

WANT TO KNOW MORE?

LINKS

New Deal for Musicians has no responsibility for or control of the following sites. The inclusion of any site does not necessarily imply New Deal for Musicians approval of the site. To access any of the sites please click on the link or search using keywords from the name of the link. ➤ See the websites listed in chapter 1 and 2 also. www.dfes.gov.uk/ukonlinecentres Find Internet access that's close to you.

RESEARCHING JOBS

- TIP

☐

Many organisations have a 'jobs' section on their websites. When you know what type of work you're looking for, check out the best websites in that field. For example,
- ☐

www.mpaonline.org.uk

Music Publisher's Association has a job search mailout list.
- ☐

www.uea.ac.uk/ccen/jobs/cjh.shtml

First class stuff on creative jobhunting, yep that's what musicians have to do!
- ☐

<http://find.jobs.guardian.co.uk/search>

Plenty of arts based jobs across UK
- ☐

www.independent.co.uk

Media and creative jobs, Wed
- ☐

www.timesonline.co.uk

Media section, Wed
- ☐

www.musicweek.com/jobs
- ☐

www.thestage.co.uk
- ☐

www.hotrecruit.co.uk
- ☐

www.artsjobsonline.com
- ☐

www.handle.co.uk

DIRECTORIES OF LOCAL BUSINESSES

- ☐

www.thomweb.co.uk

searchable list of local thomson's directory
- ☐

www.yell.com

directory of business listings in yellow pages
- ☐

www.chb.com

listings of range of firms in design, creative and new media industries
- ☐

www.kellys.co.uk

directory of UK manufacturers and businesses
- ☐

www.kompass.com

international directory of business and manufacturers

FINDING AND APPLYING FOR WORK EXPERIENCE

- ☐

www.work-experience.org

National work experience site.
- ☐

www.bbc.co.uk/radio1/onemusic/workr1

Work placement workshop here
- ☐

www.bbc.co.uk/radio1/onelife

More tips on work from Radio 1
- ☐

www.do-it.org.uk

Volunteering website, with lots of music based opportunities books and magazines

FURTHER SUGGESTIONS:
CAREER CHOICES AND HELP

- ☐

[What Color Is Your Parachute?
A Practical Guide for Job-Hunting and Career Changes](#)

Richard Nelson Bolles 2003
Publisher : Ten Speed Press
ISBN : 1580085415

As well as a step-by-step guide to identifying your new career, using the Internet and other tools, this guide includes all the latest information about how to speed up a job-hunt or career-change
- ☐

[The Career Guide for Creative and Unconventional People](#)

Carol Eikleberry 1999
Publisher : Ten Speed Press
ISBN : 1580080758

A step-by-step program, including choosing a career based on one's own creative personality, and offers real-life stories

WORKING ABROAD

- ☐

[Summer Jobs Abroad : 2004](#)

David Wodworth, Victoria Pybus
Publisher : Vacation Work Publications
ISBN : 1854583018
- ☐

[Living and Working in America](#)

David Hampshire, Jim Watson (Illustrator)
Publisher : Survival Books Limited
ISBN : 1901130614

Synopsis :
This series of survival handbooks is useful reading for anyone planning to spend some time abroad whether vistors, business people, immigrants, students or retirees. This book looks at living and working in America.
- ☐

[Living and Working in Spain : A Survival Handbook](#)

David Hampshire, Jim Watson (Illustrator)
Publisher : Survival Books Limited
ISBN : 1901130622
- ☐

[Going to Live in Greece
Your Practical Guide to Life and Work in Greece](#)

Peter Reynolds
Publisher : How To Books
ISBN : 1857038509

WORKING IN UK

- ☐ **How to Be a DJ**
Janet Hoggarth, Zac Sandler (Illustrator)
Publisher : Puffin Books
ISBN : 0141315237
- ☐ **How to DJ**
The Definitive Guide to Success on the Decks
Tom Frederikse, Phil Benedictus
Publisher : Piatkus Books
ISBN : 0749923253
- ☐ **How to Make It in the Music Business**
(Virgin Careers Guides)
Sian Pattenden
Publisher : Virgin Books
ISBN : 0753504219
- ☐ **The Business of Artist Management**
A Practical Guide to Successful Strategies for Career Development in the Music Business for Musicians, Managers, Music Publishers, and Record Companies
Xavier M. Frascogna Jr, H. Lee Hetherington
Publisher : Billboard Books
ISBN : 0823077055
- ☐ **A Singer's Guide to Getting Work**
John Byrne, Julie Payne
Publisher : A & C Black
ISBN : 071366424X
- ☐ **Opportunities in Music Careers**
Opportunities in ... Series
Robert Gerardi
Publisher : McGraw-Hill Education
ISBN : 007138717X
- ☐ **The Musician's Handbook**
A Practical Guide to Understanding the Music Business
Bobby Borg
Publisher : Billboard Books
ISBN : 0823083578
- ☐ **The Art of Gigging**
The essential guide to starting up as a performing artist.
Mark Addison Singleton
- ☐ **Moving Up in the Music Business**
Jodi Summers
Publisher : Allworth Press
ISBN : 158115061X
- ☐ **Creative Careers in Music**
Mark Landsman, Josquin des Pres
Publisher : Allworth Press
ISBN : 1581150490

MORE TASKS

- 1 Read workbook 6 “marketing and promotion” and look into getting an agent if you’re a performer, DJ, or writer. You’ll need a package - this book tells you how to do this.
- 2 Make sure that you have an individual CV/Profile and letter for each type of job you’re applying for.
- 3 Take the radio 1 workshop on work placement - www.bbc.co.uk/radio1/onemusic/workexp/whyp01.shtml
- 4 Take the list of people you’re writing off to for work and placement: add another 10 names for next month, then 10 for the month after and so on until the end of New Deal.
- 5 Now look at all of their websites. Information is available at companies house about them (if they’re a registered company). What can you find out about them?
For example:
Their market share of the business they’re in locally
Their sales figures, how many people they employ
What the working hours are
How other employees found that work
WRITE IT ALL DOWN
- 6 Now re-select your top 20 places to write to.
- 7 If you can’t find anything locally, look at the market for the sort of work you’re after elsewhere: in the UK, the European Union and worldwide. How many jobs, employers are there? Do you need to relocate? If you can’t move, you might need to change your mind about what job you want to do!
- 8 Have you looked every day this week at the suggested websites or called for information from your jobcentre / jobcentre direct on vacancies and work placements?
- 9 Work out how many applications you’ve sent off since you started NDFM.
Is it
Less than 20
Less than 50
Less than 100
Remember that the general rule of thumb for sales reps who are “cold calling” (calling on spec) is that 1 reply in 100 is doing ok.

DON'T FEEL DOWN, KEEP ON GOING! IF YOU DON'T ASK, YOU WON'T GET!

MORE TASKS

- 10 Do you think things are working against you when you’re applying for jobs and placements? Make a list of those things here
 - 1.
 - 2.
 - 3.
 - 4.
 - 5.

- 11 What are you going to do about them?
 - Speak to my MOLP
 - Speak to my MIC
 - Get a new deal mentor to help me sort them out
 - Speak to my new deal adviser
 - Look into getting money to help out with problems from NDPA / MOLP / MIC’s advice

As you build your music career, you will encounter new situations that will challenge and test you. This could be meeting a manager for the first time, or speaking to a journalist. Prepare yourself in advance for dealing with these situations by using your friends to act out the various roles.

For example:

1. Meeting someone at a gig who says they’re a manager and interested in you. What questions should you ask them?
2. Meeting someone in a recording studio who’s also looking for work and people to work with. How should you network with them?
3. Meeting a music journalist and trying to get them to listen to your story. What do you say to them?
4. Taking an unexpected telephone call from someone who says they’ve heard you’re great at what you do, they would love to give you some work but things are tight at the moment, can you come and do some placement for them for nothing and they’ll sort you out for some paid work as soon as possible
5. Make your own situation up!

Preparation is really important for when similar things happen in real life. Also you get some feedback from others and start to really find out what you do and don’t want to do...

ACKNOWLEDGEMENTS

These materials have been developed by ARMSTRONG LEARNING, working with City College Manchester.

Art direction and design by LULU BUTTERFLY

Cover : design by LULU BUTTERFLY, photograph by Ray Chan

Photographs p14-15, p22-23, p24-25, p26-27, p32-33, p40-41 by Oliver Kersh

NEW DEAL FOR MUSICIANS WORK AND JOBS

© Crown Copyright 2005

This material must not be copied in whole or in part without the prior written consent of the Department for Work and Pensions.

Special thanks go to all who have contributed to the development of the workbooks including:

The New Deal for Musicians Steering Group

The Open Learning Materials Steering Group

Department for Education and Skills

Teacher Training Agency

All those who have contributed to the case studies.

Music Open Learning Providers and Music Industry Consultants who have piloted the materials.

Sound Advice

MU Musicians' Union

MPG Music Producers Guild

AIM Association of Independent Music

PRS Performing Right Society

MCPS Mechanical - Copyright Protection Society

MMF Music Managers Forum

BPI British Phonographic Industry

MPA Music Publishers Association

PPL / VPL Phonographic Performance Limited / Video Performance Limited

MIA Music Industries Association

PAMRA Performing Artists' Media Rights Association

BBC Radio 1

British Music Rights

British Academy of Composers and Songwriters

