



Guest Speaker:

Anjan Shah

Executive Producer
Capitol Quartet, LLC

Experience:

- Founder and Executive Producer, the Capitol Quartet, LLC
- Founder, Shakti Media
- Founder, Rhythm Communications
- Producer/performer, 4 CD recordings
- Contributing Writer, *Instrumentalist Magazine*
- Featured guest artist with major symphony orchestras throughout the US
- Has performed with Johnny Mathis, Natalie Cole, Linda Ronstadt, Jeff Tyzik, Marvin Hamlisch, Maureen McGovern, Michael Feinstein, Peter Nero, Ben Vereen, Hilary Hahn and Keith Brion
- Has presented music business seminars to students and faculty at a variety of colleges/universities throughout the US
- Performing Artist, Sponsored by the Yamaha Corporation of America

Education:

- MBA currently underway, Loyola College
- Master of Music, University of Illinois
- Bachelor of Music, Michigan State University
- Officer Candidates School, United States Marine Corps

Entrepreneurship and the Music Industry: Putting Dinner on the Table and Doing What You Love

Saxophonist Anjan Shah will present a “behind the scenes” look at the business side of a performing career. This informative and thought provoking session will explore the state of today’s music business and uncover the opportunities to succeed.

Today managers, booking agents, publishers, music technology innovators, and artists can enter the music business almost effortlessly. However, in order to succeed, they MUST combine their passion for music with sound entrepreneurial and business principles. This session will touch on Music Economics and the Marketplace, Understanding your “Product” and who the consumers are, Basic Principles of Marketing for the Music Business, Artist Management, Contracts, Pricing for performing services and much, much more.

This is a “can’t miss” session for aspiring performers who want to eat while doing what they love!

February 27, 2006

12 - 1 p.m. • University Center • Room 310

Contact Vivian Armor at armor@umbc.edu for more information or visit us at www.umbc.edu/entrepreneurship/speakers.

Speaker Series

The Entrepreneurship Speaker Series provides a monthly platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, staff, alumni and the Baltimore business community. The series highlights experiences, lessons learned and unique issues and challenges faced by entrepreneurs in the creation of a new enterprise.

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