

Artist Management Agreement

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HOW TO USE IT

Fill in every **[BLANK]**. Where you see ☐ options, keep the ones you want and strike the rest.

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1 The parties

1.1 This agreement is made on **[DATE]** between **[ARTIST FULL NAME]**, professionally known as **[STAGE NAME]**, of **[ADDRESS]** (the "Artist"), and **[MANAGER OR AGENCY NAME]**, of **[ADDRESS]** (the "Manager").

- ☐ The Artist is under 18. **[PARENT OR GUARDIAN NAME]**, the Artist's **[RELATIONSHIP]**, signs for the Artist, and payments under clause 7 go to **[ACCOUNT]**.

2 What the Manager is appointed for

2.1 The Artist appoints the Manager to find, negotiate and administer bookings for the Artist's live performances, namely **[STAND-UP / HOSTING / MUSIC / OTHER]**, at corporate events, private events, colleges and public shows (the "Work").

- ☐ The appointment is exclusive for the Work in **[TERRITORY, FOR EXAMPLE INDIA AND THE UAE]**: the Artist will refer every enquiry for the Work to the Manager.
- ☐ The appointment is non-exclusive: the Artist may work with other agents and take bookings directly.

2.2 Not included unless added in writing: digital content and brand deals, film, television and streaming, publishing, and the Artist's own ticketed shows.

3 What the Manager will do

3.1 The Manager will: (a) promote the Artist to clients and event agencies; (b) maintain a profile page for the Artist with their videos and rates; (c) answer enquiries within **[1]** working day; (d) quote, negotiate and contract each booking using the Artist Booking Agreement or terms at least as good; (e) invoice clients, collect payment and chase late payers; (f) brief the Artist on each event; and (g) keep a record of every enquiry and booking, which the Artist may see on request.

- 3.2 The Manager represents other acts. When it puts more than one act forward for the same brief, it will tell the Artist.

4 What the Artist will do

- 4.1 The Artist will keep a shared calendar of available dates up to date, reply to the Manager about a booking within [24] hours, perform each confirmed booking professionally, and tell the Manager at once about any enquiry for the Work that reaches the Artist directly.
- 4.2 The Artist's published rates are set out in Schedule 1. The Manager will not quote below them without the Artist's agreement for that booking.

5 No booking without the Artist's yes

- 5.1 The Manager will not confirm any booking without the Artist's agreement, by message or email, to the date, the fee, the travel and the content brief.
- 5.2 The Artist signs each booking agreement. ☐ The Manager may sign a booking agreement for the Artist, but only one the Artist has agreed under this clause.

6 Commission

- 6.1 The Manager's commission is [20] % of the fee for each booking for the Work that the Manager introduces or negotiates during the term.
- 6.2 Commission is charged on the performance fee only, excluding GST, travel, stay, and any expenses the client pays or reimburses.
- ☐ Bookings the Artist finds without the Manager carry no commission.
- ☐ Bookings the Artist finds carry commission of [10] % if the Manager contracts and collects them.
- 6.3 GST on the commission, if any, is charged by the Manager on its own invoice to the Artist.

7 Who collects the money and when the Artist is paid

- 7.1 Clients pay the Manager. The Manager will pay the Artist the fee less commission and any TDS deducted, within [7] days of receiving each payment from the client.
- 7.2 With each payment the Manager will send a statement showing the client, the gross fee, the commission, any TDS, and the net paid. The Manager will issue or pass on TDS certificates on time.
- 7.3 If a client pays late, the Manager will chase it. The Artist is not paid for a booking until the client pays, unless the Manager agreed in writing to pay the Artist in advance.
- 7.4 The Manager will record money received for the Artist separately from its own money ☐ and hold it in a bank account used only for artists' money, and will not use it for its own costs.

- 7.5 Once a year, on [14] days' notice, the Artist or the Artist's accountant may inspect the Manager's records of the Artist's bookings and payments. If the inspection shows the Artist was underpaid by more than [5]%, the Manager pays the shortfall and the cost of the inspection.

8 Expenses

- 8.1 The Manager pays its own costs of running its business, including its website, marketing and travel to find work.
- 8.2 Costs incurred for the Artist, such as a showreel shoot, photos or a paid listing, are charged to the Artist only if the Artist agreed them in writing in advance, at cost, with receipts.

9 Name, image and material

- 9.1 The Artist allows the Manager to use the Artist's name, stage name, photos, biography and videos to promote the Artist during the term.
- 9.2 The Artist owns their material, jokes, scripts and recordings. Nothing in this agreement transfers any of it to the Manager.

10 Term

- 10.1 This agreement starts on [DATE] and lasts [12] months. It renews for another [12] months only if both parties confirm in writing.

11 Ending the agreement

- 11.1 Either party may end this agreement by [30] days' written notice, for any reason.
- 11.2 Either party may end it at once if the other breaches it and does not put it right within [14] days of written notice.
- 11.3 If the Artist cannot perform for more than [90] days in a row through illness or injury, either party may end this agreement by written notice. Commission on bookings already confirmed stays due.

12 After the agreement ends

- 12.1 Bookings confirmed before the end date carry commission even if performed after it, and the Manager will still collect and pay them under clause 7.
- ☐ Bookings for the Work from clients the Manager introduced, confirmed within [6] months after the end date, carry commission at [HALF THE RATE / THE FULL RATE].
 - ☐ No commission on anything confirmed after the end date.
- 12.2 Nothing in this agreement stops the Artist working with any other manager or client after it ends.

13 Confidentiality

- 13.1 Each party will keep confidential the other's fees, client names, contracts and personal details, during this agreement and after it, except as needed to perform it or as the law requires.

14 Disputes and the law

- 14.1 This agreement is governed by the laws of India. The courts at [CITY] have jurisdiction.
- 14.2 If a dispute arises, the parties will first talk for [15] days. ☐ If that fails, it goes to arbitration by a sole arbitrator in [CITY] under the Arbitration and Conciliation Act 1996.

15 General

- 15.1 This agreement and its schedule are the whole agreement. Changes count only if both parties confirm them in writing, including by email. It may be signed electronically. If any clause is unenforceable, the rest stands.

Schedule 1: the Artist's published rates

Corporate, 30 minutes

[AMOUNT]

Corporate, 45 minutes

[AMOUNT]

Private event

[AMOUNT]

College or public show

[AMOUNT]

Hosting

[AMOUNT OR RANGE]

Travel and stay

[PAID BY CLIENT ON TOP / INCLUDED UP TO]

Signatures

Artist

Manager

SIGNATURE

SIGNATURE

FULL NAME

FULL NAME

DATE

DATE

Parent or guardian (if the Artist is under 18)

SIGNATURE

FULL NAME

DATE