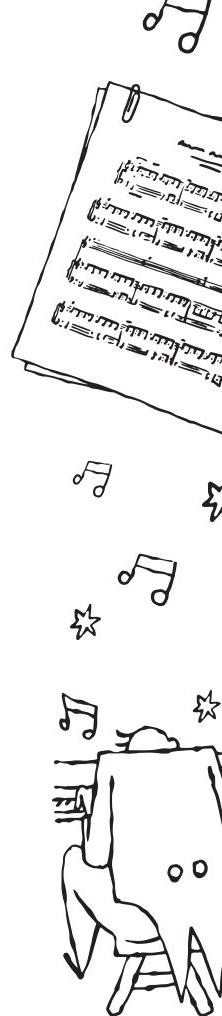
- Understand the **core differences** between **traditional publishing** and **publishing administration**
- Discuss the **benefits** of the various publishing deals available to creators and what **important information** you need to know before signing any agreements
- Learn the **role publishing plays** in your global royalty collection and the importance of **early registration**
- Get first-hand insight to better help you **negotiate** on your behalf when establishing a publishing option



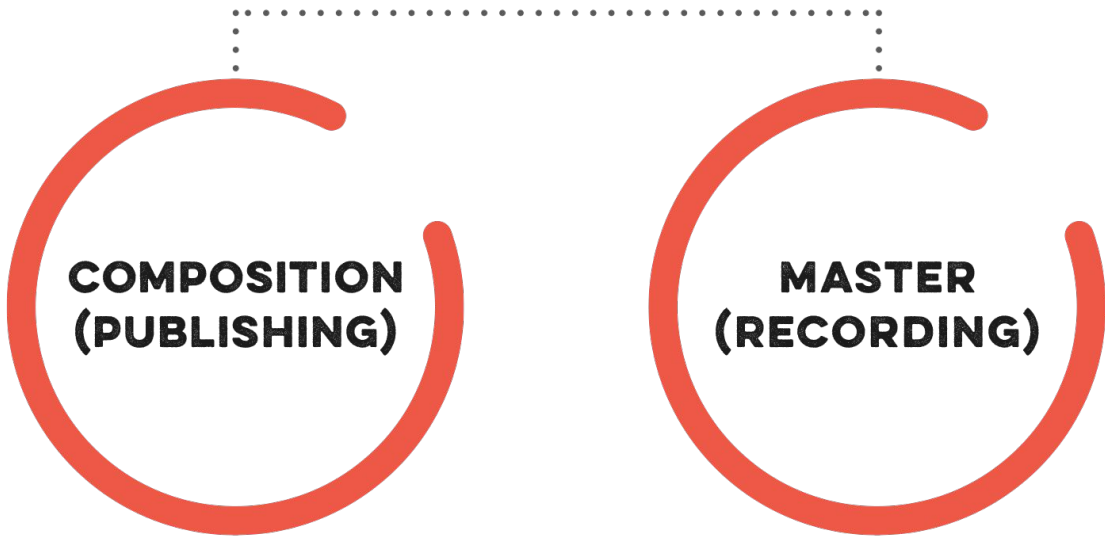
IMPORTANT

Music publishing deals are complex agreements. Creators with limited knowledge of the business can easily fall prey to complicated terms and signing away ownership without fully understanding what that means.

Learn the difference between deals, how your song ultimately earns money, and what you need to be set up for global royalty collection.



ORIGINAL SONG



**COMPOSITION
(PUBLISHING)**

**MASTER
(RECORDING)**

PUBLISHER

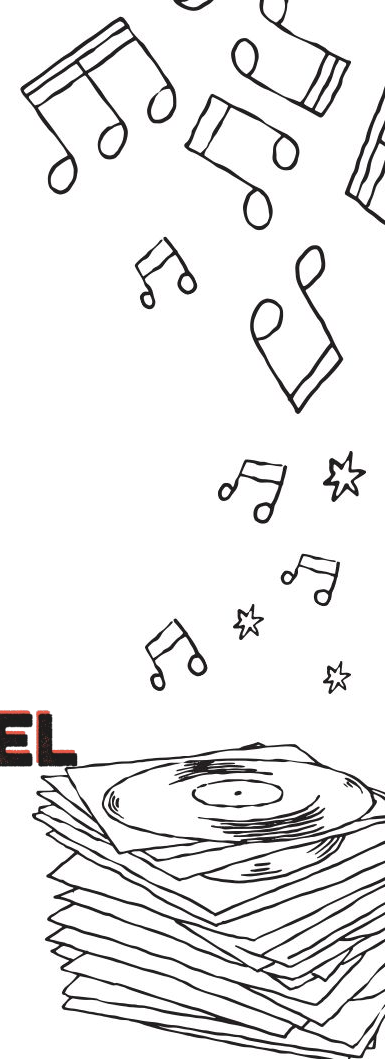
DISTRIBUTOR/LABEL

Performance
Royalties

Mechanical
Royalties

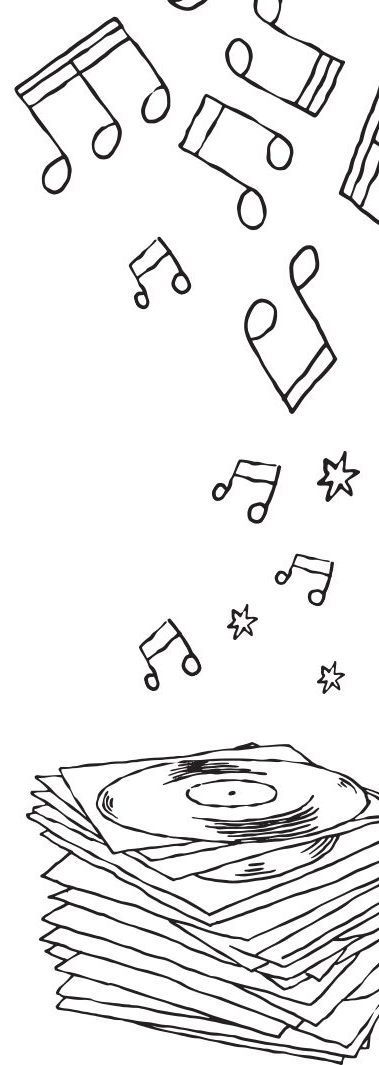
Digital
Performance
Royalties

Master
Recording
Revenues



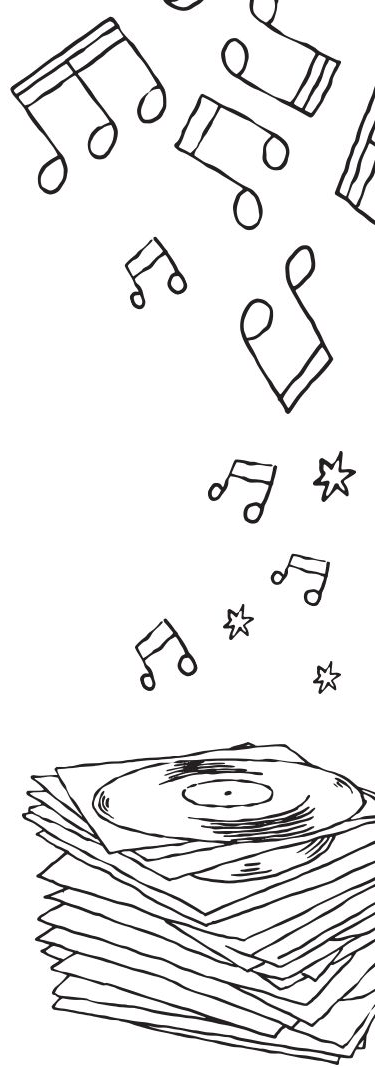
Traditional Publishing

+ PROS	- CONS
Offer creative and sync opportunities	Give 25%-50% of your copyright for life
Advances available	Locked into a fixed term, usually 3+ years
	Generally required to register all your songs



Publishing Administration

+ PROS	- CONS
Keep 100% ownership	No creative services
Flexible Terms	Advances not always available
Choose which songs to register	



Publishing Checklist

Deal Length

How long is the deal term?
Is there a post-term?

Creative/Sync

Do they offer creative services
such as pitching co-writers or
sync placements?

Copyright

What percentage of
ownership are you
signing away?

Accounting

Do they offer advances and
how does advance
recoupment work?

Catalog

Are you required to register all
of your works or can you pick
and choose?

Technology

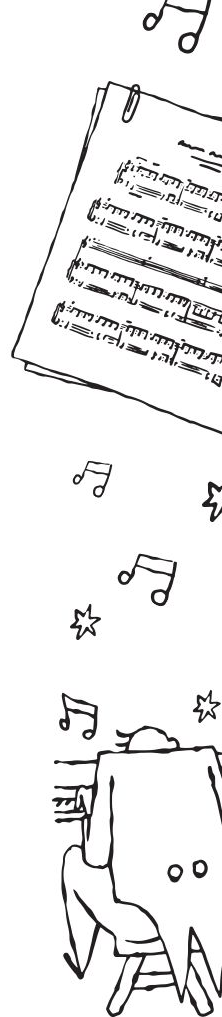
Is the registration process
manual or automatic?

Fees

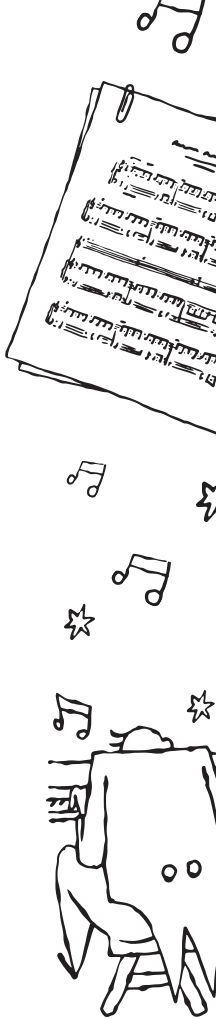
What are the upfront fees
involved? What additional
fees are involved?

Communication

What does communication
look like after you sign
your deal?



Who is **Songtrust**?











205K+

**Songwriters registered
with Songtrust**

2MM+

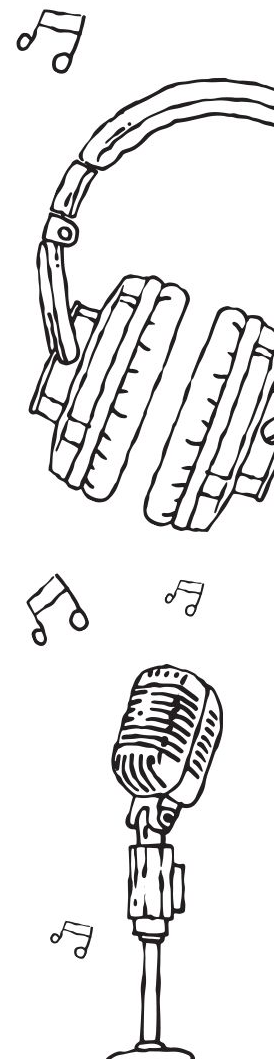
Copyrights represented

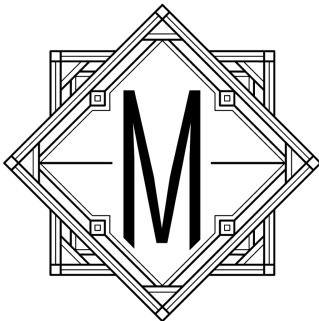


	 Songstrust™ Terms	Traditional Publishing Deal
 Deal Length	Cancel at any time after one year	Locked into a longer term, usually three or more years
 Accounting	Pays four times per year	Pays only two times per year
 Catalogue	Register only the songs you want Songstrust to represent	Generally required to register all of your songs written prior to or during the term
 Copyright	Keep 100% of your copyright	Give publisher 25-50% of your copyright for life
 Sync Rights	Control your sync rights	Give up sync rights for publisher to exclusively license
 Fees	15% fee on publishing royalties administered. Client receives 85%	Varying percentage of all royalty streams including upwards of 50%
 Tech	Technology focused and client centered	Offline, manual process



**One-time registration fee:
\$100/writer**





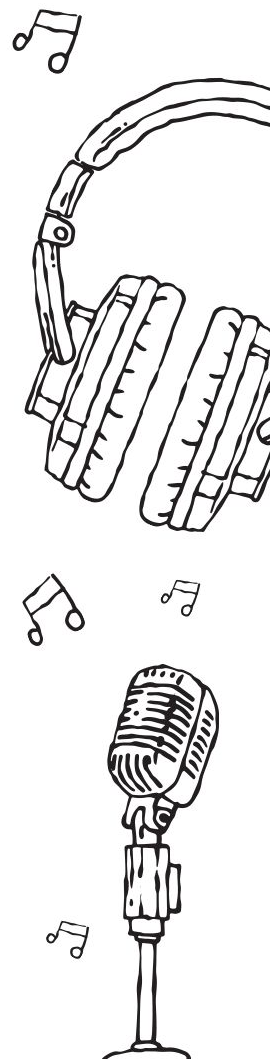
THE
MEZZO
AGENCY



The **LABZ**

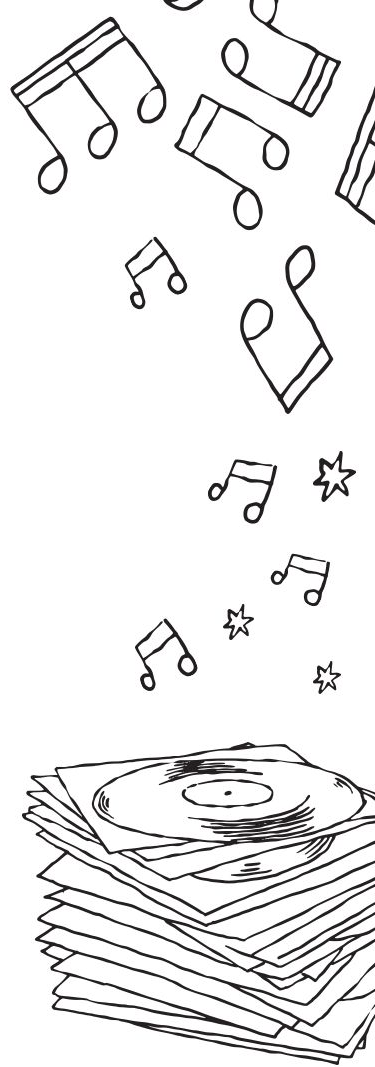


Questions & Answers



Connect with us on IG:
@benjxmin_o | @tamilatrell

For further questions, email us.
contact@songtrust.com





Songtrust[®]

