

FIS CULTURE - TRAINING PROGRAMME

WORKING WITH ARTISTS AND AGENTS

Fed up with artists and agents dictating terms, letting you down or ripping you off?

As a venue, festival, cultural society or other event organiser it is important to ensure you are getting value for money from artists and agents you work with. It is equally important to ensure that all parties understand what is expected of them, that you are protected when things go wrong or from any misunderstandings that may occur from verbal agreements.

Do you know your rights and responsibilities when engaging artists? What can you do to ensure you don't fall foul of the tax man, PRS and your entertainment licence.

This event aims to provide you with the tools to become more professional in your approach to programming, more confident in your negotiations, achieve greater cost effectiveness and reduce your risks.

Saturday 11th July 2009 10am – 12.30pm

Manchester World Irish Heritage Centre
Queens Road, Cheetham Hill, Manchester

Saturday 26th June 2009 10.am – 12.30pm

FIS London Office
95 White Lion Street, Islington, London, N1 9PF

Course content

- How artists and agents operate
- Negotiating a deal
- The important features of contracts
- Paying artists and agents
- Cost effective ways of working together
- What is PRS and how does it affect us