

## Board Members



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**European Association of  
ARTIST MANAGERS**

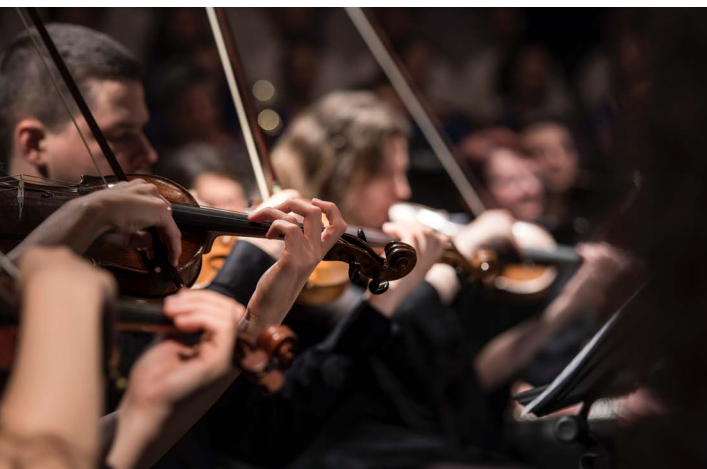
*European network in classical music  
since 1947*

The Association Européenne des Agents Artistiques (aeaa) currently has more than 70 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.

### 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 while advocating a Code of practice and engagement contracts set out
- Solutions exchanged for digital work with databases, websites and social media
- Increase the visibility of members within a network of highly accredited professionals in the European music market
- Improve one's vision, professional skills and business by sharing experiences, projects and ideas
- Have concrete opportunities for dialogue and support on the main issues of our business.



## CLASSICAL MUSIC ARTISTS' DIRECTORY (CMA)

The implementation of these principles is visible in 'Who Represents Whom', the Classical Music Artists' Directory, [www.ClassicalMusicArtists.com](http://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.

Application for membership should be addressed to the office of the President and must be sponsored by four members of the Association at least two of which are citizens of countries other than that of the candidate.

## CODE OF PRACTICE

The joint Code of Practice between the Association Européenne des Agents Artistiques (AEAA) and the International Artist Managers' Association (IAMA) was the initiation of Virginia Braden and Peter Alferink, both former members and Presidents of these associations. It was approved in 2002 and is translated into French, German, Italian, Spanish, Japanese and Chinese and is freely distributed to the membership for their benefit.

The members of the Association recognise that the Articles laid down in this Code of Practice are an expression of their wish to maintain a high ethical standard in all their professional dealings.

*Please see our detailed Code of practice on our website.*



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.

75th Anniversary's General Assembly in Brussels in 2022

