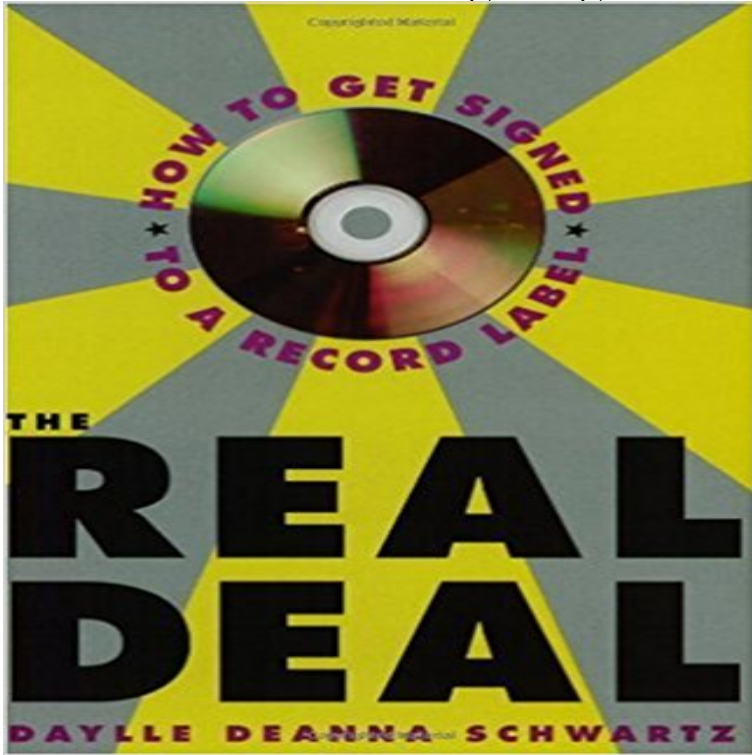


# The Real Deal: How to get Signed to a Record Label



Revised and completely updated edition of the industry classic! The Real Deal is the only music business reference source that offers specific advice to musicians on getting that all-important record deal. Included in this thoroughly revised and updated Second Edition are all the business necessities, creative aspects, and marketing strategies needed for musicians to survive and thrive in the music industry. Readers learn, step by step, how to prepare a presentation package and reach the right person at the record labels, and discover dozens of no-fail procedures and time-tested techniques for making it in this incredibly competitive business. This exciting expanded edition features expert advice from dozens of successful managers, record producers, recording artists, and publicists, as well as three brand new chapters: Taking Care of Business, Making Money Promoting Your Talent, and Using Your Songwriting Talents. Also included is thorough, up-to-the-minute information on using the Internet and getting signed overseas, as well as two completely revised and updated appendices providing information on books, conferences, and other resources. For any musician playing popular music, The Real Deal is the definitive guide to winning a recording contract!

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