

The **aeaa** Board Members

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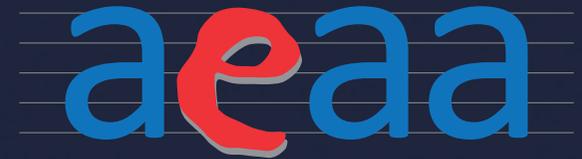
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ASSOCIATION EUROPÉENNE DES AGENTS ARTISTIQUES
EUROPEAN ASSOCIATION OF ARTIST MANAGERS
EUROPÄISCHER VERBAND DER KONZERTDIREKTIONEN

AUSTRIA
BELGIUM
CZECH REPUBLIC
DENMARK
FRANCE
GERMANY
HUNGARY
ITALY
NETHERLANDS
POLAND
RUSSIA
ROMANIA
SWITZERLAND
SPAIN
UNITED KINGDOM
TURKEY

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Photo of the board members from left to right:

Pawel Orski, Zdenka Kachlová,
Réda Sidi-Boumedine, Giovanna Losco,
Vladimir Dedyukhin, Andreas Kirchner

The **Association Européenne des Agents Artistiques (aeaa)** currently has more than 75 members from 18 countries and represents more than 4000 artists worldwide.

The **aeaa** was founded in 1947 after the Second World War to build a strong network of European artist managers based on the idea of a Europe united by culture and camaraderie as well as trust. This goal remains highly relevant.

aeaa Membership Benefits

Within this collegial network

- personal questions of members can be discussed with top experts in the fields of European law affecting our business, such as commissions, VAT, work permits and visa applications, social security law, travel with instruments, copyright, data protection
- possible problems in dealing with colleagues, organizers and artists can be resolved
- best practices for management and engagement contracts set out
- solutions exchanged for digital work with databases, websites and social media.

The Association's size restriction to a manageable group of artists' agents as full members enables an intensive exchange at the annual meetings, which take place in alternating and varied European cities.

The specific framework conditions in the cultural life of the respective city, region or country are presented by high-ranking personalities and there are further networking opportunities at meetings with local colleagues and organisers.

An important prerequisite for **aeaa** membership is the recognition of the Code of Practice as the ethical basis for all professional activities. This was developed together with IAMA as a seal of quality for the members of both institutions.

CMA

The implementation of these principles is visible in 'Who Represents Whom', the Classical Music Artists' Directory, www.ClassicalMusicArtists.com, which lists

more than 8500 artists and ensembles represented by managements which are members of either **aeaa** or IAMA. Given that every artist is exclusively managed by only one agency per country / territory, this online directory automatically prevents clashes and permits the question of representation to be unambiguously clarified. It is thus a relevant and unique source of information for orchestras, festivals and other presenters. Since its inception, the CMA has been able to settle over 1,000 disputes.

Application for aeaa Membership

The **aeaa** is open to any artists' manager or duly qualified and experienced person who is established in the classical music industry. Membership is granted to an individual and not to a company, to stress the importance of collaboration on a personal level. This is a hallmark that distinguishes the aeaa from other networks.

The application requires three steps:

- Obtain the support of four **aeaa** members ("sponsors"), two of whom (if possible) should be from the applicant's country, and submit the request in writing to the President
- Subsequently, the President informs all **aeaa** members of the new application
- If no objections are raised by any member within a given period, the membership is approved by the Board

In case of objections, the admission will be postponed to the next General Assembly, at which the members must vote by a two-thirds majority to admit the applicant.

Membership types and fees:

Full member: 480 EUR. Please find further information about other membership types on the **aeaa** website. Each full member is requested to pay the annual membership contribution plus the obligatory annual CMA levy. The amount of the levy depends on the number of artists listed and currently starts at 68 GBP for 0–20 artists.

The Code of Practice:

The members of the Association recognize that the Articles laid down in their Code of Practice are an expression of their wish to maintain a high ethical standard in all their professional dealings. Throughout this document, the use of the masculine shall be deemed also to cover the feminine. The term "agent" shall be deemed to cover all full members of the Association, whether acting as agents or managers.

Article 1

This Code of Conduct forms an integral part of the conditions for membership of the Association and all members agree to abide by it.

Article 2

When entering into representation of an artist, member agents are obliged to confirm their agreement in writing, either in a formal contract or in letter form. The agreement shall be fair and reasonable and shall specify the amount of any commission to be paid to the agent, the agent's right to commission upon termination, the commissionable activities, any expenses to be reclaimed by the agent from the artist, the applicable territory, any exclusivity, the term and the procedure for termination.

Article 3

Agents shall not state that they act on behalf of an artist without the artist's prior approval, or if there is a general manager, without the general manager's written approval.

Article 4

When an agent is in receipt of money on behalf of an artist, such money must always be properly accounted for and held and distributed in accordance with the governing laws of the country in which the agent is based, unless mutually agreed otherwise in writing.

Article 5

An agent who is acting as a general manager shall not replace a local manager without the prior approval of the artist.

Article 6

When promoting their services, agents will at all times maintain the highest ethical standards and will not harass or pressurize artists. An agent will not make disparaging remarks about another agent to an artist with a view to acquiring the artist's representation.

Article 7

Where an agent is engaged by an artist to replace another agent, incoming agents shall use their best endeavours to ensure that the artist honours all reasonable contractual obligations entered into with the outgoing agent. The incoming agent shall not knowingly encourage the artist to break existing agreements, which should only be altered by negotiation and if there is agreement between the parties.

Article 8

An agent should avoid potential conflicts of interest if undertaking work (for example as promoter, programming consultant or for competitions) which would influence his activities as an agent or loyalty towards the artists.

Article 9

Any split of commissions between agents should be agreed upon in writing in advance.

Article 10

When agents are asked for information about an artist whom they do not represent, they shall give the name and details of the agent representing such an artist or advice on where to find the relevant information.

Article 11

It is the responsibility of the agent to ensure a high level of professional competence and a full understanding of all relevant legislation.

Article 12

Any complaint made against a member of the Association in relation to a breach of this Code shall be dealt with by the Board of the Association in accordance with the Association's current procedure, a copy of which is available to members upon request.