

Q&A summary

Question: How do I start my own business?

Answer: Review our list labeled Business 101

Question: What does and doesn't require a tax filing? What is and isn't deductible now?

Answer: Anything you are paid requires a tax filing. To keep up to date hire an accountant or use a good tax software.

Question: What % should promoters get when they are putting together a show? Booking the venue, the artists, etc.

Answer: Do research, ask your friends, find a forum you can post on. Provide specifics on show sizes, length and type. Varies by market and location.

Question: How to become an independent contractor and taxes?

Answer: Depends on AB5 shakeout. Assume the minimum will need W/C. Estimate your taxes will cost you 35% of every dollar you make.

Question: What's the most important concrete step I need to take next for my start up?

Answer: Look at our page, Business 101. Depends on where you are with it right now.

Question: How to make my brand look very polished and professional without being too dated?

Answer: Keep social media up to date, hire a professional to do your logo. Keep focused in posts.

Question: How do I convince people to pay me more? How do we continue to get hired under AB5 (I'm doing fine, but know that I might run into folks that don't want to hire me due to the new laws). Paying off debt as a freelancer. What to do when an employer has not been transparent in how they pay you?

Answer: Know your worth. AB5 will be changing things. Budget for expenses and debt is one of those expenses. Negotiations tips reviewed.

Question: How can independent contractors continue to operate as a small business in California under AB5?

Answer: Review AB5 summary.

Question: Specifics of a lighting company

Answer: Come talk to Kathy.

Question: How do you get started with your business? What type of music businesses have you seen that are trending upwards?

Answer: Streaming, Labels outside of standards, marketing of artists in more creative ways, content providers, companies focused on global music trends. Social media and anything newly emerging in ways to listen to and talk about your music likes.

Question: If you own a business how do you pay yourself and employees?

Answer: Speak to an accountant. Dependent on your structure. Best to keep track of payroll inside your accounting program.

Question: Resume', budgeting, taxes, inventory, billing/quoting

Answer: Resume covered in presentation, come find Kathy for further discussion on others.

Question: How do I make the leap from working a steady job to starting my own business?

Answer: Reduce your expenses as much as possible. Then do it, take any and every job you can to get started.

Question: What are the best skills to know to get a start in the Entertainment Business?

Answer: People skills. Knowing when to ask for help. Be willing to do things you might think aren't part of your job-in the beginning. Be reliable and consistent.

Question: How to find out about more training sessions?

Answer: Find companies and organizations to follow. Local unions might have training too. Manufacturers are good to ask for training as well.

Question: How can a beginner build a client base if I don't have a lot of professional experience?

Answer: Start with what you have and do a great job. When the job is over, ask if there is more work, or friends they can intro you to.

Question: Where to find info as a freelancer for taxes and insurance and as someone who is looking to grow/run a business with potential employees who would need worker's compensation etc...?

Answer: Find a good accountant who knows the industry you are in. SBA has free classes on business as well.

Question: I do not have any questions per se; however, I'd like to say I am especially interested in honing my networking skills as well as setting myself up for future financial success as an independent contractor in the industry. Very excited for this workshop and all topics covered!

Answer: Networking skills will be talked about briefly. Come find us at breaks to ask more specifics.

Question: Networking, New Laws, Negotiations

Answer: Networking skills will be talked about briefly. Negotiation tips as well. AB5 summary. Get out there and practice.

Question: How do you decipher if you're better off taking on a job as an independent contractor or as your own business?

Answer: Can be one and the same. The choice might be of the "employer" and not you though. Be prepared to be offered either or.

Question: What's the best way to make a website and market a recording studio?

Answer: Start simple with the website. Find blogs on tips. If you have \$, hire someone to do it. If not, try to trade with someone OR find a good company with templates.

Question: Any specific tips for musicians?

Answer: Talk to Liberty or Karrie for specifics.

Question: How to best advertise myself?

Answer: Some tips are being covered. For more specifics come find Drew, Liberty or Karrie.

Question: Freelancing tips

Answer: Talk to Liberty or Karrie for specifics.

Question: Negotiations with other producer or artist managers when you aren't one.

Answer: Negotiation tips are being covered. Ask Liberty and Karrie for specifics.

Question: I am from Canada but as of late have been doing work for American clients. Do you have any tips on making contracts in partnerships in projects between different countries?

Answer: Work with a good legal representative. If you want to do it without a lawyer, which we don't recommend, find samples to use and educate yourself on laws between countries.

Question: CA Independent Contractor - Laws & tax tips for filing, Resume Tips - Standing out when many companies use software to go through high-volume of applicants.

Answer: AB5 summary reviewed. Get a good tax software or accountant. Resume writing reviewed. For AI reviews make sure it isn't a PDF, spell correctly and have specific results not just duties.

Question: How to pull more projects? What is your strategy?

Answer: Network. Find Karrie and Liberty after the event.

Question: Is it ok to have a 2-page resume?

Answer: Yes, keep most important on page 1.

Question: Working out of the country and paying taxes on income.

Answer: Have a good tax accountant or software.

Question: Information about independent contracting and sole proprietorship. Tax info we need to know as a freelancer!

Answer: Some provided at event, find a good accountant. SAVE for taxes!! Assume 35% tax cost.

Question: With the removal of "likes" how do you foresee it impacting personal brands; how should your content evolve with the shift in the IG platform...IG definitely acts as the new business card but curious if anyone has thoughts on this.

Answer: Come find Drew.

Question: How to remind freelance clients to PAY?

Answer: Have the discussion upfront and get it signed. Request a deposit if possible, then send reminders at due date, 10 days late etc. If they don't pay at all, send to a collections company.

Question: What are some applications for budgeting/accounting software? Information on taxes, income statements. New laws regarding independent contractors.

Answer: QuickBooks, anything online is good. AB5 summary coverage at event. Come find Kathy on Income statement help.

Question: Contracts, accounting

Answer: Find some good sample contracts, if you can afford it have a lawyer review for you. Develop a template you can use all the time. Come find Kathy about Accounting questions.

Question: New Indie contractor laws - options!, retirement, licensing contracts, cleaning up social media.

Answer: All being touched on at event. For retirement, there are good online tools, but a good rule is to save 5% for emergency fund and 10-15% for retirement.

Question: How to know what the right salary is for the industry? How to set a career Path as being a freelancer vs looking full time employment. Is it worth setting up an LLC or corporation as an independent contractor or freelancer?

Answer: All being touched on at event. Find Karrie and Liberty during breaks.

Question: Should you start off establishing your business as an S Corp or LLC? Tips for managing a 9-5 and your own business.

Answer: Don't burn yourself out. Set a schedule for your 2nd job and keep to it. Eventually make the leap if you want your own business to be all you do.

Question: How to be taken seriously as a female in this industry?

Answer: Focus on your work and the tasks at hand. Don't try to prove you are stronger/better than a guy, just be you.

Question: HOW TO GET REACT CORRECTLY TO EGO GAMES IN THE INDUSTRY?

Answer: Focus on your work and the tasks at hand. Business is business, not emotional.

Question: 1) Where can I get the best and most affordable battery-operated canned lights? 2) How can I create a video wall without segmented LED screens?

Answer: Come see someone with 4Wall to discuss in detail.

Question: I have questions regarding licensing and record deals.

Answer: Come find Karrie.

Question: How did you start out?

Answer: We will all intro ourselves. You'll find a common thread of a lot of hard work and willingness to say "yes".

Question: How did you get to the position you are in today?

Answer: Focus and a desire to do a good job.

Question: What's the best way to brand yourself?

Answer: Be clear in who you are and what you do. Drew will discuss in detail.

Question: How to get your foot in the door into the entertainment industry and how to brand yourself?

Answer: Be willing to take that first job, even if you think it is beneath you. Talk to friends, be a stagehand, be an intern, be willing.

Question: Resume and social media effectiveness

Answer: Will be discussed in session.

Question: DBA/LLCs, paying other people as an independent contractor, taxes, AB5 law

Answer: Some will be discussed. Find a good accountant.

Question: For rental houses, how much equipment is purchased via credit/ loans vs. the cash holdings on the business?

Answer: Come find Kathy.

Question: Is having a manager helpful when you're a producer who is just getting started?

Answer: Come see Liberty