

10 publishers

looking for hit songs now!



By Dan Kimpel

The role of music publishers has changed dramatically over the past few years, but a select breed has profited from these changes by supplying songs to film, television and new media; locating and nurturing talent; and propelling music publishing into an unknown -- but certainly profitable -- future. Whether you're a new songwriter breaking in, an established writer with a back catalog, or a band or artist with quality music, *Music Connection* is pleased to introduce you to 10 music publishers who can get results.

Music 4 Media, Inc.
Contact: Greg Hall
www.music4media.net

Greg Hall, the founder of Music 4 Media, has a background in live music events. He worked for indie labels, moved to Los Angeles from Phoenix, and, after three years, noted a gap in the publishing sector. "A lot of focus was going to big touring and record sales. After that dropped off, the labels went back to obtaining publishing rights. The medium within the music and film industry was missing. That's where the vision for this stemmed: how to get independent music and independent filmmakers involved in licensing and information and resource sharing."

The company deals with all styles of music. "We're not a publishing company in the general sense. We create tools for artists to learn from and utilize. The music we accept comes from all over the world. I want to establish a catalog that is diverse and large enough for buyers to come to one place."

The firm's agreements are not conventional publishing deals, but licensing representation agreements. The music is pre-cleared, and when the buyers browse and need to find something, placement can happen quickly. "A lot of online licensing companies have set pricing parameters. Our thing is more integrated," says Hall. "We try to work a position so both sides will benefit. We look at all aspects between the media and the artist."

In the past six months Music 4 Media has reevaluated its focus and formed partnerships with other companies. "We're also working with artists and management, plus live event promotion. What has worked well is to use the resources of others and share them. We want to pick up artists cross the nation and be involved with them on a street level, licensing, but also promoting other parts of their careers."

Although many publishing companies concentrate on film and television, Hall knows there are many more outlets. "We have 47 categories we look into: coin-op games, information kiosks, the web moving in a different direction, we push all aspects." Submission info is on the Web site. "You've got to have the music on CD and it has to be good quality."

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