



1/ WHAT IS AN ISSA MUSIC SALON?

2/ HOW TO SEND A PROPOSAL

1/ WHAT IS AN ISSA MUSIC SALON?

- Salons normally take place in a private venue (home, loft, gallery, barn) rather than a commercial venue.
- Smaller communities that are not on 'touring routes' have an opportunity to invite an Artist further afield.
- People can create a 'sacred space' for something they value and want to share with the community.
- Artists appreciate the respect and care that comes from the collective energy created by a Salon.
- Salon can be 'private' or 'public' depending on wishes of the Saloniere and whether there are any concerns from a concert hall promoter who has scheduled Artist for a 'public' concert. (Such conflict would rarely be the case.)

CONCERT

- Introduction by Saloniere
- Music and poetry, 90 minutes with intermission
- Discussion about music/art/life (optional) • opening and closing ceremony

AFTER CONCERT

- CD signing
- Reception (optional)

RESPONSIBILITIES OF SALONIERE

- PROMOTING Salon
- COMMUNICATIONS with Guests
- LOCAL TRANSPORTATION for Artist
- FREE ADMISSION for children, teenagers, low-income guests (floor space at front)
- SOUND SYSTEM
option 1 (preferred): NO sound system (therefore no cost)
option 2: small sound system if space requires it
- PIANO if possible
- SETTling finances upon completion

FINANCIAL (you have a \$300 budget from ticket sales)

- MINIMUM TICKETS GUARANTEE (to be agreed upon with Artist's representative, Jim Fleming)
(this is how much you have to be prepared to pay if you do not sell enough tickets, so consider carefully)
- ACCOMMODATION of 1-2 nights in modest B&B/hotel or home (privacy appreciated)
- PROMOTIONAL expenses
- FOOD FOR GUESTS (paid for by charging for it)
- PIANO TUNING if required
- MISCELLANEOUS EXPENSES unless agreed upon by Artist
- RENTALS TO ACCOMMODATE GUESTS

RESPONSIBILITIES OF ARTIST

- CONCERT: 1x90 or 2x45 minutes
- COMMUNITY CONTRIBUTION/PARTICIPATION if possible

FINANCIAL

- TRAVEL costs

ARTIST FEE

100%t ticket sales minus up to \$300 to cover your costs

TICKET PRICING (to be discussed with Issa's representative, Jim Fleming)

OTHER OPTIONS

- CREATIVE THINKING - local musician opening? discussion panel afterwards with local artist, musician, etc.?
- ART GALLERY - Artist paintings can be brought to Salon (unframed)
- USE OF TIME - Artist likes to contribute to the community if possible (speaking at nearby schools, etc.)
- PRIVATE Salon - Some hosts have simply engaged Artist at a flat fee and had a private Salon for friends.

2/ HOW TO SEND A PROPOSAL

- 1 / Name (who signs contract?) and contact details
- 2 / Address of Salon
- 3 / Address to send contract
- 4 / Nearest town/airport/train station
- 5 / Description of venue (photos helpful)
- 6 / Have you ever done something like this?
- 7 / How will you let people know about it?
- 8/ Flat fee or ticketed event?
- 9/ Ideal time frame (please suggest three dates, in priority order)
- 10 / Does room require sound system?
- 11 / Piano available?
- 12 / How do you envision your Salon format?
- 13 / If Salon is confirmed do you want the performance listed on Issa & Fleming Artists websites? (if so, include phone number and/or email?)
- 14 / anything else?

Thank you for your interest!

We look forward to hearing from you.

Send by post or email to:

Jim Fleming
FLEMING ARTISTS
543 N. Main Street
Ann Arbor, MI 48104
jim@flemingartists.com
1-734-995-9066