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# Ticket Masters The Rise Of The Concert Industry And How The Public Got Scalped

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The Senior  
The Price of the Ticket  
The Untold Story of Hollywood's Creative Artists Agency  
Ticket Masters  
Rockonomics  
Train Your Mind for Peace and Purpose Every Day  
The Devil's Tickets  
A Practical Guide to Creating, Selling, Organizing, and Staging Concerts  
Noises Off  
The Rise of the Concert Industry and How the Public Got Scalped  
Artist Management for the Music Business  
A Vengeful Wife, a Fatal Hand, and a New American Age  
Bang Your Head  
Negotiating As If Your Life Depended On It  
EntreLeadership  
A Backstage Tour of What the Music Industry Can Teach Us about Economics and Life  
The Rise and Fall of Heavy Metal  
Think Like a Monk  
Megaballs  
20 Years of Practical Business Wisdom from the Trenches  
The Story behind Meredith Willson's The Music Man  
The Rise of the Concert Industry and How the Public Got Scalped  
My Amazing Year as a 59-Year-Old College Football Linebacker  
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Project Management for Musicians  
"But He Doesn't Know the Territory"  
Can't Hurt Me  
And Other Stories I'm Not Supposed to Tell  
Just the Ticket!  
My Life Inside Rock And Out  
The Rise of the Concert Industry and How the Public Got Scalped  
My 50 Years in Show Business  
Barack Obama and Rise and Decline of Black Politics  
They Call Me Jesus  
Lucky Ticket  
The Rise and Fall of Information Empires  
Never Split the Difference

Queens Reigns Supreme  
The Master of the World

*Ticket Masters The Rise  
Of The Concert Industry* Downloaded from  
*And How The Public Got* [process.ogleschool.edu](http://process.ogleschool.edu) by  
*Scalped* guest

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## **BRIANA SULLIVAN**

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The Senior Da Capo Press

Chronicles the story of the modern concert industry, revealing the origins, development and ongoing strategies of such companies as Ticketmaster, Live Nation and StubHub and numerous independent competitors.

**The Price of the Ticket** BoD – Books on Demand

Relates the true story of Myrtle Bennett, who murdered her philandering husband over a game of bridge in 1929, and the dramatic courtroom trial that made Ely Culbertson, who provided color commentary of the proceedings, a card game celebrity.

**The Untold Story of Hollywood's Creative Artists Agency** BEYOND BOOKS HUB

9 songs arranged to be easy-to-play on electronic keyboards. Titles include: All I Ask of You \* Angel of Music \* Masquerade \* The Music of the Night \* The Phantom of the Opera \* The Point of No Return \* Prima Donna \* Think of Me \* Wishing You Were Somehow Here Again.

Ticket Masters Anchor

Offering in-depth profiles of a wide variety of bands and performers, this revealing, candid look at the world of heavy metal music draws on personal interviews and anecdotes to chronicle the outrageous personalities of heavy metal, covering such legendary performers as Metallica, Ratt, Van Halen, Twisted Sister, Black Sabbath, Guns n' Roses, and many others. Original. 20,000 first printing.

Rockonomics Oxford University Press

From New York Times bestselling author and nationally syndicated talk radio host Dave Ramsey comes the secret to how he grew a multimillion dollar company from a card table in his living room. If you're at all responsible for your company's success, you can't just be a hard-charging entrepreneur or a motivating, encouraging leader. You have to be both! Dave Ramsey, America's trusted voice on money and business, reveals the keys that grew his company from a one-man show to a multimillion-dollar business—with no debt, low turnover, and a company culture that earns it the "Best Place to Work" award year after year. This book presents Dave's playbook for creating work that matters; building an incredible group of passionate, empowered team members; and winning the race with steady momentum that will roll over any obstacle. Regardless of your business goals, you'll discover that anyone can lead any venture to unbelievable growth and prosperity through Dave's common sense, counterculture, EntreLeadership principles!

*Train Your Mind for Peace and Purpose Every Day* Villard

The instant #1 New York Times bestseller! "It's the best memoir I've ever read." —Oprah Winfrey "Will Smith isn't holding back in his bravely inspiring new memoir . . . An ultimately heartwarming read, Will provides a humane glimpse of the man behind the actor, producer and musician, as he bares all his insecurities and trauma." —USA Today Winner of the NAACP Image Award for Outstanding Literary Achievement One of the most dynamic

and globally recognized entertainment forces of our time opens up fully about his life, in a brave and inspiring book that traces his learning curve to a place where outer success, inner happiness, and human connection are aligned. Along the way, Will tells the story in full of one of the most amazing rides through the worlds of music and film that anyone has ever had. Will Smith's transformation from a West Philadelphia kid to one of the biggest rap stars of his era, and then one of the biggest movie stars in Hollywood history, is an epic tale—but it's only half the story. Will Smith thought, with good reason, that he had won at life: not only was his own success unparalleled, his whole family was at the pinnacle of the entertainment world. Only they didn't see it that way: they felt more like star performers in his circus, a seven-days-a-week job they hadn't signed up for. It turned out Will Smith's education wasn't nearly over. This memoir is the product of a profound journey of self-knowledge, a reckoning with all that your will can get you and all that it can leave behind. Written with the help of Mark Manson, author of the multi-million-copy bestseller *The Subtle Art of Not Giving a F\*ck*, Will is the story of how one person mastered his own emotions, written in a way that can help everyone else do the same. Few of us will know the pressure of performing on the world's biggest stages for the highest of stakes, but we can all understand that the fuel that works for one stage of our journey might have to be changed if we want to make it all the way home. The combination of genuine wisdom of universal value and a life story that is preposterously entertaining, even astonishing, puts Will the book, like its author, in a category by itself. *The Devil's Tickets* Bloomsbury

### Publishing

Your hard work is paying off. You are doing well in your field. But there is something standing between you and the next level of achievement. That something may just be one of your own annoying habits. Perhaps one small flaw - a behaviour you barely even recognise - is the only thing that's keeping you from where you want to be. It may be that the very characteristic that you believe got you where you are - like the drive to win at all costs - is what's holding you back. As this book explains, people often do well in spite of certain habits rather than because of them - and need a "to stop" list rather than one listing what "to do". Marshall Goldsmith's expertise is in helping global leaders overcome their unconscious annoying habits and become more successful. His one-on-one coaching comes with a six-figure price tag - but in this book you get his great advice for much less. Recently named as one of the world's five most-respected executive coaches by Forbes, he has worked with over 100 major CEOs and their management teams at the world's top businesses. His clients include corporations such as Goldman Sachs, Glaxo SmithKline, Johnson and Johnson and GE.

### A Practical Guide to Creating, Selling, Organizing, and Staging Concerts

Samuel French, Inc.

In *The Price of the Ticket*, Fred Harris contends that Obama's success has, in reality, exacted a negative price. His victory has not only utterly transformed the forms of black politics that emerged in the 1960s and which laid the foundation for his eventual ascendance, Harris claims-it has profoundly weakened them.

*Noises Off* Simon & Schuster

With the price of admission, you are

guaranteed a one-way ticket to hell. There's no deal on Earth like it. Do you want to spend eternity in the Kingdom of darkness but don't want to have to commit any real sins like murder or sodomy? Never before has this kind of deal been offered. All you have to do is pay the fee to purchase this book and your afterlife will be secured no matter how many orphans you feed or puppies you pet. Claim your ticket to Hell with proof of purchase over at [www.RottingHorse.com](http://www.RottingHorse.com) A parody of parables for the new ages. Join Jesus Christ on an adventure throughout the centuries as he joins forces with an unlikely immortal ally to expose the true faces of evil who call themselves, The Craftsmen. Enjoy this timeless tale of revenge and denial as Jesus delivers his own brand of holy justice. This exclusive early edit is available now for those who want to experience the artistic process. There are typos and other issues in this novel but none that we find too critical to stop us from letting you take a look behind the curtain. The final product may be very different (i.e. changing the the book from present tense to past tense is a strong consideration) from what you purchase here. You can get the whole thing free as a PDF directly from [www.RottingHorse.com](http://www.RottingHorse.com) What's really being sold here is your soul.

### **The Rise of the Concert Industry and How the Public Got Scalped**

Penguin The only book that looks at the business of concert promotion. Concerts are part art, part party—and a big part business. This Business of Concert Promotion and Touring is the first to focus on that all-important business aspect, from creating a show, to selling a show, to organizing the show, to staging the show. Working with venues, personnel, booking, promoting, marketing, publicity, public

relations, financial management, and much more are covered in this indispensable one-volume resource. And the ideas and techniques explained here can be used for every type of concert promotion, including college shows, artist showcases, club gigs, as well as major events handled by local promoters, nationwide promoters, and worldwide promoters. Concert promoters and tour managers at every level need to know This Business of Concert Promotion and Touring

### **Artist Management for the Music Business**

U of Minnesota Press

Narrative of the Life of Frederick

Douglass First published in 1845,

Narrative of the Life of Frederick

Douglass is an eye-opening depiction of

American slavery. Part autobiography,

part human-rights treatise, it describes

the everyday horrors inflicted on captive

laborers, as well as the strength and

courage needed to survive. Narrative of

the Life of Frederick Douglass Born into

slavery on a Maryland plantation in

1818, Frederick Douglass spent years

secretly teaching himself to read and

write—a crime for which he risked life

and limb. After two failed escapes,

Douglass finally, blessedly boarded a

train in 1838 that would eventually lead

him to New York City and freedom.

Narrative of the Life of Frederick

Douglass Few books have done more to

change America's notion of African

Americans than this seminal work.

Beyond its historical and social

relevancy, it is admired today for its

gripping stories, the intensity of spirit,

and heartfelt humanity. Narrative of the

Life of Frederick Douglass This ebook

has been professionally proofread to

ensure accuracy and readability on all

devices. Narrative of the Life of Frederick

Douglass Born into a life of bondage,

Frederick Douglass secretly taught himself to read and write. It was a crime punishable by death, but it resulted in one of the most eloquent indictments of slavery ever recorded. His gripping narrative takes us into the fields, cabins, and manors of pre-Civil War plantations in the South and reveals the daily terrors he suffered. Narrative of the Life of Frederick Douglass Written more than a century and a half ago by a Black man who went on to become a famous orator, U.S. minister to Haiti, and leader of his people, this timeless classic still speaks directly to our age. It is a record of savagery and inhumanity that goes far to explain why America still suffers from the great injustices of the past. Narrative of the Life of Frederick Douglass A Vengeful Wife, a Fatal Hand, and a New American Age Createspace Independent Publishing Platform "As finely worked as a Swiss watch and as funny as the human condition permits..the zigzag brilliance of the text as the clunky lines of the farce-within-a-farce rub against the sharp dialogue of reality" Guardian A play-within-a-play following a touring theatre company who are rehearsing and performing a comedy called Nothing On, results in a riotous double-bill of comedic craft and dramatic skill. Hurtling along at breakneck speed it shows the backstage antics as they stumble through the dress-rehearsal at Weston-super-Mare, then on to a disastrous matinee at Ashton-under-Lyne, followed by a total meltdown in Stockton-on-Tees. Michael Frayn's irresistible, multi-award-winning backstage farce has been enjoyed by millions of people worldwide since it premiered in 1982 and has been hailed as one of the greatest British comedies ever written. Winner of both Olivier and Evening Standard Awards for Best

Comedy. This edition features a new introduction by Michael Blakemore. *Bang Your Head* Taylor & Francis "A clear, comprehensive look at a murky business." —The Wall Street Journal Your favorite band has just announced their nationwide tour. Should you pay to join their fan club and get in on the pre-sale? No, you decide to wait. But the on-sale date arrives, and the site is jammed. You can't get on—and the concert is sold out in six minutes. What happened? What now? Music journalists Dean Budnick and Josh Baron chronicle the behind-the-scenes history of the modern concert industry. Filled with entertaining rock-and-roll anecdotes about The Rolling Stones, The Grateful Dead, Pearl Jam, and more—and charting the emergence of players like Ticketmaster, StubHub, Live Nation, and Outbox—Ticket Masters will transfix every concertgoer who wonders just where the price of admission really goes. This edition has an updated epilogue that covers recent industry developments.

Negotiating As If Your Life Depended On It Thomas Nelson

A debut collection of stories announcing an intelligent, vibrant and highly original Australian-Vietnamese voice in contemporary literature.

**EntreLeadership** Simon and Schuster A New Yorker and Fortune Best Book of the Year "A must-read for all Americans who want to remain the ones deciding what they can read, watch, and listen to." —Arianna Huffington Analyzing the strategic maneuvers of today's great information powers—Apple, Google, and an eerily resurgent AT&T—Tim Wu uncovers a time-honored pattern in which invention begets industry and industry begets empire. It is easy to forget that every development in the history of the American information

industry—from the telephone to radio to film—once existed in an open and chaotic marketplace inhabited by entrepreneurs and utopians, just as the Internet does today. Each of these, however, grew to be dominated by a monopolist or cartel. In this pathbreaking book, Tim Wu asks: will the Internet follow the same fate? Could the Web—the entire flow of American information—come to be ruled by a corporate leviathan in possession of "the master switch"? Here, Tim Wu shows how a battle royale for the Internet's future is brewing, and this is one war we dare not tune out.

**A Backstage Tour of What the Music Industry Can Teach Us about Economics and Life** HarperCollins

The works of James Baldwin constitute one of the major contributions to American literature in the twentieth century, and nowhere is this more evident than in *The Price of the Ticket*, a compendium of nearly fifty years of Baldwin's powerful nonfiction writing. With truth and insight, these personal, prophetic works speak to the heart of the experience of race and identity in the United States. Here are the full texts of *Notes of a Native Son*, *Nobody Knows My Name*, *The Fire Next Time*, *No Name in the Street*, and *The Devil Finds Work*, along with dozens of other pieces, ranging from a 1948 review of *Raintree Country* to a magnificent introduction to this book that, as so many of Mr. Baldwin's works do, combines his intensely private experience with the deepest examination of social interaction between the races. In a way, *The Price of the Ticket* is an intellectual history of the twentieth-century American experience; in another, it is autobiography of the highest order.

*The Rise and Fall of Heavy Metal*

Random House Australia

A former international hostage negotiator for the FBI offers a new, field-tested approach to high-stakes negotiations—whether in the boardroom or at home. After a stint policing the rough streets of Kansas City, Missouri, Chris Voss joined the FBI, where his career as a hostage negotiator brought him face-to-face with a range of criminals, including bank robbers and terrorists. Reaching the pinnacle of his profession, he became the FBI's lead international kidnapping negotiator. *Never Split the Difference* takes you inside the world of high-stakes negotiations and into Voss's head, revealing the skills that helped him and his colleagues succeed where it mattered most: saving lives. In this practical guide, he shares the nine effective principles—counterintuitive tactics and strategies—you too can use to become more persuasive in both your professional and personal life. Life is a series of negotiations you should be prepared for: buying a car, negotiating a salary, buying a home, renegotiating rent, deliberating with your partner. Taking emotional intelligence and intuition to the next level, *Never Split the Difference* gives you the competitive edge in any discussion.

Think Like a Monk Da Capo Press

Alan Krueger, a former chairman of the president's Council of Economic Advisers, uses the music industry, from superstar artists to music executives, from managers to promoters, as a way in to explain key principles of economics, and the forces shaping our economic lives. The music industry is a leading indicator of today's economy; it is among the first to be disrupted by the latest wave of technology, and examining the ins and outs of how



musicians create and sell new songs and plan concert tours offers valuable lessons for what is in store for businesses and employees in other industries that are struggling to adapt. Drawing on interviews with leading band members, music executives, managers, promoters, and using the latest data on revenues, royalties, streaming tour dates, and merchandise sales, *Rockonomics* takes readers backstage to show how the music industry really works--who makes money and how much, and how the economics of the music industry has undergone a radical transformation during recent decades. Before digitalization and the ability to stream music over the Internet, rock stars made much of their income from record sales. Today, income from selling songs has plummeted, even for superstars like James Taylor and Taylor Swift. The real money nowadays is derived from concert sales. In 2017, for example, Billy Joel earned \$27.4 million from his live performances, and less than \$2 million from record sales and streaming. Even Paul McCartney, who has written and recorded more number one songs than anyone in music history, today, earns 80 percent of his income from live concerts. Krueger tackles commonly asked questions: How does a song become popular? And how does a new artist break out in today's winner-take-all economy? How can musicians and everyday workers earn a living in the digital economy?

*Megaballs* ECW Press

A Tribe Called Quest • Beastie Boys • De La Soul • Eric B. & Rakim • The Fugees • KRS-One • Pete Rock & CL Smooth • Public Enemy • The Roots • Run-DMC • Wu-Tang Clan • and twenty-five more hip-hop immortals It's a sad fact: hip-hop album liners have always been reduced

to a list of producer and sample credits, a publicity photo or two, and some hastily composed shout-outs. That's a damn shame, because few outside the game know about the true creative forces behind influential masterpieces like PE's *It Takes a Nation of Millions*. . . , De La's *3 Feet High and Rising*, and Wu-Tang's *Enter the Wu-Tang* (36 Chambers). A longtime scribe for the hip-hop nation, Brian Coleman fills this void, and delivers a thrilling, knockout oral history of the albums that define this dynamic and iconoclastic art form. The format: One chapter, one artist, one album, blow-by-blow and track-by-track, delivered straight from the original sources. Performers, producers, DJs, and b-boys—including Big Daddy Kane, Muggs and B-Real, Biz Markie, RZA, Ice-T, and Wyclef—step to the mic to talk about the influences, environment, equipment, samples, beats, beefs, and surprises that went into making each classic record. Studio craft and street smarts, sonic inspiration and skate ramps, triumph, tragedy, and take-out food—all played their part in creating these essential albums of the hip-hop canon. Insightful, raucous, and addictive, *Check the Technique* transports you back to hip-hop's golden age with the greatest artists of the '80s and '90s. This is the book that belongs on the stacks next to your wax. "Brian Coleman's writing is a lot like the albums he covers: direct, uproarious, and more than six-fifths genius." —Jeff Chang, author of *Can't Stop Won't Stop* "All producers and hip-hop fans must read this book. It really shows how these albums were made and touches the music fiend in everyone." —DJ Evil Dee of Black Moon and Da Beatminerz "A rarity in mainstream publishing: a truly essential rap history." —Ronin Ro, author of *Have Gun Will*

Travel

20 Years of Practical Business Wisdom from the Trenches Hal Leonard

Corporation

"As a child, Bill Graham fled Europe to escape Hitler's armies. He grew up on the streets of New York and in the dining rooms of the hotels in the Catskills. After failing as an actor, he headed for San Francisco right before the Summer of Love where he founded the Fillmore and launched the rock icons of a generation--Janis Joplin, Otis Redding, Jefferson Airplane, Cream, the Grateful Dead, and more. He was a complex, caring,

compassionate whirlwind of energy who rock stars either loved--or hated. In his own voice and those of the people who knew him--Jerry Garcia, Keith Richards, Grace Slick, Ken Kesey, Eric Clapton, Pete Townshend, and Carlos Santana--we hear Bill's story as well as the scoop on the major events in rock for more than three decades, ending with his tragic death in a 1991 helicopter crash. Gritty, moving, funny, and always fascinating, Bill Graham Presents is the inside story of the explosive and unforgettable man who created the business of rock" -- From Amazon.com.

Best Sellers - Books :

- [A Soul Of Ash And Blood: A Blood And Ash Novel \(blood And Ash Series\) By Jennifer L. Armentrout](#)
- [Kindergarten, Here I Come!](#)
- [A Court Of Silver Flames \(a Court Of Thorns And Roses, 5\)](#)
- [We'll Always Have Summer \(the Summer I Turned Pretty\) By Jenny Han](#)
- [If He Had Been With Me By Laura Nowlin](#)
- [The Four Agreements: A Practical Guide To Personal Freedom \(a Toltec Wisdom Book\)](#)
- [Girl In Pieces By Kathleen Glasgow](#)
- [Tomorrow, And Tomorrow, And Tomorrow: A Novel](#)
- [It Starts With Us: A Novel \(2\) \(it Ends With Us\)](#)
- [Meditations: A New Translation](#)