AboveAndBeyondMusic.net Founder and Owner
Gary Gray

Board of Directors:
Gary Gray
Board Observers:
Deb Wolf
Greater Alexander

CEO - Gary Gray

SNR VP
Sean Babila

VP Pers, Comm & Mktng
Dale Proctor

VP Treasury, Production & QC
David Forlano

VP Public Relations
Joseph De Natale

D/VP PRODUCTION
Matt Staples

Executive Div Director
Gary Gray HFA

Dir.of Communications
Dan Ahrens

Marketing & Sales Dir.
Peter Angelos

Treasury Director
David Forlano HFA

IT Director
Matt Staples HFA

Songwriting Director
Matt Staples HFA

Director of Production
Matt Staples HFA

Director of Visual Media
Jay Isaacson

Director of Licensing
Matt Staples HFA

Dir. of Quality Control
Kristin Allen-Farmer

Dir. of Public Relations
Joseph De Natale HFA

The 5 production divisions below are laid out as an assembly line, a flow-chart, moving left to right - not only for the company as a whole, but for each individual as well. You will notice that these are the steps (4A thru 4E) that each individual composer / songwriter / producer / engineer necessarily traverses in order to get out a product for music licensing. Each production division houses a department of training, geared for that division's very specialized skill. Training of company personnel regarding their jobs and company responsibilities is done in Division 5 in the Dept of Review & Corrections. When personnel first start their jobs, their short initial training is done in the Dept of HR. It is in the Division of Production & Engineering that the team assisting the founder in setting up and organizing critiques operates. The Founder will do all critiques personally until such time as additional personnel are fully trained to do so.

Executive
DIVISION 7

Effective leadership is required for a company to run smoothly, produce its products viably and deliver its products and services to individuals and the community in high quality, and to achieve its mission.

The Executive Division oversees, manages and coordinates all aspects of the organization so that it is expanding, economically viable, and true to its mission.

Here company policy is set and enforced, legal affairs are handled, and planning is strategized. Special Projects regarding beta-testing possible new ventures are carried out directly under the CEO.

Communications
DIVISION 1

Any company must continuously grow by hiring and training personnel and by ensuring communication channels are kept operational internally and externally, while maintaining standards within the organization.

The Communications Division is responsible for hiring, communications systems, communication flow, statistics and maintaining a high level of ethical behavior among personnel.

Promotion, Marketing & Sales
DIVISION 2

Promotion, Marketing & Sales are vital elements of any company. In order to survive and expand, a group must make its products and services known to potential customers and ensure they are acquired in viable quantity.

The Promotion, Marketing & Sales Division makes the company's products and services widely known and demanded, creating a high volume of public obtaining them.

Treasury
DIVISION 3

The handling of a company's finances and assets is vital for its continued survival.

Proper financial governance by the Treasury Division gives the organization the equipment, buildings and wherewithal required to produce its products, deliver its services, remain solvent and thereby achieve its mission.

Solvency (or to be or remain solvent), means the capacity of a company to meet its short and long-term financial commitments.

If a company has enough assets to pay its bills, the company will survive.

Information Technology (IT)
DIVISION 4A

Regarding Computing Technology (Networking, Hardware, Software, The Internet, etc.), the Information Technology (IT) Division provides excellent quality products and services with no delay to end-users; internally and externally.

In terms of internal IT, this division closely coordinates with the Communications Division.

The Communications Division implements and oversees the ongoing management of the Communications Systems and Platforms that the IT Division Plans, Beta-Tests and Installs.

Songwriting & Composing
DIVISION 4B

The Songwriting and Composing Division provides excellent products and quality services with no delay to fellow members needing help with Songwriting and Composing.

The Dept of Songwriting Services supplies writers with apps, websites, materials and resources that assists each member to increase the quality and quantity of output, while the Dept of Music Theory Education helps each member master the most important foundation in the industry; Music Theory.

The Dept of Writing & Composing ensures we are all creating finished masterpiece songs & compositions.

Production & Engineering
DIVISION 4C

The Production & Engineering Division provides excellent products and quality services with no delay to fellow members needing help with Production & Engineering.

Here we see a strong focus on the revolutionary and proprietary materials, resources and workflows developed by the Founder of ABM which help each member increase their personal quality and speed of Production & Engineering; such as Mute Automation Checkerboard A/B'ing, Music Production Ear Training Exercises and our Shared Critiquing Platform, allowing all members to learn from each other's music with critiques by the Founder.

Visual Media
DIVISION 4D

The Visual Media Division provides excellent products and quality services with no delay to fellow members needing help with Video pre-production, production and post-production.

This Division enhances the careers of each member by assisting each member in creating their own graphics, music videos, showreels, front-end website materials, visual presentations, etc. -- all important elements for a successful music career and licensing placements.

Learning materials for visual media pre-production, production and post-production are available here.

Shopping & Placements
DIVISION 4E

The Shopping & Placements Division enhances the careers of each member by assisting each member in shopping their music to outside entities, as well as shopping music for members.

This Division qualifies & cultivates new potential end-users of music for licensing, which are discovered and brought aboard by the Division of Public Relations.

Once new prospects are qualified & cultivated, this division coordinates closely with the Department of Sales where deals are closed.

Quality Control
DIVISION 5

Sees that every product leaving the organization has the expected level of quality. Cares for and trains personnel so they become fully trained in all aspects of their jobs and company policy and technology and become competent, contributing personnel.

The Quality Control Division sees that all deliverables, organizational systems, and company personnel, pass the highest standards possible, and continually seeks to improve them all.

Public Relations
DIVISION 6

Div 6 handles broad public awareness, public relations, outreach activities and wide product distribution channels.

This Division works very closely with the Division of Shopping & Placements and the Division of Promotion, Marketing & Sales -- creating a pipeline for closing deals which follows this sequence:

1. Division 6 discovers new potential clients and introduces them to ABM.

2. Division 4E qualifies and cultivates prospects.

3. Division 2 closes prospects.

Director of Comm Assistant - Greg Goss

Office of the Founder	Legal Department	Office of the CEO	Department of HR	Dept of Communications	Dept of Inspections & Reports	Dept of Promotion & Marketing	Department of Publications	Department of Sales	Department of Income	Department of Disbursements	Dept of Records, Assets & Materiel	Dept of I/T Project Planning	Dept of I/T Beta-Testing	Dept of I/T Installation	Dept of Songwriting Services	Dept of Music Theory Education	Dept of Writing & Composing	Dept of Production Services	Dept of Music Production Training	Dept of Production & Engineering	Dept of Visual Media Services	Dept of Visual Media Training	Dept of Visual Media Production	Dept of Shopping Services	Dept of Shopping Training	Dept of Shopping & Placements	Dept of Examinations	Dept of Review & Corrections	Dept of Certifications & Awards	Dept of Public Information	Dept of New Client Services	Dept of Success
Founder - Gary Gray **Legal Officer - Gary Gray HFA** **CEO - Gary Gray** **Special Projects: Steve Dockendorf** **Special Projects: Sem Van Blerk**			**HR Officer - Paul Savage** **Comm Officer - Dan Ahrens HFA** **Inspections Officer - Dan Ahrens HFA**			**Promo & Mktng Officer - Peter A. HFA** **Pubs. Officer - Peter A. HFA** **Senior Account Rep - Peter A. HFA**			**Income Officer - David F. HFA** **Disbursement Officer - David F. HFA** **Records Officer - David F. HFA**			**IT Planning Officer - Matt S. HFA** **IT Beta-Testing Officer - Matt S. HFA** **IT Installation Officer - Matt S. HFA**			**Writer Services Officer - Matt S. HFA** **Music Theory Master - Matt S. HFA** **Lead Composer/Writer - Matt S. HFA**			**Prod. Services Officer - Matt S. HFA** **Master Prod/Engineer - Matt S. HFA** **Lead Prod/Engineer - Matt S. HFA**			**Media Services Officer - Matt S. HFA** **Visual Media Master - Matt S. HFA** **Lead Media Director - Matt S. HFA**			**Shopping Serv. Officer - Matt S. HFA** **Placement Master - Matt S. HFA** **Licensing Officer - Matt S. HFA**			**Examinations Officer - David F. HFA** **Review Officer - David F. HFA** **Officer of Certs & Awards - D. F. HFA**			**Examinations Officer - David F. HFA** **Review Officer - David F. HFA** **Certs & Awards Officer - David F. HFA**		
VALUABLE FINAL PRODUCT: **A Solvent, Viable and Growing Company.**			**VALUABLE FINAL PRODUCT:** **An Established Company Which Continues To Expand, With Hired, Posted, Trained and Productive Personnel.**			**VALUABLE FINAL PRODUCT:** **Sufficient Sales Volume to Ensure Income is Greater Than Outgo Plus Reserves.**			**VALUABLE FINAL PRODUCT:** **Preserved and Valuable Assets & Reserves.**			**VALUABLE FINAL PRODUCT:** **A High Quantity of Useful and Flawlessly Operating IT Systems and IT Products Delivered and Installed Within the Budget of ABM.**			**VALUABLE FINAL PRODUCTS:** **1. A High Quantity of Masterpiece Songs and Compositions Completed and Passed on to The Division of Production & Engineering for Recording.** **2. Songwriters and Composers Expertly Trained.**			**VALUABLE FINAL PRODUCTS:** **1. A High Quantity of Masterpiece Recordings Passed on to The Divisions of Visual Media and Shopping & Placements.** **2. Music Producers/Engineers Expertly Trained.**			**VALUABLE FINAL PRODUCTS:** **1. A High Quantity of High Quality Visual Media Products Produced & Into the Hands of End-Users, both Internally and Externally.** **2. Visual Media Students Expertly Trained.**			**VALUABLE FINAL PRODUCTS:** **1. A High Quantity of Qualified & Cultivated End-Users of Licensed Music Turned Over Smoothly to The Dept. of Sales.** **2. Shopping & Placement Personnel Expertly Trained.**			**VALUABLE FINAL PRODUCTS:** **1. Well-Trained Personnel That are Effective and Efficient.** **2. A Corrected Company (Products, Services & Personnel), and its High-Quality Services and Products.**			**VALUABLE FINAL PRODUCTS:** **1. An Interested and Thriving Customer Base That Reaches for and Moves Onto Further Products & Services via Div 4E to Div 2.** **2. Customers That Easily Refer Others Because of Their Experience.**		

AboveAndBeyondMusic.net Valuable Final Product:

Masterpiece Recordings, Audio Products and Services; Masterpiece Visual Media Products; Revolutionary Educational Materials, Products and Services; and Exceptional IT Products and Services Exchanged With The Intended End-User, Which Results in A Viable, Solvent and Expanding Company, and Which is the Result of the Company Founder's Vision Being Accomplished or Actualized.