



You are cordially invited . . .

**MMF-US Presents:
Management Models and Deal Structures**

**Sponsored by:
RoadNation and BMI**



Wednesday, November 20, 2019

6:30pm to 8:30pm ET

BMI

250 Greenwich Street / 7 World Trade Center

30th Floor, Panel Room

New York City

Light snacks, wine and soft drinks will be served.

Please RSVP: <https://forms.gle/NfN8KuZtcLJuCdv67>

by 12pm ET on November 19th, 2019

Please feel free to share invite.

RSVP: MMF-US, NYC, "Mgmt Models & Deal Structures" Panel

PROGRAM:

* **Introduction by Steve Marks, CEO/Founder, RoadNation --**

RoadNation is a platform for creators and fans to build tours together.

A RoadNation campaign allows creators to generate revenue in

advance of touring, by giving fans the ability to choose the cities and

identify the best places for an artist to tour, and assists creators in

building additional momentum for the tour with the support of its loyal

fans.

* **Main Panel Discussion: Management Models and Deal Structures**

As artists' needs change, so does the structure and function of management teams. Managers are constantly innovating to find ways that they can provide for their clients and, while the label-services model is enjoyed by thousands of artists, management-services companies are comparatively few and far between.

Join the MMF-US ([Music Managers Forum- US](#)) for an evening panel with experts who will cover the ways that managers are working across marketing, distribution, live, and other verticals, and explore the various structures of their deals across staffed-up management companies, management services companies, and agencies in the current environment.

Key takeaways will be:

- Insight to the workings and direction of management-services companies
- Understanding of “staffed-up” management companies’ offerings
- Knowledge of how agencies are developing to continually supplement managers’ activities
- View into the day-to-day of independent artist managers

- Discussion of current artist x manager deal structure, and manager x services deal structures.

Panelists Include:

Hannah Waitt - Senior Marketing Partnerships, mtheory

Jamie Leeming - Digital Strategy Agent, UTA IQ

Ian Pollard - Artist Manager, Kim Viera; A&R, ONErpm

Wesley T. A'Harrah - Manager at Rare Sound & Hyper Orange

Neeta Ragoowansi - Entertainment Attorney and SVP, Biz Dev & Legal Affairs, NPRES (Moderator)

* **Networking reception to follow.**

Background on the MMF-US:

The Music Managers Forum (MMF-US) is the largest community of professional artist managers in the United States. MMF-US provides a platform to connect, enhance, and reinforce the expertise and professionalism of managers and self-managed artists, as well as sharing information with the music community. MMF-US plays a vital role in educating artists and managers and ensuring that the industry evolves fairly and profitably for artists. MMF-US works to help its members to stay ahead of the curve.

Throughout the last 26 years MMF-US has been instrumental in building awareness, supporting policy change, and improving royalty growth and

accounting, exploring solutions to data challenges, and encouraging innovation in the music ecosystem.

Key missions are:

Education and Training

Access to Finance

Fairness and Transparency

Plurality and Diversity

MMF-US is part of a larger global network IMMF (International Music Managers Forum) with members across Latin America, Asia Pacific, Africa and Europe; with the ability to connect to artist managers across various business opportunities globally.

MMF-US strives to engage in smart, cutting edge, informative and innovative programs and initiatives.

If you are not a member of the MMF-US, we encourage you to go to www.mmfus.com and click on Join & Renew. You don't need to be a manager to join the MMF-US community. Dues are \$75 per year.

*MMF-US WOULD LIKE TO THANK **ROADNATION** AND **BMI** FOR THEIR GENEROUS SUPPORT!*



[RoadNation](#)



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