

## Frequently Asked Questions

The following FAQs may help answer any queries you have before submitting your music to Mango Reel. If you need further information or advice please contact us using the details at the end of this guide.

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### 1. What is Music Licensing?

Put simply 'Music Licensing' is the forming of an agreement with one of our customers giving them the permission to use your music for a fee. The Music License fee is based on the duration, usage and distribution of your music.

### 2. Will I still be able to use my music elsewhere?

Yes. Our agreement is non-exclusive. This means you retain all the rights to your music and are free to work with other third party licensing vendors, recording labels, promoters, or management companies.

### 3. How much does it cost?

We do not charge our artists. We split the licensing fee 50 / 50 with you and you keep all the rights and back end royalties. As we only get paid when we license your music there are no hidden or upfront costs involved.

### 4. How long does the agreement last?

Our licensing agreement lasts for an initial 12 month period and is normally renewed automatically each year from that date. You may end the agreement at any time by giving us 90 days notice of termination.

### 5. Who needs to sign the agreement?

When you sign the agreement you will need to appoint an Artist Representative. This may be an individual (band member / artist) or entity (publishing company / label) with whom Mango Reel will work with on behalf of the rights holder(s).

In addition, any person who has rights to any of the songs represented must sign the agreement. This can include any person or company who can have a claim to the copyright of your composition or master recording – such as writers, co-writers, record company, or your music publishing company. If you are unfamiliar with music

rights ownership and the copyrights affecting your work we strongly suggest you spend time researching this before entering any licensing agreements.

Failure to disclose, or the infringement of copyrights, is a serious offence and will normally result in legal action against you. In recent years, numerous high profile cases have proven this to be a costly exercise and you as the artist will be responsible for any fees or costs incurred. Ignorance of copyright law (or its infringement) is not a valid legal defence.

## **6. What if I get signed to a label with exclusive rights ownership?**

Should you become a superstar - and your record company get assigned all rights to your music - you will need to give us 90 days notice of termination of the licensing agreement. This will give us the chance to remove your music from our catalogue and protect any licensing agreements that we may already be negotiating on your behalf.

## **7. Will you ask my permission before licensing my music to customers?**

No. By signing the agreement you give us permission to license your music to our customers on your behalf. We will negotiate the license fee based on our professional experience and understanding of the project usage, duration and distribution. This means we can license and deliver your music instantly giving us (and you) a competitive advantage over our competitors.

If you have objections to your music being licensed for specific uses then you will need to inform us when submitting material for consideration. In some cases (but rarely) this can affect the suitability of your music in our catalogue.

It is our policy to work with professional organisations, and brands.

## **8. Does Mango Reel collect my back-end royalties?**

No. We collect the license fees on your behalf directly from the customer. As you do not assign any of the rights of your music to us, any back-end royalties from broadcast performance or mechanical rights need to be collected via your performing rights organisation.

For us to collect royalties on your behalf you would need to assign us ownership of your music publishing rights. Whilst this could be very lucrative for Mango Reel (and is usual for most licensing companies) it would affect what you are able to do with your music elsewhere. This works against the concept of Mango Reel.

However, we will attempt to gather cue sheet information from our customers for any music that will be broadcast. This will enable you to file the correct information with your PRO.

## **9. Do I need to join a PRO (ASCAP, BMI, SESAC, PRS, etc)?**

You do not need to be a member of a Performing Rights Organisation to submit music to Mango Reel. However, if your music is broadcast on TV, film, radio etc you may be missing a considerable amount of potential income.

Many PROs allow you to claim royalties retrospectively with proof of broadcast. If you are not a member of a PRO, but join after your music has been included in our catalogue, please send us the details so we can update our records. This will ensure the right information is given to our customers when licensing your music, and help your back-end royalty claims.

Visit the PRO websites for further information.

## **10. Why don't you pay me if my balance is less than £10.00 GBP?**

We incur administrative costs and charges to process your payments. To help minimise these expenses it is our policy to only process these when your balance is greater than £10.00 GBP. We will automatically roll your balance on to the next payment quarter.

## **11. Do I pay TAX on any royalties paid by Mango Reel?**

Yes. Mango Reel will provide you with a statement detailing any licenses negotiated and associated fees paid at the end of each calendar year. It is your responsibility to declare and pay any taxes associated with these payments.

## **12. Can I submit music if I am represented by a music label / publisher / manager?**

Yes. If the label / publisher / manager is set up as the Artist Representative, our agreement will be with them. We will need confirmation that they are happy for Mango Reel to promote and license your music on their behalf.

## **13. Can I submit cover songs?**

No. Mango Reel promotes original music.

At times we are briefed to search for 'sound-a-likes', or songs that are close in recording style to a well known track. This is normally because the original is prohibitively expensive to license from the record company. In this case we will contact our artists that we feel best suit the brief.

#### 14. What if my music contains samples?

For copyright reasons we will not accept any songs that contain samples, quotes, or any part of another artist's copyrighted work. Please review your music before submitting it to us. Failure to do so will result in Mango Reel removing all of your work from our catalogue – and normally ends in expensive legal disputes between you and the original copyright holder.

#### 15. How should I send my music?

We accept songs in WAV or AIFF format delivered on CD. All music must be presented to a high standard of recording and broadcast quality.

Do you want your crackly demos airing to millions on TV? Our clients don't!

#### 16. How long will it take to be accepted by Mango Reel?

We review and respond to every submission we receive. Due to the number of requests each week this can take some time - so please be patient. As soon as we've accepted your music and got all the forms and agreements signed and returned from you, we will actively promote your music within our catalogue.

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### Contact Information:

Mango Reel is a boutique music production house based in the UK. We deliver high quality music and sound design for TV promos, film trailers, video games and advertising.

For general enquiries:

Email [info@mangoreel.com](mailto:info@mangoreel.com)

For Artist Submission enquiries:

Email [submit@mangoreel.com](mailto:submit@mangoreel.com)