
Subject: Charge extra to let clients sit in on mix session?
Posted by [Jesse Skeens](#) on Tue, 15 Aug 2006 18:22:15 GMT
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I have a few potential clients that would like to sit in on a session while I mix their tracks. I figure this will take extra time so it seems fair to charge an hourly rate on top of the flat fee for the mix.

Any ideas?

Jesse

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [DC](#) on Tue, 15 Aug 2006 18:25:46 GMT
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Oh boy.. I wish!!

Wouldn't that be cool. But if you do so, you will lose the client IMO.

You can, of course, lay down some rules about talking and giving you constant advice while you are eq'ing a soloed track...

"Oh, the mix went away!! It was so good a minute ago and now the guitar is too loud!"

grrrrrr

DC

"Jesse Skeens" <jskeens@gmail.com> wrote:

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>I have a few potential clients that would like to sit in on a session while
>I mix their tracks. I figure this will take extra time so it seems fair
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>Any ideas?
>
>Jesse

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [Deej \[1\]](#) on Tue, 15 Aug 2006 18:32:13 GMT
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I don't think it would be unreasonable to just let them know that under these circumstances, an hourly rate will apply instead of a flat fee.

"Jesse Skeens" <jskeens@gmail.com> wrote in message news:44e210d7\$1@linux...

>
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> I mix their tracks. I figure this will take extra time so it seems fair
> to charge and hourly rate on top of the flat fee for the mix.
>
> Any ideas?
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> Jesse

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [EK Sound](#) on Tue, 15 Aug 2006 18:36:51 GMT

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We charge by the hour... no flat rate. If they want to sit in and make zillions of changes, that's up to them. Usually, I will get a mix together on my own, then have them come in to "tweak". Then they take a copy away (if I trust them) and make notes for final changes.

All of this is by the hour.

David.

Jesse Skeens wrote:

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> I mix their tracks. I figure this will take extra time so it seems fair
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> Jesse

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [gene Lennon\[3\]](#) on Tue, 15 Aug 2006 19:03:52 GMT

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"Jesse Skeens" <jskeens@gmail.com> wrote:

>
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> I mix their tracks. I figure this will take extra time so it seems fair
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>Jesse

What you need is a big sign in your control room.

MIX RATES

You Watch - \$35/hour
You Comment - \$50/hour
You Help - \$100/hour

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [Aaron Allen](#) on Wed, 16 Aug 2006 01:05:25 GMT
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What's with the blank post man?
AA

"gene Lennon" <glennon@NOSP.com> wrote in message news:44e21a98\$1@linux...

>
> "Jesse Skeens" <jskeens@gmail.com> wrote:
>>
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>>Any ideas?
>>
>>Jesse

>
>
> What you need is a big sign in your control room.

>
>
>
> _____
> MIX RATES

>
> Standard Rate - \$25/hour
> You Watch - \$35/hour

> You Comment - \$50/hour
> You Help - \$100/hour
> _____
>

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [Bill L](#) on Wed, 16 Aug 2006 22:49:04 GMT

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gene Lennon wrote:

> "Jesse Skeens" <jskeens@gmail.com> wrote:

>> I have a few potential clients that would like to sit in on a session while

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>> Any ideas?

>>

>> Jesse

>

>

> What you need is a big sign in your control room.

>

>

> _____

> MIX RATES

>

> You Watch - \$35/hour

> You Comment - \$50/hour

> You Help - \$100/hour

> _____

>

That made me laugh. Thanks.

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [TCB](#) on Thu, 17 Aug 2006 01:54:32 GMT

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Correct me if I'm wrong here, but isn't the 'studio industry' in fairly big trouble? Also, in my two lines of work, writer and IT consultant, I think that the client should be treated with a great deal of respect. After all, the client keeps my lights turned on and gas in my car and my greens fees paid. Are you guys all making so much money that you can treat your employers like shit and get away with it? Wish I had that job . . .

Bill L <bill@billlorentzen.com> wrote:

>gene Lennon wrote:

>> "Jesse Skeens" <jskeens@gmail.com> wrote:

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>>> Any ideas?

>>>

>>> Jesse

>>

>>

>> What you need is a big sign in your control room.

>>

>>

>> _____

>> MIX RATES

>>

>> You Watch - \$35/hour

>> You Comment - \$50/hour

>> You Help - \$100/hour

>> _____

>>

>That made me laugh. Thanks.

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [Jesse Skeens](#) on Thu, 17 Aug 2006 03:21:19 GMT

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Hehe you might be right as he hasnt emailed me back ;-)

Maybe I'll follow up and let him know I didn't mean he'd be charged. I told him the fee for the mix and that I also offer training at \$30 an hour (which insinuated I'd charge him to sit in). But maybe I can reverse the outcome so far.

Jesse

"DC" <dc@spammersinhell.org> wrote:

>

>Oh boy.. I wish!!

>

>Wouldn't that be cool. But if you do so, you will lose the client

>IMO.

>

>You can, of course, lay down some rules about talking and giving
>you constant advice while you are eq'ing a soloed track...
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>"Oh, the mix went away!! It was so good a minute ago and now
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>"Jesse Skeens" <jskeens@gmail.com> wrote:
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>>Jesse
>

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [Jesse Skeens](#) on Thu, 17 Aug 2006 03:22:42 GMT
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"gene Lennon" <glennon@NOSP.com> wrote:
>
>"Jesse Skeens" <jskeens@gmail.com> wrote:
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>
>
>_____

>	MIX RATES
>	

>You Watch - \$35/hour

>You Comment - \$50/hour

>You Help - \$100/hour

>_____

>

Ok I'll print this out then, hehe.

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [Jesse Skeens](#) on Thu, 17 Aug 2006 03:25:30 GMT

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"TCB" <nobody@ishere.com> wrote:

>

>Correct me if I'm wrong here, but isn't the 'studio industry' in fairly big

>trouble? Also, in my two lines of work, writer and IT consultant, I think

>that the client should be treated with a great deal of respect. After all,

>the client keeps my lights turned on and gas in my car and my greens fees

>paid. Are you guys all making so much money that you can treat your employers

>like shit and get away with it? Wish I had that job . . .

I get your point and that's why I asked why. My studio is generally not populated with clients as most of my mixing and masterign work is done over the internet. But I also teach at a school here in Orlando (guess) and one of my students emailed me about this.

My reasoning was that I charge the same amount to others that don't have the benefit of being able to sit in. And part of the problem is that I have been doing a flat fee.

Thanks for all the responses though.

Jesse

Subject: Re: Charge extra to let clients sit in on mix session?

Posted by [justin rice\[1\]](#) on Thu, 17 Aug 2006 15:47:52 GMT

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Unless the person I'm working with is freakin annoying, I love it when the client sits in. I get some conversation, the mix usually comes out a little better for the client because they got their "input" in, and last but most importantly, I get a bigger check because we spent more time doing it.

"TCB" <nobody@ishere.com> wrote:

>

>Correct me if I'm wrong here, but isn't the 'studio industry' in fairly
big
>trouble? Also, in my two lines of work, writer and IT consultant, I think
>that the client should be treated with a great deal of respect. After all,
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>Bill L <bill@billlorentzen.com> wrote:
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>>> You Watch - \$35/hour
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>>That made me laugh. Thanks.
>

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [Neil](#) on Fri, 18 Aug 2006 02:20:05 GMT
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Tell him this (or something like it in your own words):

<begin letter>
Dear Billy-Bob,

When I charge my flat fee of \$xxx per song, that fee is based

on the assumption that:

- 1.) I'll be doing the mixing in a timely fashion, but also more or less at my convenience with regard to other scheduling commitments I have.
- 2.) I'll be doing the mixing using certain sets of procedures that I am accustomed to, and allows me to proceed with it in an efficient manner, hence allowing me to charge that very reasonable, aforementioned, flat fee.
- 3.) It allows for an initial mix or "trial mix" that I send to clients, upon listening to which, they can offer up input as to any changes or adjustments they might wish to hear, which I then implement in order to get their final product.

For someone who wants to sit in on the entire proceedings, a flat fee isn't really appropriate or relevant under those conditions, since:

- 1.) I would have to schedule around not only my other commitments, but yours as well; which is fine, but also more restrictive for both of us.
- 2.) I would no doubt be using a different set of procedures than the ones that I am able to implement in my flat fee rate - in other words, you would no doubt want to be more involved & have ongoing input, ask questions, etc (otherwise why would you want to be there, yes?), which could possibly alter the amount of time spent on each mix.
- 3.) Instead of one "trial mix", there would likely be several "trial mixes" & variants thereof made of each song before you made a decision as to what you liked/didn't like about each one.

Considering the above circumstances - which I am sure you can identify with & relate to - if you want to sit in on a mix session, I would be glad to accommodate you. Under those circumstances, my normal hourly rate of \$xx would apply.

Perhaps you might want to sit in on one mix & see how it goes; that is, if you're interested in seeing how I work & the processes I go through? If, after doing one song like that, it's looking like it might be out of your budget range to do all of them that way, then we can always switch to the flat fee per song for the rest, using the first set of circumstances & guidelines I outlined.

Let me know - looking forward to working with you!
<\end letter>

Send him that. He'll respond.

Neil

"Jesse Skeens" <jskeens@gmail.com> wrote:

>
>
>
>
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>Hehe you might be right as he hasnt emailed me back ;-)

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>Maybe I'll follow up and let him know I didn't mean he'd be charged. I told

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>>>Jesse

>>

>

Subject: Re: Charge extra to let clients sit in on mix session?
Posted by [Jesse Skeens](#) on Mon, 21 Aug 2006 01:56:18 GMT
[View Forum Message](#) <> [Reply to Message](#)

"Neil" <OIUOIU@OIU.com> wrote:

>

>Tell him this (or something like it in your own words):

>

><begin letter>

>Dear Billy-Bob,

>

Thanks Neil, well put.

I actually wrote back that I wouldn't charge him to sit in and that the flat fee for mixing (\$150) would apply, os maybe that was high enough for him already. no response so oh well. At least now I have a better idea how to handle the next one that asks.

Jesse
