

= Brian Epstein =

Brian Samuel Epstein (/ ?psta?n / ; 19 September 1934 ? 27 August 1967) was an English music entrepreneur , best known for managing the Beatles . Epstein first discovered the Beatles in November 1961 during a lunchtime Cavern Club performance . He was instantly impressed and saw great potential in the group . Epstein was rejected by nearly all major recording companies in London , until he secured a meeting with George Martin , head of EMI 's Parlophone label . In May 1962 , Martin agreed to sign the Beatles , partly because of Epstein 's conviction that the group would become internationally famous .

The Beatles ' early success has been attributed to Epstein 's management style , and the band trusted him without hesitation . In addition to handling the Beatles ' business affairs , Epstein often stepped in to mediate personal disputes within the group . The Beatles ' unquestioning loyalty to Epstein later proved detrimental , as the band rarely read contracts before signing them . Shortly after the song " Please Please Me " rose to the top of the charts in 1963 , Epstein advised the creation of Northern Songs , a publishing company that would control the copyrights of all Lennon ? McCartney compositions recorded between 1963 and 1973 . Music publisher Dick James and his partner Charles Silver owned 51 @-@ percent of the company , Lennon and McCartney each owned 20 % , and Epstein owned 9 % . By 1969 , Lennon and McCartney had lost control of all publishing rights to ATV Music Publishing . Still , Epstein 's death in 1967 marked the beginning of the group 's dissolution and had a profound effect on each Beatle . In 1997 , Paul McCartney said , " If anyone was the Fifth Beatle , it was Brian . "

Epstein 's influence on the Beatles and his complicated personal life continue to provoke controversy . In 2012 , Tom Hanks announced that his production company Playtone will back a biopic of the famed Beatles manager . They describe the film as " the story of a man who threw the biggest party of the 1960s , but ultimately forgot to invite himself . " In 2013 , author Vivek Tiwary released the graphic novel *The Fifth Beatle : The Brian Epstein Story* . A film of the same name was scheduled for release in 2014 , originally to be produced by Bruce Cohen and directed by Peyton Reed . Tiwary said about that project that the film would " be less a music bio and more of an inspirational human @-@ interest story about an outsider " . Tiwary , Stuart Ford , and Simon Cowell went on to co @-@ produce a film by that name , said to be set for release in 2016 . Tiwary , credited as the film 's writer , wrote at the IMDb : ' His story will unfold via a mixture of history , fantasy , allegory , dream sequences , and hallucinations . ' In March 2016 , it was announced that the project would be a television series .

= = Ancestry = =

Epstein 's family was Jewish ; his grandfather Isaac Epstein was from Lithuania (then part of the Russian Empire) and had arrived in Britain in the 1890s at the age of eighteen . His grandmother Dinah was the daughter of Joseph (a draper) and Esther Hyman , who had emigrated from Russia to Britain (c . 1871 / 72) with their eldest son Jacob . The Hymans had six more children .

Isaac Epstein married Dinah Hyman in Manchester in 1900 . In 1901 , Isaac and Dinah were living at 80 Walton Road , Liverpool with Isaac 's sister Rachael Epstein , above the furniture dealership that he founded . Dinah and Isaac 's third child was Harry Epstein , Brian Epstein 's father . Eventually the family moved to a larger home at 27 Anfield Road , Liverpool . After Harry and his brother Leslie had joined the family firm , Isaac Epstein founded I. Epstein and Sons and enlarged his furniture business by taking over adjacent shops at 62 / 72 Walton Road to sell a range of other goods , such as musical instruments and household appliances . They called the expanding business NEMS (North End Music Stores) , which offered lenient credit terms , and from which Paul McCartney 's father once bought a piano . Epstein 's mother Malka (nicknamed " Queenie " by her family , as Malka means " queen " in Hebrew) was also involved in the Hyman furniture business , which also owned the Sheffield Veneering Company .

In 2003 , the family home on Anfield Road was converted into a Beatles @-@ themed hotel called Epstein House .

= = Early life = =

Epstein was born on 19 September 1934 in Rodney Street , Liverpool . Harry and Queenie also had another son named Clive who was born 22 months after his older brother . During World War II , the Epsteins moved to Southport ? where two schools expelled Epstein for laziness and poor performance ? but returned to Liverpool in 1945 . The Epsteins lived at 197 Queens Drive , Childwall in Liverpool , and remained there for the next 30 years .

Epstein 's parents moved him from one boarding school to another , including Clayesmore School in Dorset . He spent two years at Wrekin College in Shropshire , where he was taught the violin . Shortly before his 16th birthday , he sent a long letter to his father , explaining that he wanted to become a dress designer , but Harry Epstein was adamantly opposed , and his son finally had to " report for duty " at the family 's furniture shop , after serving an apprenticeship for six months at another company . He started work at his family 's business on a £ 5 per week wage , and was congratulated on his first day of work for selling a £ 12 dining room table to a woman who had originally wanted to buy a mirror .

In December 1952 , Epstein was conscripted to do his national service as a data entry clerk into the Royal Army Service Corps , and was posted to the Albany Street Barracks near Regent 's Park in London , where he was often reprimanded for not picking up his army pay . After returning to Liverpool , he was put in charge of the Clarendon Furnishing shop in Hoylake and was made a director of NEMS in 1955 . In September 1956 , he took a trip to London to meet a friend but after being there for only one day , was robbed of his passport , birth certificate , chequebook , wristwatch , and all the money he had on him . He did not want his parents to find out , so he worked as a department store clerk until he had earned enough money to buy a train ticket back to Liverpool . Back in Liverpool , he confessed his homosexuality to a psychiatrist ? a friend of the Epstein family ? who suggested to Harry Epstein that his son should leave Liverpool as soon as possible . During the sessions , Epstein revealed his ambition of becoming an actor , so his parents allowed him go to London to study .

Epstein attended the Royal Academy of Dramatic Art (RADA) in London . His RADA classmates included actors Susannah York , Albert Finney , and Peter O 'Toole , but Epstein dropped out after the third term , saying that he had become " too much of a businessman to enjoy being a student , and I didn 't like being a student at all . " He said in 1964 that he " felt like an old man at the age of 21 " . He also revealed that he would have liked to produce a theatre play , or even act , " in something by Chekhov " , or a " straight drama " by John Osborne .

Back in Liverpool , his father put his son in charge of the record department of the family 's newly opened NEMS music store on Great Charlotte Street . Epstein worked " day and night " at the store to make it a success , and it became one of the biggest musical retail outlets in Northern England . The Epsteins opened a second store at 12 ? 14 Whitechapel , and Epstein was put in charge of the entire operation . He often walked across the road to the Lewis 's department store (which also had a music section) where Peter Brown was employed . He watched Brown 's sales technique and was impressed enough to lure him to work for NEMS with the offer of a higher salary and a commission on sales .

= = The Beatles = =

Epstein first noticed the Beatles in issues of Mersey Beat and on numerous posters around Liverpool , before he asked the editor of Mersey Beat Bill Harry who they were . Harry had previously convinced Epstein to sell the magazine at NEMS , with the Beatles featured on the front page of its second issue . The Beatles had recorded the " My Bonnie " single with Tony Sheridan in Germany , and some months after its release Epstein asked his personal assistant Alistair Taylor about it in NEMS . Epstein 's version of the story was that customer Raymond Jones walked into the NEMS shop and asked him for the " My Bonnie " single , which made Epstein curious about the group . Taylor later claimed that he had used the name of Jones (a regular customer) to order the

single and paid the deposit himself , knowing that Epstein would notice it and order further copies . Harry and McCartney later repudiated Epstein 's story , as Harry had been talking to Epstein for a long time about the Beatles ? the group that he promoted the most in Mersey Beat ? with McCartney saying , " Brian [Epstein] knew perfectly well who the Beatles were ; they were on the front page of the second issue of Mersey Beat " . On 3 August 1961 , Epstein started a regular music column in the Mersey Beat called " Stop the World ? And Listen To Everything In It : Brian Epstein of NEMS " .

The Beatles were due to perform a lunchtime concert in the Cavern Club on 9 November 1961 . According to club owner Sytner , Epstein had visited the club quite a few times previously on Saturday nights , once asking Sytner to book a group for his twenty @-@ first birthday party . Epstein asked Harry to arrange for Epstein and his assistant Taylor to watch the Beatles perform . The club allowed Epstein and Taylor to enter without queuing . They bypassed the line of fans at the door and heard Bob Wooler , the resident DJ , announce a welcome message over the club 's public @-@ address system : " We have someone rather famous in the audience today . Mr. Brian Epstein , the owner of NEMS ... " .

Epstein later talked about the performance :

" I was immediately struck by their music , their beat and their sense of humour on stage ? and , even afterwards , when I met them , I was struck again by their personal charm . And it was there that , really , it all started " .

After the performance , Epstein and Taylor went into the dressing room (which he later described as being " as big as a broom cupboard ") to talk to the group . The Beatles , all regular NEMS customers , immediately recognised Epstein , but before he could congratulate them on their performance , George Harrison said , " And what brings Mr. Epstein here ? " Epstein replied with , " We just popped in to say hello . I enjoyed your performance " . He introduced Taylor , who merely nodded a greeting , said , " Well done , then , goodbye " , and left . Epstein and Taylor went to Peacock 's restaurant in Hackins Hey for lunch , and during the meal Epstein asked Taylor what he thought about the group . Taylor replied that he honestly thought they were " absolutely awful " , but there was something " remarkable " about them . Epstein sat there smiling for a long time before exclaiming , " I think they 're tremendous ! " Later , when Epstein was paying the bill , he grabbed Taylor 's arm and said , " Do you think I should manage them ? " .

The Beatles played at the Cavern over the next three weeks , and Epstein was always there to watch them . He contacted Allan Williams (their previous promoter / manager) to confirm that Williams no longer had any ties to the group , but Williams advised Epstein " not to touch them with a fucking barge pole " because of a Hamburg concert percentage that the group had refused to pay .

= = = Management contract = = =

In a meeting with the group at NEMS on 3 December 1961 , Epstein proposed the idea of managing the Beatles . John Lennon , Harrison , and Pete Best arrived late for the meeting , as they had been drinking at the Grapes pub in Mathew Street . McCartney also did not arrive on time because he had just got up and was " taking a bath " , as Harrison explained . Epstein was upset , but Harrison placated him by saying , " He may be late , but he 'll be very clean . " Lennon had invited Wooler to be at the meeting so that he could give his opinion of Epstein , but he introduced Wooler by saying , " This is me dad " . Epstein was reticent throughout the short meeting , only asking if they had a manager . After learning that they had not , he said , " It seems to me that with everything going on , someone ought to be looking after you " . He had further meetings with the group on 6 and 10 December 1961 .

McCartney , Harrison , and Best were under 21 , and therefore needed the consent of their parents to enter into a contract . Best and his mother ? Mona Best , owner of the Casbah Coffee Club ? were impressed with Epstein 's professional image , as were the other Beatles , because he was a businessman , wore expensive suits , and owned a large car . Best 's mother said that Epstein " could be good for them [the Beatles] " . McCartney 's father was sceptical about a Jewish manager

and warned his son to be careful about finances . Lennon 's aunt and guardian Mimi Smith was against the idea , believing that Epstein would lose interest when something else would attract his interest ; but Lennon had just turned twenty @-@ one and he ignored his aunt 's advice .

The Beatles signed a five @-@ year contract with Epstein on 24 January 1962 which gave Epstein 10 @-@ 15 per cent of their income . They signed a new contract in October 1962 which gave Epstein 15 , 20 , or 25 per cent of revenues , depending on how much he helped the band earn . The Beatles would then share any income after various expenses had been deducted . Epstein then formed a management company , NEMS Enterprises , telling his parents that managing the group was only a part @-@ time occupation and would not interfere with the family business .

The Beatles signed Epstein 's first management contract , but Epstein did not . He later told Taylor , " Well , if they ever want to tear it up , they can hold me but I can 't hold them " . (Note : English law would have enforced the contract through the doctrine of part performance) . The contract stated that Epstein would receive a management commission of 25 per cent of the group 's gross income after a certain financial threshold had been reached . The Beatles argued for a smaller percentage , but Epstein pointed out that he had been paying their expenses for months without receiving anything in return . On 1 October 1962 , four days before the release of " Love Me Do " , Epstein signed Lennon and McCartney to a three @-@ year NEMS publishing contract .

= = = The Beatles ' appearance on stage = = =

Epstein had no prior experience of artist management , yet he had a strong influence on the band 's early dress code and stage demeanor . They had previously worn blue jeans and leather jackets , and they would stop and start songs when they felt like it or when an audience member requested a certain song . David Pomerran Szatmary states that when Epstein first saw them at the Cavern Club , he thought , " They were a scruffy crowd in leather , and they were not very tidy and not very clean . They smoked as they played and they ate and talked and pretended to hit each other . " Epstein encouraged them to wear suits and ties , insisted that they stop swearing , smoking , drinking , or eating on stage , and also suggested the famous synchronised bow at the end of their performances . McCartney was the first to agree with Epstein 's suggestions , believing that they reflected Epstein 's RADA training . Epstein explained that the process from leather jackets and jeans to suits took some time : ' I encouraged them , at first , to get out of the leather jackets and jeans , and I wouldn 't allow them to appear in jeans after a short time , and then , after that step , I got them to wear sweaters on stage , and then , very reluctantly , eventually , suits . ' The collarless suits which the group started wearing were of German design , which they had previously seen in Hamburg but which Epstein approved of : ' I thought it was an excellent design at the time.'

Lennon resisted wearing suits and ties , but later said , ' I 'll wear a suit ; I 'll wear a bloody balloon if somebody 's going to pay me . ' Epstein began seeking publicity by ' charming and smarming ... the newspaper people ' , as Lennon said in 1972 . According to McCartney , ' The gigs went up in stature and though the pay went up only a little bit , it did go up ' ; they were ' now playing better places . ' The group was now far more organised , having one single diary in which to record bookings , rather than using whoever 's diary was to hand . The group usually called him ' Mr. Epstein ' or ' Brian ' in interviews , but in private the group abbreviated his name to ' Eppy ' or ' Bri ' .

= = = Record contract = = =

Epstein made numerous trips to London to visit record companies in the hope of securing a record contract , but many rejected him , including Columbia , Pye , Philips , Oriole , and most notoriously Decca . On 13 December 1961 , at Epstein 's invitation , Mike Smith of Decca travelled from London to Liverpool to watch the group at the Cavern Club , which led to an audition in London on 1 January 1962 (see The Decca Audition) . Decca informed Epstein one month later that the audition tapes had been rejected . The Beatles later found out that Epstein had paid Decca producer Tony Meehan (ex @-@ drummer of the Shadows) to produce the studio recordings . While Epstein was negotiating with Decca , he also approached Ron White , an EMI marketing executive , who

contacted EMI producers Norrie Paramor , Walter Ridley , and Norman Newell , but they all declined to record the group . White could not contact EMI 's fourth staff producer George Martin , as he was on holiday .

On 8 May 1962 , Epstein visited the HMV store (owned by EMI) in 363 Oxford Street , London to have the Decca tape transferred to 78 rpm acetates . An HMV disc @-@ cutter named Jim Foy liked the recordings , suggesting that Epstein should contact Sid Coleman , the head of EMI 's record publishing division which controlled the publishing company Ardmere & Beechwood . Coleman liked the recordings and sent Epstein to Martin , the A & R manager of Parlophone . On the next day , 9 May 1962 , Epstein met Martin at EMI 's Abbey Road Studios .

Supposedly , Martin had no intention of signing The Beatles after listening to the Decca recordings , but he offered a contract after learning that Epstein would cancel all his substantial NEMS business with EMI . Martin denied this account by saying that Epstein 's conviction that The Beatles would become internationally famous finally convinced him to offer a recording contract . He also later admitted that EMI had ' nothing to lose ' by signing a contract with The Beatles , as the terms of payment were negligible . At this point , almost every other British record company had rejected the group , and Martin had never heard the group live . The Beatles were eventually signed to EMI 's small Parlophone label , which had very little experience with pop or rock artists . Upon signing the contract , Epstein immediately sent a telegram to The Beatles (who were in Hamburg) and to the Mersey Beat music journal in Liverpool .

The recording contract gave The Beatles one penny (1d) for each record sold , which was split among the four members , meaning that each earned one farthing per copy . The royalty rate was further reduced for singles sold outside the UK ; the group received half of one penny per single , which was again split amongst the whole group . Martin scheduled the first recording session to be on 6 June 1962 at Abbey Road Studios . Epstein later renegotiated EMI 's royalty rate and , on 27 January 1967 , the Beatles signed a new nine @-@ year contract with EMI . The contract stipulated that 25 per cent would be paid to NEMS for the full nine years even if The Beatles decided not to renew their management contract with Epstein , which was up for renewal later that year .

= = = = Dismissal of Pete Best = = = =

After the first recording session on 6 June 1962 , Martin had one reservation , as he felt that using an experienced studio session drummer would improve the recording , rather than using Pete Best (this was normal practice at the time) . Lennon , McCartney , and Harrison asked Epstein to sack Best when they learned that Martin wanted to replace him on their recordings . Epstein agonised about the decision , asking the Cavern 's DJ Bob Wooler if it was a good idea . Wooler replied that Best was ' very popular with the fans ' who would not like it at all . Epstein dismissed Best on 16 August , over two and half months after the first recording session at EMI studios . Best was never given an explanation for his dismissal .

Epstein initially offered the vacant position to Johnny Hutchinson of The Big Three , a group that Epstein later managed . Hutchinson turned down the offer , saying , ' Pete Best is a very good friend of mine . I couldn 't do the dirty on him ' ? although Hutchinson did play for The Beatles at short notice when Best did not turn up on the evening of his dismissal and for two subsequent bookings , until Ringo Starr was able to join . Starr was well known to the group , as he was then playing with Rory Storm and the Hurricanes , the resident group at Butlins ' holiday complex in Skegness . He had also occasionally replaced Best when the drummer was ill , and had performed at a recording session with Lennon , McCartney , and Harrison in Hamburg .

= = = After Candlestick Park = = =

The Beatles ' hectic schedule kept Epstein very busy between 1963 and 1965 with touring plus television and film work . Their last live concert was at Candlestick Park in San Francisco on 29 August 1966 , and Epstein 's management duties then changed to reflect the changing nature of their career . He pressured them to continue touring but they steadfastly refused .

= = Business dealings = =

Epstein once offered all four Beatles a fixed wage of £ 50 a week for life . Harrison remembered that he was earning £ 25 a week at the time , which was more than the £ 10 a week that his father was earning . The group declined Epstein 's offer , believing that they were worth much more than £ 50 a week .

NEMS had a staff of twenty @-@ five at the time of its move from Liverpool to London in 1964 . NEMS booked the Beatles ' concerts , and it also presented groups as an opening act . It accrued money as promoter , booking agent , and manager for all concerts . The Beatles were constantly in demand by concert promoters , and Epstein took advantage of the situation to avoid paying some taxes by accepting " hidden " fees on the night of a performance , which he always kept in a brown paper bag .

Epstein also successfully managed Gerry & the Pacemakers , Billy J. Kramer and the Dakotas (who had four hits with Lennon ? McCartney songs) , the Fourmost (Lennon wrote their first two singles) , the Cyrkle (Epstein 's first American group) , and Cilla Black (who was Epstein 's only female artist) , as well as Tommy Quickly and Sounds Incorporated (later known as Sounds Inc .) . He sent his roster of artists on " package tours " around the UK , a common practice at the time . This involved short sets by each act , alternating with a compère or a comedian . Epstein once revealed that , even though he was entitled to be reimbursed by acts for expenses incurred , he paid for his own flights to and from the US , as he did not see himself as being part of a touring group . Photographs , transport , and international telephone calls were paid from his own 25 per cent share in profits .

The Beatles toured the Philippines in July 1966 , playing two shows at the Rizal Memorial Football Stadium in Manila . Epstein unintentionally snubbed the nation 's first lady Imelda Marcos when presented with an invitation to a breakfast party . He had politely declined on behalf of the group , as it was their policy never to accept such official invitations . The Beatles and their entourage were ejected from their hotel on the same day and given a police escort to the airport , even though Epstein had publicly apologised for the misunderstanding in a televised statement , which was not seen or heard because of static . The entourage boarded the plane for home , but Epstein and Beatles ' assistant Mal Evans were ordered off , both believing that they would not be allowed back on the plane . Epstein was forced to give the tax authorities £ 6 @,@ 800 worth of Philippine peso notes earned from the Manila shows and to sign a tax bond verifying the exchange before being allowed back on the plane with Evans .

Epstein added the Vic Lewis Organisation to NEMS in 1966 , and later brought impresario Robert Stigwood in as a manager . He once offered to sell the control of NEMS to Stigwood , without telling any of his artists about the offer . McCartney was taking a more active interest in NEMS ' finances as it became known that some artists with more ruthless managers claimed to be benefiting from more commercially advantageous terms , such as the Rolling Stones under the management of Allen Klein . After Epstein 's death , Clive Epstein assumed control of NEMS as the company 's second largest shareholder . Stigwood then tried to take over management of NEMS , but all four Beatles vigorously objected , with Lennon saying , " We don 't know you . Why would we do this ? "

McCartney admitted that they had always signed all the contracts that Epstein presented to them without reading them first , but after Epstein 's death , Lennon complained , " Well , he was alright . I 've found out since , of course , that he wasn 't quite as honest to us as he made out " . Despite this , other interviews with Lennon report him as being loyal to Epstein 's memory : " We had complete faith in him when he was running us . To us , he was the expert " . When asked in 1964 about his standing as a manager or businessman , Epstein replied , " Fair , as a businessman , fair . I 've got a business background , and probably a reasonable business brain . I 'm no , sort of , genius [laughter] . " Asked about his deficiencies , Epstein replied , " I 'm probably too conscious of ideas , rather than finance behind ideas . "

= = Merchandising = =

Before the Beatles achieved nationwide success in Britain , Epstein had permitted a company (run by his cousins and initially catering to fan club members) , to produce Beatles ' sweaters for 30 shillings (£ 1 @. @ 50) and badges for 6 pence (6d) (2 ½ p) . It sold 15 @, @ 000 sweaters and 50 @, @ 000 badges as the group 's popularity grew . When Beatlemania swept the UK in November 1963 , Epstein was besieged by novelty goods companies desperate to use the Beatles ' name on plastic guitars , drums , disc racks , badges , belts and other merchandise . Epstein refused to allow the Beatles to endorse any product directly , but through NEMS Enterprises he granted discretionary licences to companies who were able to produce quality products at a fair price , even though many companies were already selling products without a licence .

During the first Beatles ' trip to the US , merchandisers pitched many products to Epstein , including Beatles clocks , pens , cigarette lighters , plastic wigs , bracelets , games , etc . , but he rejected them all . This was because he had already allowed David Jacobs , the lawyer for NEMS , to give away 90 per cent of merchandising rights to one Nicky Byrne , in the UK . This was later deemed to be a disastrous mistake , as it left only 10 per cent for Epstein , NEMS and the Beatles . Byrne then took over Epstein 's Stramsact merchandising in the UK and set up Seltaeb (Beatles spelled backwards) , in the US . While the Beatles were ensconced in the Plaza Hotel in New York , Epstein was further besieged by calls and visits from promoters , retailers , television commentators and hustlers .

Mindful of the number of records the group was selling in the US , Capitol Records sent a well @-@ spoken Yorkshire woman , Wendy Hanson , to the Plaza Hotel to act as Epstein 's secretary and to filter his calls . Hanson later worked solely with Epstein in his Albemarle Street office in London , which was separate from the NEMS office . Lennon later said , " On the business end he [Epstein] ripped us off on the Seltaeb thing " . McCartney said years later , " He [Epstein] looked to his dad for business advice , and his dad knew how to run a furniture store in Liverpool " .

= = = Lenmac = = =

Epstein asked chartered accountant James Trevor Isherwood to set up a company to collect Lennon and McCartney 's PRS payments ? called Lenmac ? which he did on 12 May 1964 . When he first visited Epstein 's office , Isherwood was surprised to learn that Epstein took 25 per cent of the gross income , and not the 10 per cent that he believed most other managers received at that time . All of Epstein 's expenses were deducted from his artists ' gross income , including office rental , staff wages , travel , telephone costs , and entertaining expenses . Before his death , Epstein knew that the renegotiation of his management contract (up for renewal on 30 September 1967) , would lower his management fee from 25 to 10 per cent , and that NEMS would no longer receive a share of the Beatles ' performance fees , reducing its revenues still further .

= = = Publishing = = =

The Beatles entered into a publishing agreement with Dick James Music (DJM) , so James set up a company called Northern Songs . James and his financial partner and accountant , Charles Silver , would each receive 25 per cent of the shares . Lennon and McCartney received 20 per cent each , with Epstein receiving the remaining 10 per cent . The Beatles ' PRS income increased rapidly , so Epstein asked Isherwood to devise a way of avoiding the tax that Lennon and McCartney would owe . Isherwood suggested a stock market flotation for Northern Songs . He also suggested to Epstein that during the flotation Lennon and McCartney should move to houses near Isherwood 's own in Esher . Lennon , Harrison and Starr agreed , while Epstein and McCartney remained in London .

= = = Promoter and presenter = = =

After settling in London in 1965 , Epstein rented an office in Monmouth Street , and later bought the lease of the Saville Theatre on Shaftesbury Avenue . He promoted new works by writers such as

Arnold Wesker , in productions that occasionally fell foul of the Lord Chamberlain for including " obscene " content or nudity . In 1966 Epstein reinvented it as a music venue featuring various US acts . On 20 February 1967 , Epstein sacked the manager of the theatre , one Michael Bullock , for lowering the safety curtain the previous day shortly before the end of a Chuck Berry concert that Epstein was attending with Lennon and Starr . Two fans had climbed onto the stage to dance , the curtain came down , and they were pushed from the stage . Although Bullock had not given the order , he was held responsible . In the wake of the Beatles ' success Epstein was asked to appear on several music @-@ based TV programmes in Britain . He also hosted a regular part of the US TV show Hullabaloo , filming his appearances in the UK .

= = Personal life = =

Throughout Epstein 's life he was known to be kind and caring to his family , friends of his family , and business colleagues . When Lennon married Cynthia Powell , on 23 August 1962 , Epstein served as best man and paid for the couple 's celebration lunch afterwards . During Cynthia 's pregnancy Epstein paid for a private room in a hospital and offered the Lennons the sole use of his flat on Falkner Street , Liverpool , when they needed a home . He also agreed to be godfather to Lennon 's son Julian .

= = = Sexual orientation = = =

Epstein 's homosexuality was not publicly known until some years after his death , although it had been an open secret among his friends and business associates .

While Epstein was in the Army , he commissioned a tailor to make an officer 's uniform for him that he wore when cruising the bars of London , but was arrested one night at the Army and Navy Club in Piccadilly by the military police for impersonating an officer . Epstein managed to avoid a court martial by agreeing to see an army psychiatrist , who learned of Epstein 's sexuality . After 10 months he was discharged from the army on medical grounds for being " emotionally and mentally unfit " . Epstein later stated that his first homosexual experience was when he returned to Liverpool after being discharged .

Epstein spent a year studying acting at RADA , but dropped out shortly after his arrest for " persistent importuning " outside a men 's public toilet in Swiss Cottage , London ; cottaging , as it was called , was one of the few public places gay and bisexual men could meet at the time , especially if they were closeted . When Epstein first saw the Beatles perform he noticed their stage attire first , saying , " They were rather scruffily dressed , in the nicest possible way , or I should say in the most attractive way : black leather jackets , jeans , long hair of course . " McCartney said that when Epstein started to manage the Beatles they knew that he was homosexual but did not care , because he encouraged them professionally and offered them access to previously off @-@ limits social circles .

Although Lennon often made sarcastic comments about Epstein 's homosexuality to friends and to Epstein personally , no one outside the group 's inner circle was allowed to comment . Ian Sharp , one of Lennon 's art school friends , once made a sarcastic remark about Epstein , saying , " Which one of you [Beatles] does he fancy ? " Sharp was sent a letter by Epstein 's office within 48 hours that demanded a complete apology . Sharp apologised , but was then completely ostracised . McCartney sent him a letter directing him to have no contact with any of them in the future . Epstein went on holiday to places such as Amsterdam , Torremolinos and Barcelona or Manchester at weekends , as the attitude to homosexuals there was more tolerant than Liverpool , even though Liverpool did have several gay bars .

In his autobiography , Best stated that Epstein drove them both to Blackpool one evening where Epstein expressed his " very fond admiration . " Epstein then supposedly said , " Would you find it embarrassing if I ask you to stay in a hotel overnight ? " Best replied that he was not interested , and the two never mentioned the incident again . There were reports of a brief sexual encounter between Lennon and Epstein during a four @-@ day holiday in Barcelona , in April 1963 . Lennon

always denied the rumours , telling Playboy in 1980 : " Well , it was almost a love affair , but not quite . It was never consummated ... but we did have a pretty intense relationship . " Lennon 's first wife Cynthia also maintains that Lennon 's relationship with Epstein was platonic . A fictionalised account of the Spanish holiday is featured in the 1991 film The Hours and Times .

Epstein 's autobiography , A Cellarful of Noise , was published in the UK in October 1964 , and later in the US . It was ghost @-@ written by journalist Derek Taylor , who served as Epstein 's assistant that year , and then as the publicist for NEMS from 1968 to 1970 . Lennon reportedly once quipped that the memoir should have been titled A Cellarful of Boys . Male homosexual activity was illegal in England and Wales until September 1967 , when it was decriminalised ; however , this was one month after Epstein 's death .

= = = Drug use = = =

After the start of his management career , Epstein started taking stimulants , usually Preludin , which did not require a prescription at the time . Lennon , McCartney , Harrison and Starr had also taken it since their days in Hamburg . Epstein explained his use of the drug as the only means of staying awake at night during numerous concert tours . In 1964 , Brown suspected that Epstein was taking too many pills , as he would often cough at parties , which Brown realised was Epstein 's way of secretly putting pills into his mouth without anyone noticing . McCartney often met Epstein at late night clubs in London , and remembered that Epstein would often grind his jaws , once saying to him , " Ugghhh , the pills " . Epstein also developed dependencies on the drug carbromal , a barbiturate @-@ like sedative / hypnotic drug .

In 1964 , after having been introduced to cannabis by Bob Dylan in New York , Epstein was observed by McCartney standing in front of a mirror , pointing at himself and repeatedly saying " Jew ! " , while laughing loudly , which McCartney found hilarious and " very liberating " . Epstein later became heavily involved in the 1960s drug scene . During the four months when the Sgt. Pepper album was being recorded , Epstein spent his time on holiday , or at the Priory Clinic in Putney , where he tried unsuccessfully to curb his drug use . He left the Priory to attend the Sgt. Pepper launch party at his house on 24 Chapel Street , but returned to the Priory immediately after .

Epstein added his name to an advertisement that appeared in The Times on 24 July 1967 , which called for the legalisation of cannabis , the release of all prisoners imprisoned because of possession , and research into marijuana 's medical uses . The advertisement was sponsored by a group called Soma and was signed by sixty @-@ five people , including the Beatles , Scottish psychiatrist R. D. Laing , sixteen doctors , and two members of parliament . Epstein responded to questions about the advertisement by saying , " My opinion is that pot smoking is definitely less harmful than drinking alcohol . I am not addicted to either , but I have been very drunk and very ' high ' . " In June 1967 , after McCartney had admitted to LSD use , Epstein defended him to the media , stating that he had taken the drug himself .

= = = Gambling = = =

In August 1965 , the Beatles and Epstein visited Elvis Presley at his house in Perugia Way in Los Angeles , where Elvis ' manager , Colonel Tom Parker , set up a roulette wheel and several packs of playing cards . Epstein immediately asked to play , as he was known for his love of gambling . McCartney frequently visited gambling clubs in London , such as Curzon House , Epstein 's favourite club , where he often ran into Epstein . He once saw Epstein put a Dunhill lighter worth £ 100 on the table , then lose it during a game of cards . Epstein often lost thousands of pounds by playing baccarat or chemin de fer , the original version of baccarat when it was introduced to France , but would stay at Curzon House the whole evening , eating an expensive meal and drinking fine wines . The club never presented Epstein with a bill , as they knew he lost so much in the casino .

= = Death = =

Epstein attended a traditional shiva in Liverpool after his father died , having just come out of the Priory clinic where he had been trying to cure his acute insomnia and addiction to amphetamines . A few days before his death , he made his last visit to a Beatles recording session on 23 August 1967 , at the Chappell Recording Studios on Maddox Street , London .

On 24 August , Epstein asked Brown and Geoffrey Ellis down to Kingsley Hill for the bank holiday weekend . Approximately 50 miles from his home in Chapel Street , Kingsley Hill was Epstein 's country home in Warbleton , Sussex . After they arrived , Epstein decided to drive back to London alone because an expected group of rent boys he had invited failed to arrive , although they did turn up after Epstein left . Epstein phoned Brown at 5 pm the next day from his Chapel Street house in London . Brown thought that Epstein sounded " very groggy " , and suggested that he take a train back down to the nearest railway station , in Uckfield , instead of driving under the influence of Tuinals . Epstein replied that he would eat something , read his mail and watch Juke Box Jury before phoning Brown to tell him which train to meet . He never called again .

Epstein died of an overdose of Carbitral , a form of barbiturate or sleeping pill , in his locked bedroom , on 27 August 1967 . He was discovered after his butler had knocked on the door , and then hearing no response , asked the housekeeper to call the police . Epstein was found on a single bed , dressed in pyjamas , with various correspondence spread over a second single bed . At the statutory inquest his death was officially ruled an accident ; caused by a gradual buildup of Carbitral in his system , combined with alcohol . It was revealed that he had taken six Carbitral pills in order to sleep , which was probably normal for him , but in combination with alcohol they reduced his tolerance to lethal levels .

The Beatles were in Bangor , Gwynedd , at the time , with the Indian guru , Maharishi Mahesh Yogi . Epstein had previously agreed to travel to Bangor after the August Bank Holiday . The shocked and stunned Beatles asked the Maharishi for his advice , and were told , " being within the direct realm of the physical world , [Epstein 's death] is not important " . The second of two shows by Jimi Hendrix at Epstein 's Saville Theatre was cancelled on the evening of his death .

Peter Brown wrote in his memoir , *The Love You Make : An Insider 's Story of the Beatles* , that he had once found a suicide note written by Epstein and had spoken with him about it . According to Brown the note read in part , " This is all too much and I can 't take it any more " . Brown had also found a will in which Epstein left his house and money to his mother and his brother , with Brown also being named as a minor beneficiary . When confronted with the notes , Epstein told Brown that he would be grateful if Brown did not tell anyone , and was sorry he had made Brown worry . He explained that when he wrote the note and composed the will he had simply taken one pill too many , and that he had no intention of overdosing , promising to be more careful in the future . Brown later wrote that he wondered if he had done the right thing by not showing the note to Epstein 's doctor , Norman Cowan , who would have stopped prescribing drugs . The coroner , Gavin Thurston , told the Westminster inquest that Epstein 's death was caused by an overdose of Carbitral , and ruled it as an accidental death . The pathologist , Dr. Donald Teare , stated that Epstein had been taking bromide in the form of Carbitral for some time , and that the barbiturate level in Epstein 's blood was a " low fatal level " .

The Beatles did not attend Epstein 's funeral , both to allow his family some privacy , and to avoid attracting fans and the media . According to Geoffrey Ellis , chief executive of NEMS Enterprises , George Harrison had given Nat Weiss , Epstein 's good friend and confidant , the day before the funeral a single flower (Ellis remembers it being a chrysanthemum) wrapped in a newspaper on behalf of all four Beatles , with instructions to place the flower on Brian 's coffin as a final farewell . However , flowers are forbidden at Jewish funerals and burials . Weiss and Ellis discussed this dilemma while walking back to the grave , where they observed two men beginning to shovel dirt onto the casket . Ellis : " Nat , who himself was Jewish , cast the newspaper package unopened onto Brian 's coffin , where it was swiftly covered by earth . " Epstein was buried in section A grave H12 , in the Long Lane Jewish Cemetery , Aintree , Liverpool . The service at the graveside was held by Rabbi Dr Norman Solomon , who said , disparagingly , that Epstein was " a symbol of the malaise of our generation " . A few weeks later , on 17 October , all four Beatles attended a

memorial service for Epstein at the New London Synagogue in St John 's Wood (near Abbey Road Studios) , which was officiated by Rabbi Louis Jacobs . The Bee Gees ' 1968 song " In the Summer of His Years " was written and recorded as a tribute to Epstein .

= = Legacy = =

Epstein was overlooked when Lennon , McCartney , Harrison and Starr were honoured with the MBE in 1965 , even though Harrison had once said that the MBE stood for " Mister Brian Epstein " . The four letters that were mailed to the Beatles informing them of the Queen 's acceptance of Prime Minister Harold Wilson 's MBE recommendation sat in sacks for three weeks , thought to be fan mail . When they were finally opened , it was discovered that the acknowledgement deadline was the next day . Epstein was upset that he wasn 't honoured as well . The Beatles were among the earliest entrants into the Rock and Roll Hall of Fame , but Epstein had not been included in the Hall 's " Non @-@ Performers ' Section " until his 2014 induction . Martin Lewis ? previously Taylor 's assistant ? created the Official Brian Epstein Website , which included a petition that Epstein be inducted into the Hall of Fame . Lewis also organised the 1998 re @-@ publication , in the US , of Epstein 's 1964 autobiography , A Cellarful of Noise .

McCartney summarised the importance of Epstein when he was interviewed in 1997 for a BBC documentary about Epstein , saying , " If anyone was the Fifth Beatle , it was Brian " . In his 1970 Rolling Stone interview , Lennon commented that Epstein 's death marked the beginning of the end for the group : " I knew that we were in trouble then ... I thought , ' We 've fuckin ' had it now ' " . Thirty years after Epstein 's death , McCartney said , " Brian would really be happy to hear how much we loved him " . The first contract between the Beatles and Epstein was auctioned in London in 2008 , fetching £ 240 @,@ 000 .

Epstein was once asked about the future of the Beatles , and as he termed it , their " fresh honesty " , which the interviewer thought could be " corrupted by time " . He replied by saying , " I think they will go in the reverse direction , and become more honest . "