Your Guide to Giggling Around: Breaking Down Live Music Booking

As an entertainer, you’re just one part of a larger team working to give your fans an awesome experience. The more you know and build relationships with that team, the better time your fans are likely to have.

Ready to get paid to play music live? Already gigging and looking to make more cash? We’ve broken down some of the most popular payment models and venue types - check out what’s really going down:

### Types of Music Venues

<table>
<thead>
<tr>
<th>Contribution/Capacity</th>
<th>Who Books?</th>
<th>How will I be paid?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Con: 1–10 Cap: 0–100</td>
<td>Independent Promoter</td>
<td>No Pay / Tip Jar</td>
</tr>
<tr>
<td>Con: 20–100 Cap: 100–300</td>
<td>In-house Talent buyer &amp; Venue Manager</td>
<td>Door Deal</td>
</tr>
<tr>
<td>Con: 100–1,000 Cap: 300–1,000</td>
<td>Talent Management Company</td>
<td>Guarantee</td>
</tr>
<tr>
<td>Con: 1,000–8,000 Cap: 1,000–8,000</td>
<td>Talent Management Company</td>
<td>Guarantee</td>
</tr>
<tr>
<td>Con: 8,000+ Cap: 8,000+</td>
<td>Talent Management Company</td>
<td>Guarantee</td>
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</tbody>
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### Band/Musician Payment Models

- **Ticket %**: You get a cut of the total sales for the night (generally for multi-band bills).
  - Pros: You are part of a team working to pack the house, so there is lower pressure to singularly deliver people; you can still make money if you don’t bring people.
  - Cons: Your great night can be pulled down by others not bringing people; no data on how many people you specifically brought.

- **Bar %**: You get a cut of the bar sales for the night.
  - Pros: You have the opportunity to make substantial money; there is less pressure to bring lots of people (as long as they drink).
  - Cons: You could potentially make less off a larger (non-drinking) crowd; you need to be sure the bartender is busy.

- **Door Deal**: Venue asks fans who they are there to see, you are paid a percentage of ticket sales after a certain number of tickets have been sold.
  - Pros: You are paid based on your own results and you can build a reputation based on the number of people you bring. You also get data on how many people you brought.
  - Cons: Your band must deliver people to get paid (or be invited back), Low pay in most cases, unless you pack the house.

- **No Pay / Tip Jar**: Venue doesn’t pay you, but they pass a jar around.
  - Pros: There is a built-in crowd for your performance (in most cases), lower pressure for you to contribute people.
  - Cons: No or low payment: (no formal data on how many people you brought).

- **Guarantee**: Guaranteed set fee for performance.
  - Pros: You make guaranteed money, and do better on bad nights; you get attendance data from the venue; you generally get a green room (chill), have riders (green skittles only), and are treated like talent (autographs after the show, please).
  - Cons: Depending on negotiations, you could make less on a great night; you have likely got more people to pay at this point (manager, etc.); if you are an opener, you have little leverage and get the short end of the stick.

### Responsibilities

- **Box Office**: Security
- **Bartender/Staff**: House Manager
- **Promoter/Booker**: Sound Person
- **Band**: Ready to get paid to play music live? Already gigging and looking to make more cash? We’ve broken down some of the most popular payment models and venue types - check out what’s really going down:

- **Open Mic**: Coffee Shop
- **Event Space**: Local Bar
- **Local Club**: Local Club