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Subject: What do you do? - Part two

Posted by [Gantt Kushner](#) on Wed, 12 Sep 2007 18:05:35 GMT

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So many clients become friends and they start conversations that, under the influence of a little bit of Starbux Cafe Verrona or green or ginseng tea (pick yer poison), become 30 minute escapades.

I try not to be the one to start these conversations and I try to do the responsible thing after a while and say "OK boys and girls... Let's get back to work!". But how do I write the bill? Charge for the talk time? I actually had a client who loved to yap and he insisted that I charge for every minute.

He said it was part of the fun of recording for him. Of course, he has a really good day gig!

Gantt

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Subject: Re: What do you do? - Part two

Posted by [LaMontt](#) on Wed, 12 Sep 2007 18:20:19 GMT

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Join the club.

"Gantt Kushner" <[ganttmann@comcast.net](mailto:ganttmann@comcast.net)> wrote:

>

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>influence of a little bit of Starbux Cafe Verrona or green or ginseng tea

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Subject: Re: What do you do? - Part two

Posted by [Neil](#) on Wed, 12 Sep 2007 21:29:31 GMT

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"Gantt Kushner" <ganttmann@comcast.net> wrote:

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>to do the responsible thing after a while and say "OK boys and  
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Yes, but itemize it...

Recording Time, billed at the Studio Rate = 4 hrs. @ \$75/hr.

TTL = \$300

Talk/Chat, billed at Therapy Rate = 1.5 hrs @ \$125/hr.

TTL = \$187.50

TOTAL DUE FOR TODAY'S SESSION: \$487.50

:)

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Subject: Re: What do you do? - Part two

Posted by [Carl Amburn](#) on Wed, 12 Sep 2007 21:42:51 GMT

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Yeah man - charge them. If they know the slightest bit at all that there is an hourly charge involved, then as long as you aren't the culprit for any delays or downtime, they need to pay up. You shouldn't feel bad about that at all.

-Carl

"Gantt Kushner" <ganttmann@comcast.net> wrote in message

news:46e82a6f\$1@linux...

>

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> influence of a little bit of Starbux Cafe Verrona or green or ginseng tea

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Subject: Re: What do you do? - Part two  
Posted by [EK Sound](#) on Wed, 12 Sep 2007 21:48:00 GMT  
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I sat in the control room by myself one day for 6 hours... didn't do a thing. The "artists" spent that whole time out in the lounge area arguing about percentages of royalties for various songs, then went home. I billed the entire 6 hours out at full rate.

David.

Carl Amburn wrote:

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> news:46e82a6f\$1@linux...

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Subject: Re: What do you do? - Part two

Posted by [John Macy](#) on Thu, 13 Sep 2007 03:26:48 GMT

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Day rates,,,,,

EK Sound <askme@nospam.com> wrote:

>I sat in the control room by myself one day for 6 hours... didn't do a  
>thing. The "artists" spent that whole time out in the lounge area  
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>> "Gantt Kushner" <ganttmann@comcast.net> wrote in message

>> news:46e82a6f\$1@linux...

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Subject: Re: What do you do? - Part two  
Posted by [Neil](#) on Thu, 13 Sep 2007 04:27:20 GMT  
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Seriously, though, when I used to do this on a daily basis & you'd work any number of hours, take a break, work some more, grab some lunch, work some more, someone takes a smoke break, then everyone files out to get a drink, pee, whatever, then you come back & chat for 30 minutes, yada, yada... I always used to wrap things up with a quick verbal recap:

"OK, we started at 11am, it's now ten after Midnight, so we wrapped right at 12:00am; we grabbed lunch as we were setting up, so that didn't slow us down any. We had a dinner break in there for about an hour, bullshitted a little bit after that, then we had that issue where the guitar didn't record right that turned out to be a problem with that channel on the console... that cost us a take, so we'll deduct some time there... let's call it 11 & 1/2 hours altogether; how's that sound?"

Recap just like that - that way they know that you're aware of what's going on at all times, but that you're also willing to allow for actual breaks, any down time that's not their fault, as well as some "slack time", but perhaps not EVERY single moment of chat time or loss of time where the singer has to take a 20-minute "important" cell phone call from his girlfriend while everyone sits & waits for him to do his thing, etc, etc.

Make 'em sign the receipt too, at the end of each session - log start times & end times, as well as "official" breaks like lunch/dinner, and THEN write the summary like this: "Total Time: 12 1/2 hours. Billed Time: 11 1/2 hours" That way they have a record of your generosity/willingness to be reasonable/whatever you want to call it. YOU also have the same record, if there's ever any dispute.

Stuff like that leaves nothing but a good impression on the client.

Rule of Thumb: always round DOWN to the nearest half-hour, even if the whole session went nearly nonstop... it costs you next to nothing to do so, but pays dividends in the long run.

Neil

"Mike R." <emarenot@yahoo.com> wrote:

>LOL

>Nice.

>MR

>"Neil" <IUOI@OIU.com> wrote in message news:46e85a3b\$1@linux...

>>

>> "Gantt Kushner" <ganttmann@comcast.net> wrote:

>>

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Subject: Re: What do you do? - Part two  
Posted by [emarenot](#) on Thu, 13 Sep 2007 04:30:46 GMT  
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LOL  
Nice.  
MR  
"Neil" <IUOI@OIU.com> wrote in message news:46e85a3b\$1@linux...  
>  
> "Gantt Kushner" <ganttmann@comcast.net> wrote:  
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Subject: Re: What do you do? - Part two  
Posted by [tonehouse](#) on Thu, 13 Sep 2007 17:47:28 GMT  
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Give them 30 minutes "set up time" period. Bill the rest. The same goes for tardiness. Give them a half hour for traffic, then bill the rest.

"Gantt Kushner" <ganttmann@comcast.net> wrote in message news:46e82a6f\$1@linux...

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---

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Subject: Re: What do you do? - Part two

Posted by [Gantt Kushner](#) on Fri, 14 Sep 2007 00:14:07 GMT

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Ah, but that's different. I charge full rate when they're out in the yard smokin' dope!

Gantt

EK Sound <askme@nospam.com> wrote:

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>thing. The "artists" spent that whole time out in the lounge area  
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Subject: Re: What do you do? - Part two  
Posted by [DJ](#) on Fri, 14 Sep 2007 03:17:42 GMT  
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"Gantt Kushner" <[ganttmann@comcast.net](mailto:ganttmann@comcast.net)> wrote in message  
news:46e9d24f\$1@linux...

>  
> Ah, but that's different. I charge full rate when they're out in the yard  
> smokin' dope!  
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> Gantt  
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Me too.....plus, after that they are usually so worthless in the studio  
that we end up doing so many overdubs that the session goes on for a couple  
more hours longer than it would have otherwise before we wrap for the night,  
so if I know I've got potheads coming, I like to bill by the hour, not the  
day. Too big a PITA to throw them out when they want to stay on the clock  
past a reasonable 8 hour closin' time and give me some bullshit line that  
"we paid for the entire day and the day ain't over till midnight". If it's  
hourly, they eventually figure out that their screwing around is costing  
them money that they could be spending for bud and I get to go to be early  
and make more money to boot.

;o)

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Subject: Re: What do you do? - Part two

Posted by [Gantt Kushner](#) on Fri, 14 Sep 2007 16:38:46 GMT

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Yeah... Other peoples drug use is definitely an income booster. Back when  
\_I\_ was the one using those illicit substances, however...

Gantt

"DJ" <animix \_ at \_ animas \_ dot \_ net> wrote:

>Me too.....plus, after that they are usually so worthless in the studio

>that we end up doing so many overdubs that the session goes on for a couple

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