

WORKING MUSICIANS ALLIANCE

Artist Door Deal Checklist

EVENT INFORMATION

Artist / Band Name:

Venue / Event Name:

Event Date:

Promoter / Talent Buyer:

Contact Information:

BASIC DEAL STRUCTURE

What type of deal is being offered?

- Flat Guarantee
- Percentage Of Door
- Guarantee Against Percentage
- Ticket Split
- Other:

Agreed Percentage:

Guarantee Amount (if applicable):

Is the percentage based on:

- Gross Ticket Sales
- Net Revenue After Expenses

If net, what expenses are deducted first?

TICKETING & ATTENDANCE

Ticket Price:

Venue Capacity:

Estimated Attendance:

Who controls ticket sales?

- Venue
- Promoter
- Artist
- Third Party Ticketing

Are ticket reports available before show day?

- Yes
- No

Are complimentary tickets allowed?

Yes

No

How many comps are allowed?

Do comps affect settlement calculations?

Yes

No

PROMOTION & MARKETING

Who is responsible for promotion?

Venue

Promoter

Artist

Shared Responsibility

Is paid advertising being used?

Yes

No

Are support acts helping promote?

Yes

No

Is the artist expected to pre-sell tickets?

Yes

No

Additional promotional expectations:

SETTLEMENT INFORMATION

When does settlement occur?

- Before Performance
- Immediately After Performance
- End Of Night
- Following Business Day
- Other:

Payment Method:

- Cash
- Check
- Digital Payment
- Bank Transfer
- Other:

Will a settlement sheet be provided?

- Yes
- No

Who handles settlement?

VENUE DEDUCTIONS & FEES

Are ticketing fees deducted?

Yes

No

Are staffing costs deducted?

Yes

No

Are production costs deducted?

Yes

No

Are security costs deducted?

Yes

No

Are taxes deducted?

Yes

No

Additional deductions:

MERCHANDISE INFORMATION

Is merchandise allowed?

Yes

No

Is there a merch percentage?

Yes

No

Merchandise percentage amount:

Is there a merch buyout instead?

Yes

No

Additional merchandise notes:

PERFORMANCE & EVENT DETAILS

Performance Length:

Number Of Sets:

Soundcheck Included?

Yes

No

Hospitality Included?

Yes

No

Hospitality Buyout Included?

Yes

No

Curfew:

Load-In Time:

Additional event notes:

IMPORTANT QUESTIONS TO ASK

- Is everything being confirmed in writing?
- Are percentages clearly defined?
- Are deductions clearly explained?
- Is the guarantee protected from deductions?
- Is settlement timing clearly agreed upon?
- Is merchandise handled separately?
- Is there a clear understanding of promotion responsibilities?
- Is there transparency regarding ticket counts?
- Are support acts confirmed?
- Are all parties using the same understanding of the deal?

PERSONAL NOTES

FINAL REVIEW

Door deals are not automatically bad deals. Many independent venues and artists rely on flexible compensation structures to make events possible.

The goal of this checklist is simply to encourage artists to ask clear questions, understand how the financial structure works, and reduce misunderstandings before event day.

Clear communication before the show is almost always easier than conflict after the show.