



To Whom It May Concern:

We write to you to highlight an issue within the music industry that may be having a detrimental impact on your venue and your community – unlicensed agents, managers and venue consultants.

We realise your time is precious, so we'll make this quick.

It is a legislated requirement of NSW Industrial Relations that all music industry representatives (including agents, managers and venue consultants) who operate for financial gain must be licensed within NSW. The Legislation clearly stipulates the obligations and responsibilities of each licence holder.

We attach the current list of licence holders to enable you to ascertain whether your agent or venue consultant is licensed to operate and so you can openly discuss the issue with them if they aren't. This is not a vendetta campaign; our aim is to assist the industry by openly sharing information that is relevant to businesses and musicians alike.

Chances are that if you are working with an unlicensed agent / venue consultant, they are blaming your business for slow payments to the acts – this is affecting YOUR reputation within the marketplace.

There's also a pretty good chance that they're doing, what's known as 'double dipping' on each gig. This means that they're charging the act a commission, and charging you a commission or fee as well. In other words, they're taking more of yours and the acts hard earned money than they are legally entitled to.

They might even be charging more than the legally stipulated 10% commission and hiding it from you and the act by telling the act "the venue is only paying \$400" and telling you "the act wants \$500 + my commission". That's \$150 of your money that they're lining their pockets with, and \$150 less that you have to put back into your business to service your clientele.

They'll also likely try and tell you that licensing is no longer required as "they're being cancelled".

The truth of the matter is this:

Better Regulations Office pushed the licence cancellation issue through without adequate consultation with Industry stakeholders (its workers) and failed to adhere to their own Review guidelines so it was a complete balls up. A peak 'Industry body' supported the review findings; despite the majority of respondents (including the AHA) being AGAINST licence cancellations, just so they could fulfil their own agenda and become the self-appointed 'regulator' of the Industry.

The new IR Minister at that time, didn't agree with how the Review had been conducted and could see flaws in the process, so put a hold on the whole thing. A new Govt was then elected and that Minister was booted out, and now it's come to a complete standstill, so unlicensed bastards are taking advantage of it and you.

The fact remains - despite what has happened with the Review, representatives MUST hold the relevant licence to trade within the Entertainment Industry and sell you your entertainment.

These are the facts, and we apologise for our choice of language used to explain the situation.

What can you do?

1. Check the attached list to see if your agent / venue consultant is listed. If they're not – ask them why not and don't deal with them until they become licensed.

2. If you don't have a specific representative that you work with, but have numerous people call you – ask them for their licence number. A representative's licence number should be clearly displayed on their agreements; whilst it's not a legal requirement, it makes good business sense right?

3. Only deal with licensed, reputable representatives. It's your Industry too, and unlicensed operators are doing you a disservice by not trading legally.

If you're paying a representative more money than they're legally entitled to, it will impact on your business and the community.

You wouldn't use the services of an unlicensed builder or plumber, so why should it be any different than an unlicensed representative?

If you do have an issue with a representative, you can contact NSW Industrial Relations Finance and Services Division on 02 9020 4540 and speak to their Prosecutions and Permissionings Unit to lodge your complaint, or at least let them know that the representative is trading illegally. Alternatively you can email Licensing@services.nsw.gov.au with your complaint or if you'd prefer to remain anonymous, you can email us at info@agentsunplugged.com with the information and we will lodge it on your behalf.

Like Industrial Relations - we're here to help!

Kind regards

Agents Unplugged

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