# Basic Structure of the Nashville Music Business

**SONGWRITERS**
Create songs; words and music

**SONGPLUGGERS/PUBLISHERS**
Pitch and promote the song to A&R reps, producers, managers or artists to get the songs recorded

**A&R REPS**
Work for record labels; find artists and songs

**PRODUCERS**
Creative and administrative duties; responsible for each aspect of the finished recorded product

**MANAGERS**
Chief operating officer of the artist's enterprise

**ARTISTS**
Record and perform the songs

**SONGS GENERATE MAIN INCOME BY:**

**MECHANICAL ROYALTIES**
CD sales and Digital Downloads

**PERFORMANCE ROYALTIES**
Radio, Television and Live Performances

**SYNCHRONIZATION ROYALTIES**
Music for Film and Television