

YOU MUST HAND IN YOUR WORK BY _____ TO _____



HOW LONG
should this assignment take?

Every person works at his / her own pace.
As a guide, this should take you 5 hours to read and research and another 1 hour to write your answers and discuss them with your tutor.



HOW
will I be assessed?

Your tutor will assess your work. He / she will give you feedback on how you have done. If your work needs further work to be passed, then you will be given the chance to do further work to bring it "up to scratch". For more details, please refer to your MOLP's own guidance.



WHAT
do I do now?

Read the TASKS section below.
Then read the NOTES AND GUIDANCE section.
Carry out the TASKS.

TASKS

1 Who do you know already?

Write down everyone you know who is involved in music in some way or other. (Name of person and what do they do).
Don't include your close friends or band members (if you are in a band or in partnership with another writer or DJ).
Start with musicians, then go onto technical people and business people.

<p>NAME</p> <p>What do they do?</p> <p>1</p>	<p>2</p>	<p>3</p>	<p>4</p>	<p>5</p>
<p>6</p>	<p>7</p>	<p>8</p>	<p>9</p>	<p>10</p>
<p>11</p>	<p>12</p>	<p>13</p>	<p>14</p>	<p>15</p>
<p>16</p>	<p>17</p>	<p>18</p>	<p>19</p>	<p>20</p>

If you can only fill about 5 boxes, you urgently need to do some networking! If you can fill up all 20 boxes quite quickly, then you are already networked and are in a good position to build on your success. A good quality network can be dozens if not hundreds of people.

2 Who do you need to get to know?

Write down the people who are missing from your list and who you need to network with...

1	2	3	4	5
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3 Where can you find contacts?

3 a

Talk to another musician, programmer or DJ about music, try to find out if you have any mutual friends. For instance, if they are a drummer they will probably know other bass players, who you might know as well. This is a good way of breaking the ice and discovering whether that person is already part of your network.

Write down the names and contact details of 3 other people who they have told you about

1. Name Contact number What they do
2. Name Contact number What they do
3. Name Contact number What they do

3 b

Find out about any local music networking events through your Music Industry Consultant. There will probably be at least one event near you in the next 12 months.

Write the details of the events here – and make sure you attend!

1. Event Venue Date
2. Event Venue Date
3. Event Venue Date



Make sure you attend and make as many contacts as possible. Remember to bring demos of your music if it's relevant. Try ringing up the PRS or the Musicians Union for details of any events.

4 Use the Internet to make new contacts

4 a

Through the Internet, make contact with 2 people who share your passion and interest for music and also share your goals for making a career in the music industry. Exchange at least 3 ideas of how you could help each other to collectively work towards your goal. Make a note of that information here or print out the information.

4

4 b

Through the Internet, make contact with two agencies / managers / promoters / businesses who may be able to help your music career. It's up to you what you ask them! Talk to your MOLP tutor and print out your findings or write them down here.

4 c

Through the Internet, establish your own online contact point so other people can contact you. This might be:

e-mail address
Web site
Forum or other web presence

What is your online contact point?

5 Create an action plan which will build your network of useful contacts. (Here are a few examples to get you going, fill in the rest. Use more paper.)

WHAT TYPE of contact	HOW?
Manager	1. Ask other musicians about managers they know 2. Look in the MMF contacts list (Music Managers forum)
Live venue	1. Look in the local paper for gig listings 2. Ring your regional Musicians Union rep

6 What skills do you need to network?

What personal skills do you need to network better? Fill in the boxes.

SKILL NEEDED	HOW I'm going to do this
example Improve telephone confidence	Phone 5 venues with a list of questions