

Youd Better Know This If You Want To Do Music For A Living

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There are 3 things you absolutely MUST know and understand if you want to get into the music industry:

1. Contrary to what you (and most others) think, companies in music are NOT searching for 'great songs' to sell. . .nor are they even searching for great musicians. What they DO (desperately) need are the right 'people' who are ALSO great musicians. This means you'd better be able to easily show that you ARE that kind of person by excelling in these 3 areas:.

You need to prove to music companies and bands that any interaction between you and them is absolutely in their best interest. To achieve this, you must generate a huge amount of value with the least amount of risk possible 'for them'. Most musicians have no clue about any of this and those who do, don't even attempt to implement this concept. This is one of the core elements that I coach musicians to become excellent in. The simple truth of the matter is that if you DON'T do this, record companies and bands will find 'someone else' to do this for them. Then you will be left in the dust, wondering why you can't get anywhere in music.

- 2. Opportunities in the music business are 'created' (by design), NOT 'given' (by luck). To manifest your own breaks in music, you must have the right mental attitude, produce lots of positive value and eliminate/minimize risk for everyone you work with. Stop waiting for others to 'give' lucky breaks to you - go out and learn how to MAKE IT HAPPEN for yourself.
- 3. Getting your 'music out there' is the #1 'goal' of most people pursuing life as a professional musician. They falsely assume that once enough people to hear thir music or once they come across someone important in the industry who will like their music, they will have it made and their music will be enough to sustain their success. This is one of the biggest myths around the music business and is one of the fastest ways to fail. Unless you have a real 'plan of action' that is strategically designed to both 'build' AND sustain' your music career, your chances of making it in music are virtually non-existent.

