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SECRETS OF CLOSING THE SALE

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Selling Ben Cheever is the frank self effacing and enlightening chronicle of his five years in the service industry As we watch Ben confront his own demons about what a particular job means to him we are compelled to consider how our egos are affected by not only what we do but how we do it Through his experiences we begin to think about our approach to our own jobs and to confront our fears about what we would do if we didn t have them *Introduction to Music Publishing for* Musicians Bobby Borg, Michael Eames, 2025-02-04 Musicians and students of the new music industry Want the lowdown on making great music promoting it and protecting it all while earning the royalties you deserve Introduction to Music Publishing for Musicians Second Edition is the essential guide written by two seasoned musicians and industry pros In this new edition you ll discover New AI tools and how to use themNew Spotify and other DSP royalty ratesUpdated strategies for pitching placing and monetizing songsCutting edge digital analytics for monitoring and promoting songsNew developments for registering with collecting societies and organizations Updated strategies for landing that major music publishing dealAnd so much more This book is organized into eight clear and concise sections 1 The Basics of Copyrights 2 Types of Publishing Income 3 Publishing Companies and Types of Deals 4 Creative Matters of Music Publishing 5 Interviews with Today's Creative Pros 6 Interviews with Today's Business Pros 7 Key Insights on Music Publishing's Future and 8 It's a Wrap Bobby Borg and Michael Eames have created a simple easy to read overview of today s music publishing industry that is perfect for both students and working musicians who want quick up to date credible and relatable information so that they can get back to doing what they like best creating music

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