

Management Consulting Rates

Management consulting can range from a simple hour-long meeting to audit what you're currently doing and look at what the next steps might be to an ongoing day-to-day role, and everywhere in between. Before we settle on a price, I'll ask plenty of questions that will help determine what would serve you best. You might just need a sit down to hash-out what you've been up to and where you should be headed. The rate for the initial "management consult" is \$100 for an hour .. either in person or on the phone. If it turns into a more ongoing thing, there is definitely a volume discount! And of course, if it's even more involved, like you need help day-to-day, or need me to get involved in a project from start to finish, the rate will depend on the parameters. I am artist and budget friendly, and I want to help. We can figure out something that works for both of us, and I'll never try to talk you into spending more than you can afford!

ONE HOUR MANAGEMENT CONSULTATION: \$100 / HR

For this hour, you've got my full attention. Bring everything you've got that you want to talk about.

If you want to focus on your touring profile, bring your history! Soft and hard ticket sales, routes from previous years, venues played, anything else you think is relevant. Album release strategy? Send me the record in advance, and bring any history from previous releases. General "what do I do?" questions - bring a notepad with any and all questions jotted down in advance. And be able to give me your basic story. Not sure what to bring? We can figure that out together in advance.

ONGOING CONSULTATION (ONCE / MO): \$75 / HR

If at the end of our initial consultation (above), it seems like it'll make sense to keep in touch - let's!

I'll give you an hour every month to follow up on things we talked about, discuss anything new you'd like and help develop long-term strategies. Remember, though, you are leading this charge. I am here to help but you need to know what you want to talk about, and what sort of advice you're seeking. Help me help you.

DAY-TO-DAY MANAGEMENT: RANGES FROM \$50 / HR TO MONTHLY RETAINER

This is a very loose base-price, and completely depends on your needs. My base price is \$50 / hr for ongoing support, but if you need someone 20 hours / week on a consistent basis, it might make more sense to revisit the hourly rate or implement a retainer. Bottom line - it's all transparent, and you won't end up with any sort of surprise bill.