

Hello. Welcome to episode 7 of the Screw The Record Label of the podcast. I am your host, Nancy Halligan of rockbition.com. I teach musicians and music venues on how to promote and sell their music and shows online. So welcome to the podcast!

This was not the expected first episode back. However, I saw a post this morning on Facebook, which got me all fired up and I had to get onto this and record my thoughts.

So there is a bar. I believe it is in Rochester, New York. And I am going to call out the name. They are called "The Whiskey River Pub and Grill". And they put out one of those posts that you think cannot happen anymore.

And here it is, August 12th of 2020. And actually, they posted it yesterday. And they are posting this type of post which just drives me nuts. Let me read it to you: "Attention Bands and Musicians, our outdoor stage is available for you to use any Sunday, Tuesday, Wednesday, or Thursday. A great chance to practice in front of a live audience and/or try out any new arrangement you have been working on while getting tipped and get your name out via our social media. Internet hardwire available for a live stream or just to record for your own use. Dinner will be on us. Call or text to set up your day and time."

Are you kidding me? In 2020, we are still seeing this crap. Why is it that people feel that artists and musicians do not need to be paid for their time. And why are those artists and musicians saying, "Sure! Sign me up." Are you kidding me? Stop playing for free.

I can not say it any more clear. If you take these people up on these quote-unquote opportunities, you are just playing into the same bullshit and it is just going to keep happening and then when you try to charge for your time, which you are well worthy of being paid for, you are going to come against a wall because they are not going to want to pay you because you have been doing it for free all along. This is just what drives me crazy. You need to be paid for your time. You are worth the money.

The only time I say to play for free is when it is for some type of benefit show. If you are donating your time and playing to help someone raise money for a worthy cause, that is an exchange of value that is acceptable and appropriate. Any other time playing for free is not appropriate and it is not acceptable. I cannot say this enough times. It is not acceptable. You need to be paid for your time. You are doing a job. You are entertaining people. You are probably bringing people in the door. A lot of people, probably, you are probably bringing people in off the street, especially if it is the summertime and people are walking by and hearing the music and say, "Hey, that sounds good. Let us go in and have a drink." You are giving that venue business. You are bringing people in. You are doing your job. You need to be paid for that.

I can not stress this enough. and I am just going to keep saying, "You need to be paid for that." I have also realized and thinking about this this morning. That there is a lot of musicians out there that struggle with the mindset around this. So, in recent days, I have actually met someone who works with musicians to help them with their mindset. And this is something I have been meaning to talk about anyways recently because I have actually been working on my own mindset not just around music, but just around my life in general and my business and music just everything in general. And I want to bring someone in, who actually is doing this so that they can speak to you and you can start working on that mindset because if you think it is acceptable to play for free and get quote-unquote exposure when exposure does not pay your bills, then you have what is called the "money block". And you need to remove that block because you are worthy of it. You are worthy of receiving payment for your services. It is just like when you go to the doctor, he provides a service. You pay for the service. There is an equal exchange of value there. When you go to get dinner, you get served a tasty meal, you exchange money, and now there is an exchange of value. You had a good dinner. They got their money. When you play in a bar or any venue, you play, you entertain the people, you do your job for however long you play, you get paid. There is an exchange of value.

If you do not value your work enough, then you have a block that says, "I am not worthy." "I do not deserve it." "I am only doing this for fun." It does not matter. You should be paid for it. You are worthy. You do deserve it. You are deserving of receiving something of value for providing something of value. I hope this sits well with you. I am going to sign off on that note and I will let you know on my page, so go to the Rockbition Facebook page, I am going to bring this girl on to talk to you guys and give you some mindset tips that you can use to clear these blocks so that when someone tries to push back with you on payment for a gig that you are equipped with the right tools so that you can push back and get the money you deserve. Get the payment you deserve. I hope this sits well with you.

Again, I want you to download the Listen app and go in there and find Screw The Record Label podcast and put in the code ROCKBITION. R-O-C-K-B-I-T-I-O-N. You will become one of my VIP listeners. We can chat in there. We can talk about the episodes. You can give me some feedback, things you want to hear. But I want to be able to interact with you guys, so check that app out and I will see you in the next episode. Thanks!