



Your Business Moves with Music

Telephone-On-Hold, Music in the Breakroom, Music in the Lobby, Live Performances, Presentations, In-House Sales Meetings, and Seminars, Employee Fitness Centers & Much More

Think of the ways you use music in your business. Music has the power to enhance employee performance and make clients feel at ease. Music can make a presentation sing. And bring a meeting to a successful close. Music in business is a powerful tool. Use ASCAP to your advantage.

What does the ASCAP license do for you?

ASCAP gives you the license to thrill your customers and employees with the world's largest musical repertory. One of the greatest advantages of the ASCAP license is that it gives you the right to perform ALL the millions of musical works in our repertory. Whether your music is live or played through CDs, videos, laser discs, large screen or multiple TVs, a radio over a loudspeaker system or telephone music-on-hold, your business needs an ASCAP license.

Why do we need permission to perform music?

Music is like all property; when you want to use it, you need permission. Music belongs to the songwriters who create it, and songwriters have to make a living too. That's why in order to play their music for the public you must, by law, obtain permission to perform each song. Your ASCAP license fully protects you by granting lawful permission for you to sue any of the millions of the songs in ASCAP's repertory.

What is ASCAP?

ASCAP is the largest performing rights organization in the world, made up entirely of songwriters and publishers. We're able to distribute over 88% of your license fee to the songwriters, composers and publishers as their primary source of income to keep their music coming to you. ASCAP gives you the license to thrill your clients and employees by choosing from millions of musical works of

over 360,000 U.S. members and many more writers and publishers from all over the world.

Who is licensed by ASCAP?

The question should be, what type of business isn't licensed by ASCAP. We license hundreds of thousands of music users such as hotels and motels, restaurants, nightclubs, cable networks, radio and television stations, conventions, expositions, industrial shows, meetings and trade shows, background/foreground music services, shopping malls, dance schools, concert promoters, internet sites and services and many others who use music to rev up their business.

Must we sign an ASCAP Music-In-Business License Agreement?

No, you can obtain permission directly from the copyright owner. But ASCAP provides a valuable service to businesses and organizations that use copyrighted music – by helping you easily meet your Copyright Law responsibilities. Your ASCAP license fee allows your company, plant, factory or offices to use legally any of the millions of songs we represent. In short, the ASCAP license is music to everyone's ears.

What happens if I use ASCAP music without permission?

If you choose to use copyright music without permission, a court can assess damages generally ranging from a minimum of \$750 up to \$30,000 for each work infringed and require you to pay copyright owners' attorney's fees and court costs, and as well as enter an injunction against you.

What performances are covered by the ASCAP Music-In-Business License?

- Performances at all locations not generally accessible to the public where you conduct your day-to-day business operations, for example, corporate headquarters, regional offices, manufacturing plants, distribution facilities, warehouses, employee cafeterias, employee health and fitness centers and research facilities.
- Performances at other locations if the activity is presented or sponsored solely by or under your auspices and is open only to your employees and their personal guests. Examples include management conferences, sales and marketing meetings, training seminars presented at a hotel conference or convention center, company picnics, and holiday and retirement parties.
- Performances by means of music-on-hold telephone systems you operate.

Can you give examples?

- A piano player, disc jockey or band performing at a reception, dinner or party;
- A music track of a video tape or computer presentation presented at a sales meeting or product introduction (but our license does not give you the right to record, film, or videotape the music);
- Music in training films;
- Music used as part of a teleconferences;

- And, music played over the loudspeakers in your reception area, lobby, hallways, offices or cafeteria is covered by your ASCAP license.

What is not covered?

- Any performance at locations where offer or sell goods or service to the general public, such as retail stores, showrooms, hotels, restaurants, and amusement parks.
- Any performance as part of a conference, conference, convention, consumer show, exposition, industrial show or similar activity, unless it is presented or sponsored solely by your company, at your location, or open only to your employees.

Do I have a choice on what type of license I obtain?

Yes! ASCAP offers two different forms of its Music-In-Business license agreement: "Blanket" and "Per-Location."

What is the different between the Blanket and Per Location licenses?

Under the Blanket license, you pay a single fee based on the total number of employees at all of your business locations. You only need to submit an annual report in later years if you number of employees changes by 5% or more.

Under the Per Location license, two reports and payments for each year are due. You pay an estimated fee each year based on the number of employees at the locations where music is used and the number of employees who attend events you sponsor where music is used. At the end of the year, you submit an additional report of the actual attendance at the events where music was used. You then pay an additional fee based on that report. Payment for either license is due each January 31.

Music-on-Hold, Music in the Lobby, Presentations, Aerobic Classes, Office Parties. There's Power in Music. ASCAP is your advantage.

With one license fee, ASCAP saves you the time, expense, and burden of contacting thousands of individuals and negotiating thousands of agreements. Fine tune your business with the world's greatest music. For more sound information call or write ASCAP today.

**Motivated Employees,
Excited Clients,
A Great Atmosphere,
And All that Jazz.**

ASCAP represents every kind of music. ASCAP's repertory includes pop, rock, alternative, country, R&B, rap, hiphop, Latin, film music, television music, folk, roots, blues, jazz, reggae, gospel, contemporary Christian, new age, theater, cabaret, dance, electronic, symphonic, chamber, choral, band, concert, educational and children's music - the entire musical spectrum.

ASCAP is home to the greatest names in American music, past and present, as well as thousands of writers in the earlier stages of their careers. ASCAP members include Irving Berlin, Stevie Wonder, Bruce Springsteen, Leonard Bernstein, Madonna, Wynton Marsalis, Stephen Sondheim, Mary J. Blige, Jay Z, Michael W. Smith, Duke Ellington, Rodgers and Hammerstein, Big 'N Rich, Tito Puente, the Dixie Chicks, Dave Matthews, Beyonce, Henry Mancini—just to name a few.

Among the works in the ASCAP repertory are: "Appalachian Spring," "Purple Haze," "Boulevard of Broken Dreams" "Ain't No Mountain High Enough," "How Do I Live," "Oh Happy Day," "Beautiful," "I Swear," "A Night in Tunisia," "Moon River," "Crazy," "Just the Way You Are," "I Shot the Sheriff," "My Girl," "Hello Dolly," "When Doves Cry," "Jailhouse Rock," "Not Ready To Make Nice," "Like A Rock," "Like A Virgin," and "Born in the U.S.A."

Information about specific works and ASCAP members can be obtained in a variety of ways. Separate data bases of works in the ASCAP repertory that have been registered with ASCAP since January 1, 1991, or identified in ASCAP's surveys of performed works since January 1, 1978, are available online at the ASCAP Web site, www.ascap.com (click on "ACE Title Search"). The ACE Database can also be used to determine whether a particular songwriter or composer is a member of ASCAP. The same data contained in the ACE database is also available on DVD and can be purchased at a cost of \$5.00 by written request to: ASCAP, One Lincoln Plaza, New York, NY 10023, attn: Director of Repertory. More comprehensive records of the titles, dates of U.S. Copyright registration (if any), writers and current publishers or other copyright owners of all known works in the ASCAP repertory are available for public inspection at ASCAP's offices in New York City during regular business hours. You can also write or call ASCAP for information as to specific works: (866) 238-8997 or ASCAP, One Lincoln Plaza, New York, NY 10023 attn: Repertory Dept. - Clearance Section.

