

Landing a Gig

I. Before the gig

- A. Client approaches you
 - 1. Need to be connected; networking
 - 2. If they approach you, say yes! Then check your calendar
 - 3. Put the event on your calendar and then commit to it. It's a good idea to set a reminder on your phone
 - 4. Ask upfront if this is a paid gig. It might not matter to you but it's good to know upfront.
- B. You approach client
 - 1. Need to be connected; networking
 - 2. You could approach with an offer to jam
 - 3. Business cards can still be useful
 - 4. Put out feelers in things you are interested in. E.g. "Does anyone around here do jazz music?"
 - 5. If you do approach them about playing a specific event, be confident and ask if there is space for you to play. E.g. "I heard that you were looking for players to play for {blank}, is there space for me to play?"
 - 6. Be direct when asking about specific events.
- C. Networking
 - 1. Useful for asking people for gigs and for people asking you for playing
 - 2. Follow people on social media, approach someone after a concert, offer to jam, ask about lessons
 - 3. Find a way to let people know you are a musician without being weird about it.
 - 4. Cast your net wide. Most of the people you talk to won't be interested.
- D. Advertising
 - 1. This is not as useful a method unless you have some experience under your belt. There are so many options for musician now that if everyone is advertising, the client just goes with the people they've heard of.
 - 2. If you do advertise make sure you put your email and phone number

II. At the Gig

- A. Playing Ability
 - 1. Be confident in your ability
 - 2. Your playing needs to match your confidence
 - 3. When you practice, practice for all the techniques the client may need
 - 4. Make sure you can play the style. This involves a lot of listening to recordings
- B. Professionalism
 - 1. Plan for all the items you need. Check ahead of time to make sure you know what items are required of you
 - 2. Show up to the gig/rehearsal early. Especially the first time you want to set the tone for who you are and to make sure that you have everything you need.
 - 3. Meet the people you are playing with. You don't need to get their life story, just introduce yourself and get their name.
 - 4. If the client wants you to play a certain amount of time, make sure you play the whole time. Breaks are okay.
 - 5. If this is a paid gig, make sure you ask about money before you leave. A good client will have money for you at the time of the gig.

III. After the Gig

- A. Tell your client or band leader you enjoyed playing. If there's another event coming up, indicate your interest

- B. Tell you band mates you enjoyed playing with them
- C. You can even send a followup email saying how much you enjoyed the event.