

## Negotiating Fees

- Do your homework in advance. If you know people who've performed with this contractor, ask them what range of fees the presenter pays.
- Because some presenters receive public funding, your state and local arts agencies may be able to give you a ballpark range of the fees a particular presenter pays.
- Ticket Sales account for only a fraction of the costs of running a series. The fees presenters can offer are determined by their budget, factoring in the performer's experience and ability to draw an audience.
- Know your bottom line.
- Know the total expenses you'll incur should you agree to this performance.
  - Accompanist Fees
  - Travel
  - Rehearsal time
  - Lodging
  - Music Purchases
- Be sure to address any special technical requirements (projector, microphone, computer) in your contract.
- Presenters sometimes can offer discount recommendations for lodging, or complimentary lodging at a home of a board member or contributor.
- You want to seem reasonable and that you want to work with the presenter to help make a great series.
- Think long term. Remember, it's not about booking one particular gig. It's about building professional relationships with a presenter who can book you again as well as recommend you to others.
- Be patient. The presenter may need to get approval from a board of trustees or another committee before making a firm offer.

## If they...

- Ask “How much?” (or if they fail to ask “how much?”)
  - Start with “what sort of budget did you have mind?”
- Offer more money than you would have asked for
  - Say “I think we can work with that.”
- Say “I don’t know,”
  - Say “the standard rate is \$100/hour per musician” plus extra for... (overtime, cartage, travel if over 50 miles, arranging music, etc.)
- Balk at the price
  - Know where your bottom limit is and say, “I’d be happy to offer you the friends-and-family price of X”

If it’s still too much for them, you can refer someone else.