

Your Personality

Of course, you already know your personality, but it's easy to forget about what we are naturally good at when we're planning for the future. We seldom focus on ourselves and give ourselves time to think about the type of activities that come naturally to us.



TIP

Jobsearch staff, careers advisers and others may have access to more detailed personality profile programmes. Personality profiling is a commonly used system in applying for many jobs these days.

Your Personal Skills

In whatever career you end up in, employers are going to look to you to prove that you have personal skills which are skills which you can take to all sorts of jobs and levels.

Examples of these skills are:

- team working
- IT skills
- problem solving skills
- communication skills
- planning skills

Although you want to focus on your career in music, you will stand a better chance of getting work if you are good at the OTHER things, as well as your musical abilities!

TIP

None of this means that you are “selling out” your creativity. Instead, it means that you are giving yourself the real chance to make a viable living from your creative work, make your mark and make a difference. The world is full of musicians who say “I could have” but never did.



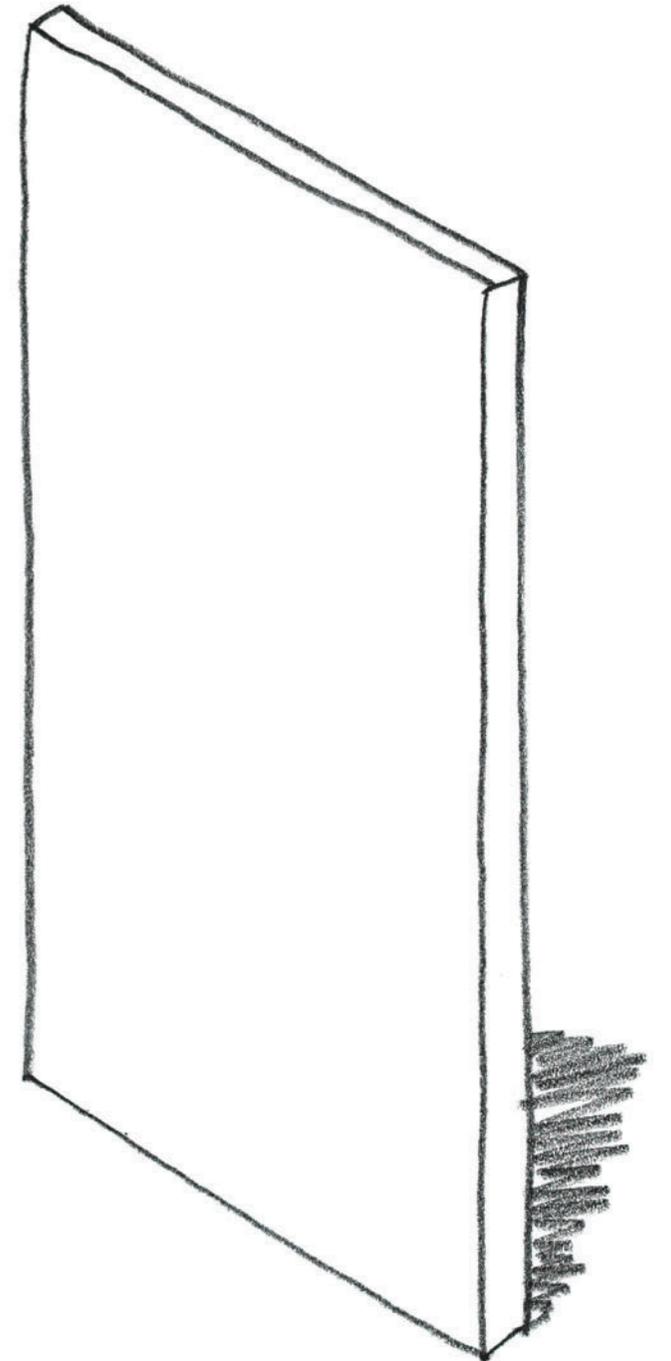
What's Stopping You?

If you've set yourself goals before, which you haven't achieved, give yourself a moment to think about why this might be.

Common reasons are:

- time
- money
- the right people to help you
- motivation
- personal circumstances—relationships, housing, health, responsibilities for other people, alcohol, drugs, criminal record
- health, disability
- skills, training or experience including basic skills
- confidence

If you can identify what's getting in your way, you can do something about it. Talk to your tutor, your MIC or your New Deal Adviser about these things – there might be something that they can do to help!



Musical Skills And Talent

Fill in this questionnaire

QUESTION	ANSWER
How would you rate your level of playing or performance skills?	
What is the largest audience you have played or performed in front of?	
Have you ever been paid for playing, performing or writing music?	
How many other musicians do you know?	
How many other music industry people do you know? (manager, promoter, agent, lawyer etc)	
Have you dealt professionally with a manager, agent or lawyer?	
Can you read or write music?	
Have you got any qualifications in music or related areas?	

It is often easy to look back over a period of time and think that you have achieved nothing. In fact, you may well have made good progress. It often takes 3 to 5 years, or even longer, before most people are able to make a viable living from music. As time passes by, you naturally learn more. It is important to note this and to compare your original ideas with the ones you have now.



Action Planning

Planning is the key to success!
Here are some examples of things you need to have an action plan for.

ACTION PLAN TO MAKE THINGS HAPPEN

- Playing first live gig to an audience
- Getting paid for a live gig
- Playing with more than one other group or ensemble live
- Meeting or dealing with a music agent or manager
- Meeting a music lawyer
- Reading a contract
- Playing in a recording studio

ACTION PLAN TO AVOID MISTAKES AND PROBLEMS

- Electrical power cutting off on gig
- Agent or promoter not paying fee
- Argument with security staff
- Argument over soundcheck time
- Having no money to pay a hotel bill
- Forgetting key piece of equipment
- Leaving a printing job for flyers too late
- Tripping over cables and damaging ankle

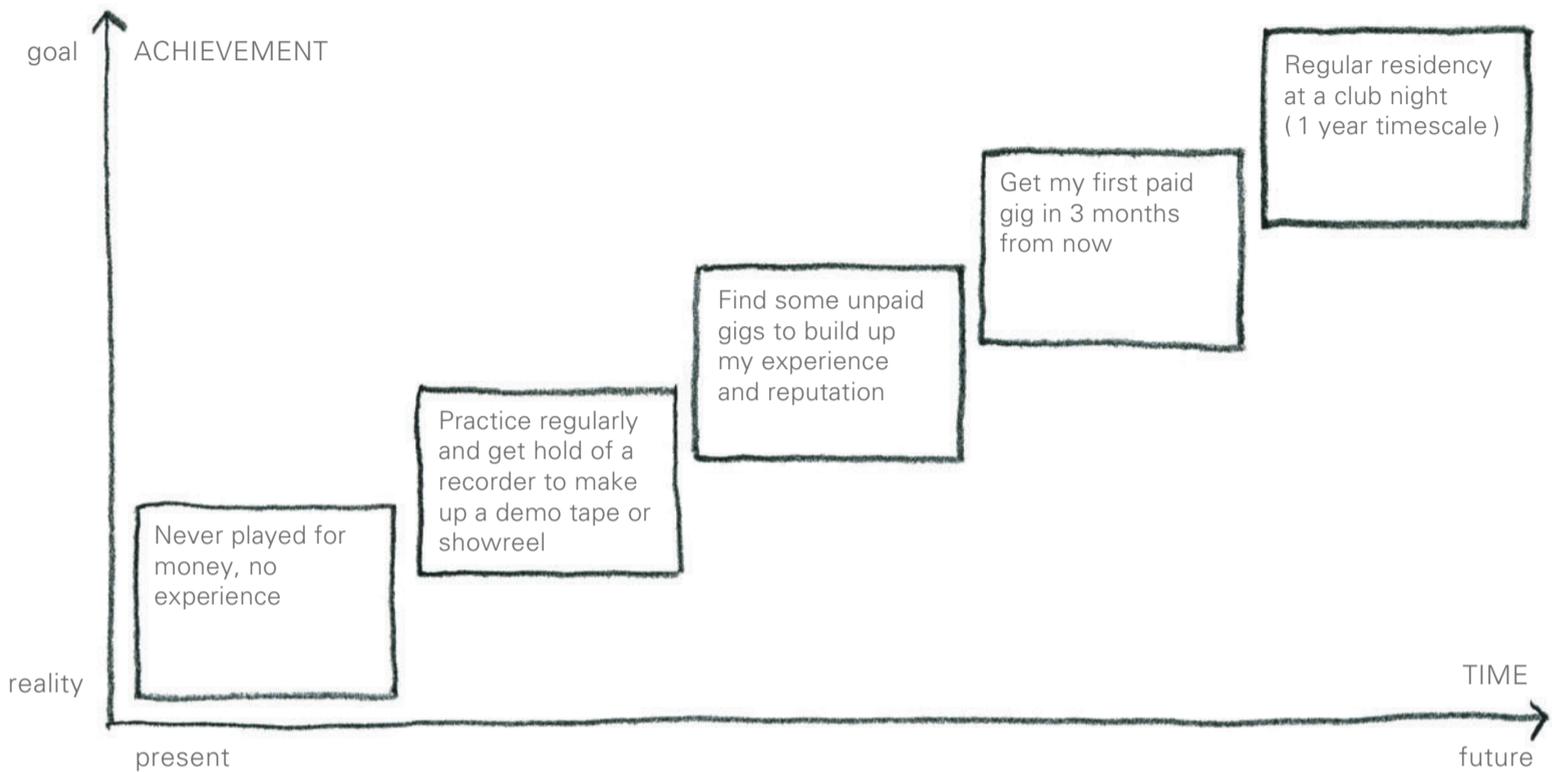


Creating Your Action Plan

Career Goal Plan

The first rule is: Split the job up into smaller chunks that you can achieve. Let's look at an example of a CAREER GOAL. See how Jim breaks down his goal into 'building blocks' and then sets realistic dates when he can do them by.

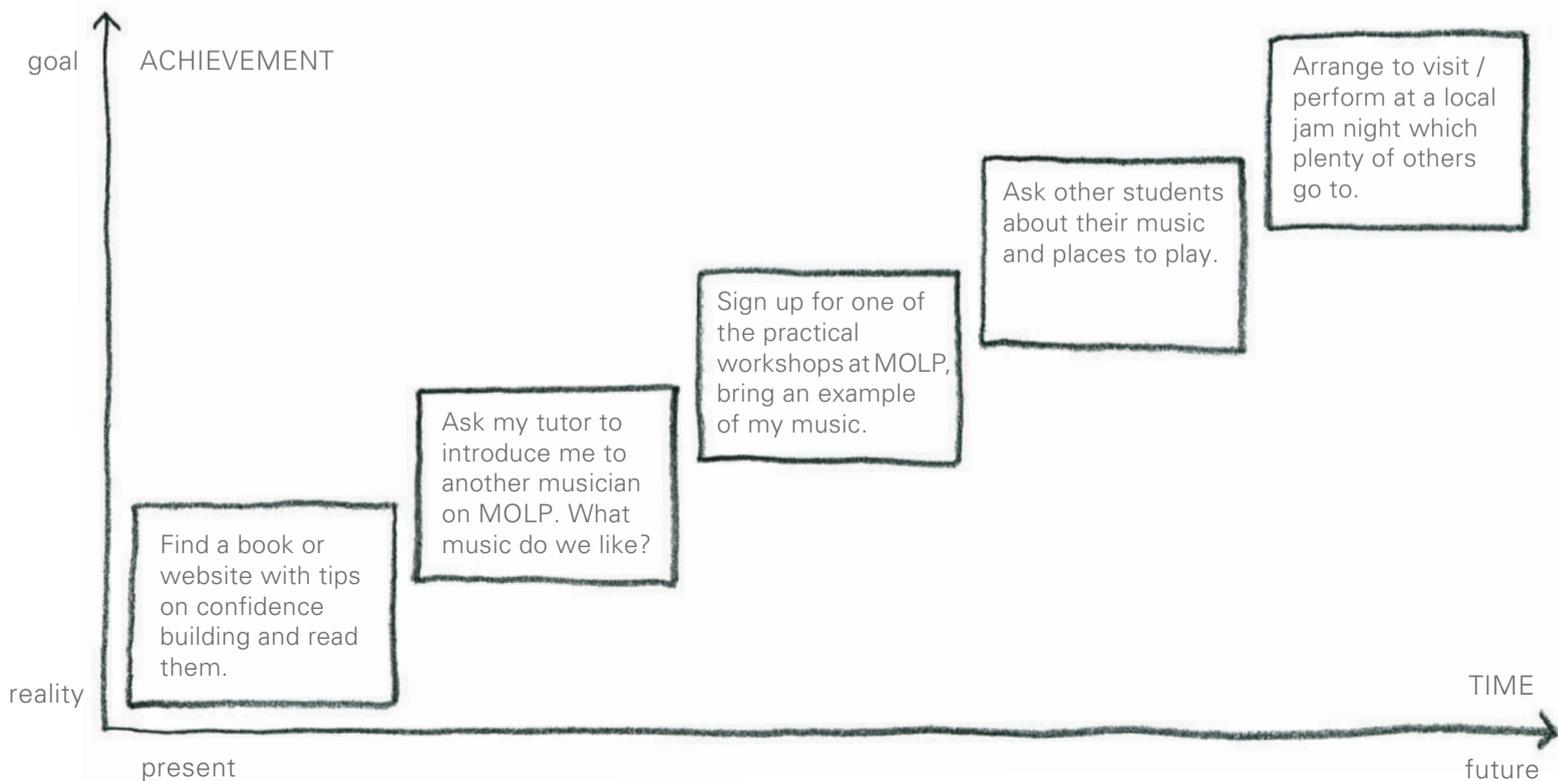
- 1 Jim is a bedroom DJ who plays trance and techno.
- 2 He has played at a few parties, but never got paid ... yet.
- 3 His ultimate goal is to get a residency at a club.
- 4 So how will he get there?



Personal Goal Plan

The first rule is: Split the job up into smaller chunks that you can achieve. Let's look at an example of a PERSONAL GOAL.

- 1 Emma is a vocalist and lyric writer.
- 2 She wants to have the confidence to talk to people who she doesn't know and to share her ideas with groups of people.
- 3 Her goal is to get to know some other musicians so she can perform at acoustic nights and jam sessions.
- 4 So how will she get there?



Deciding What's Important

It's amazing how many people let opportunities slip past them, simply because they fail to understand when an opportunity comes their way. Learn to recognise an opportunity and when to seize it.

Here are two examples of situations that a musician might find themselves in. See if you think they are an opportunity or not.

Exercise 1.

You meet someone at your gig who says they are a manager, and they reel off loads of big names they have worked with. They want to get you into the studio as soon possible to record some tracks, and can virtually guarantee a record deal now that they have heard your material.

A few days later, the manager rings you again, emphasising the fact that he is excited about your songs. He knows a local studio who will do a cut price recording session, it will only cost you about £150.

What do you do?

Exercise 2.

You are playing with a pop band who are looking for a deal, but need to supplement your miserly income with some paid session work. A musician friend of yours rings you up and tells you that she has recommended you for the guitarist's job on a forthcoming European tour with a band who were quite well known a few years back. It's good money and the tour starts next week, but it's for 3 months and there are some (unpaid) gigs coming up with your own band.

What do you do?

Answer to exercise 1

Tread carefully. He could be genuine, but why isn't he putting his money where his mouth is? If he is an established manager with a track record, then finding studio time cheaply or even for nothing should not be a problem. He seems to be a little too pushy to get you into the studio, without finding out more about you first.

Answer to exercise 2
It depends on your short term and long term aims. Examine your motivations - will doing the European tour help to satisfy your own career aims - maybe it will get you more and better paid work, and the chance to work with top class musicians? Or are you totally committed to your band? Can you compromise for three months? These type of decisions are part and parcel of being in music. Only you can decide, but it is certainly an opportunity!