

The music industry with Jorge Otero

Role play

I'm the manager of a band. Jorge is the leader. They're talking about their record and the tour they are planning.

Dave: How's the album coming along Jorge?

Jorge: Not bad. We're mixing it now. It should be finished in a week or so.

D: How did it go with those **session musicians recording the string parts**?

J: They were great. Jason, the sound engineer recommended them and they were amazing. How are the negotiations with the record company going?

D: We're still trying to work out the percentages.

J: Go on...

D: They're going to do all **distribution, promotion** and they'll organise the tour and **in return they're asking for 70% of all revenue** from the album and tour and they want 50% of all royalties.

J: That's crazy. What did you tell them?

D: I told them that was crazy, but **you have to bear in mind** that they're a big label and they will get you into festivals and **give you promotion that other labels just wouldn't manage**.

J: What about paying for the recording?

D: They'd pay up to 2000€ for recording. No more. **How much have you spent so far?**

J: About 4000€ but it's going to sound awesome.

D: It had better sound good for that money. They also said they'd give you a 5000€ advance for the tour. Oh yeah and about the **merchandising agreement**, you'd only get 5% of merchandising sales.

J: Send all that to me in an email and we'll talk about it tomorrow. Right now I'm too busy to think about those details.

D: Did I tell about the gig next month in Madrid. It's on the 17th and it's a **flat fee** of 1500€.

J: That's fine. You'll be there won't you? I can.....

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Phrases

- distribution, promotion
- in return they're asking for 70% of all revenue
- you have to bear in mind
- give you promotion that other labels just wouldn't manage.
- How much have you spent so far?
- a flat fee

