

Karen Waldrup 9/3/15

- I. Introduction
 - a) How to make a living making music
 - b) Gray Space—How to get there
 - c) How to get started
 - 1. The first time you get asked to play
 - 2. Snowball effect
- II. 9 Ways to Make Music a Living
 - a) Be a good person
 - b) Do it because you love it (make sacrifices)
 - c) Never hear the word “no” (use it as an opportunity to grow)
 - d) If you are captivating to a crowd they will ask you back
 - e) Sing anytime the you get asked to
 - f) Perception is reality
 - g) Get work/Make Money
 - 1. Live performance
 - 2. Writing/publishing
 - 3. Merchandise-people love to buy stuff
 - h) Hustle
 - i) Don’t be safe—don’t appeal to everyone
- III. Never calls anyone her “fan”
 - A. Everybody wants to be a friend/treat them that way
- IV. Business Plan
 - a. 2 cards—one to write-off taxes, one personal
- V. Gigs
 - a. Do whatever you have to do to get your first gig
 - b. Always come back until you max out the venue