DEALING DIRECT



Licensing Enquiries 1300 852 388 licence@apra.com.au www.apraamcos.com.au

DEALING DIRECTLY WITH SONGWRITERS AND MUSIC PUBLISHERS

You don't have to go through APRA to legally play music - you can also deal directly with the APRA songwriters or publishers of the songs you wish to use.

Usually it's easier to go through us - we control performing rights in all songs written or published by our members and can grant you a blanket licence to perform or play all the songs we control.

But sometimes it can be easier to deal direct - for example:

- if you want to use a particular song as music on hold or on your website
- if you have booked a band for your venue and it will play only its own material (no covers)
- if you organise an event where only a few works will be performed and the songwriters have a connection with the event (for example, a charity concert)

If you want to deal directly with particular APRA members, you can ask them to contact APRA to discuss our Licence Back or Opt Out schemes. These are explained in the Music Creators section of this website under *Managing your Rights*.

Obtaining an Opt Out or Licence Back is simple, but APRA members applying for them must make sure that all parties with an interest in the song (any other writers or publishers) agree to the arrangement.

If you choose to deal directly, you may not require a licence from APRA at all. Alternatively you may qualify for a reduction in your APRA blanket licence fees.

Contact your Licensing Representative to discuss this and any other questions you may have about dealing directly with songwriters and music publishers.

