

# Ask Mike!

Stressed about an upcoming gig? Work got you singing the blues? Local 47 member Michael I. Goode can help!



In my last column, in April, we talked about how we are perceived as musicians, and some ideas on the best way to transport a large instrument. Today,

we are going to talk about the importance of good advice when setting up related music businesses and types of beneficial exercise.

**Q: I just got started with my new arranging and publishing business. I play around town professionally, but it seems like this might give me more income during this bad economy. Do you think this is a good idea, or will it take too much time away from my playing?**

**A:** If you are primarily a player, taking time to do something outside can give you income but it will take time away from practicing and keeping in shape for the gigs you may have. You will have to carve away time in your schedule to fit in your new business. Make sure you will

have the time and don't pretend that it won't take extra time out of your schedule. It will. If you can't handle the new time pressure and it starts to impact your playing, then maybe this isn't the right time to do such a move. But if you can carve out the time and still play up to your standards, great!

There are a few things to keep in mind. No new business is instant; it takes quite a bit of time and some money to start one up correctly. There are a lot of regulations, bookkeeping and other paperwork that need to be done to start things up right. You should consult a good accountant, preferably a Certified Public Accountant (CPA) and a good lawyer in order to make sure that you are on the right track. They will give you a sense of how complicated and how much time your new business may take, and what expenses you will have to pay in order to get started.

The union has a lawyer referral program that can help you begin and you can also ask them if they know of any good CPAs that work primarily with musicians and understand the publishing and arranging business. Anybody can go out and start making money, but it's

always the regulation, bookkeeping and paperwork part that can trip them up. Taxes are a part of the equation that cannot be ignored. That is what a good CPA is for. You don't want to be caught off guard and not pay the proper taxes and not follow the proper regulations necessary to run your own business. Too many famous musicians have been unwittingly caught in this trap and then have had to pay huge fees and penalties to the IRS later and learned the hard way through either bad advice or a lack of understanding of all the administrative, accounting and paperwork details involved in setting up your own business.

Make sure you ask lots of questions of your CPA and that you understand what they are saying and doing. Get a recommendation for a good one from somebody you trust. If you feel uncomfortable with the one you've picked, get another recommendation. Remember that ultimately YOU will be the one responsible for compliance with all laws, taxes and regulations as a business owner. This is serious stuff and too many musicians blow this kind of information off and get in very big, expensive trouble later when it is too late. Be ready

to learn this information and get expert help. Good luck!

**Q: What is a good exercise to keep the body in shape for playing? I know you've said before that exercise helps.**

**A:** The exercises that are safest and most beneficial for any instrument are low-impact things like Qi Gong (Chinese Yoga) and Yoga. These are great as they keep you flexible yet get you moving. It also helps to do a lot of walking. Our hands and chops are our main tools so keep them out of harm's way but have fun while exercising! You will feel much better overall and your playing and performing will improve. Two to five days a week is good. But work up to it. Have fun!

Send your questions to: Ask Mike!, Trumpetworks Press, P.O. Box 11574, Marina del Rey, CA 90295 or you can check out my website at [www.trumpetworkspress.com](http://www.trumpetworkspress.com) and see information on my book, "Stage Fright in Music Performance and Its Relationship to the Unconscious" and my upcoming book, "Your True Self." All names are confidential and will not be published. © 2009

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The significance of having an AHCD cannot be overstated. Privacy laws and liability issues have made it increasingly difficult for doctors and hospitals to discuss medical matters with family members - even a spouse or parent! Consequently, without an AHCD, it may be the courts or hospital administrators determining your care.

In response to the growing importance of every adult having an Advance Health Care Directive (AHCD), the California Secretary of State has established a statewide AHCD Registry. Should you become injured, ill, or otherwise unable to speak for yourself, your health care provider or legal representative may request information from the statewide registry regarding your health care.

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