



## International Touring Questionnaire

*Please keep in mind, there are NO wrong answers. By answering these questions honestly for yourself, you will make GREAT progress towards clarifying and identifying the type of overseas tour you wish to undertake.*

### WHY DO I WANT TO TOUR OVERSEAS?

- > Fulfillment of long-held desire / ambition
- > "Working Vacation" / cheap travel / subsidized travel
- > One-shot career-enhancement: "I toured Europe" (or wherever)
- > Exploratory "recon" mission: Checking it out -- Are you well received? Are there opportunities for you? Might you want to do it again?
- > First of many repeat visits (Decide dates for first AND second tours now!)

How long do I want to go? \_\_\_\_\_ weeks    How long can I go? \_\_\_\_\_ weeks  
*Of course, this can be related to how much money you can afford to invest / spend / lose on tour - See the MONEY section, below*

*Please rate each of the following statements as to how true they are for you:  
1 = Not true at all for me;    10 = Very true for me.*

### MONEY

I would be very happy if I could perform overseas, even if it means investing / spending / "losing" money to do so \_\_\_\_\_

I am only willing to invest my time, energy and resources into touring overseas if I can make a substantial profit on the enterprise \_\_\_\_\_

On my first overseas tour, I am willing to invest ("lose") money / break even \_\_\_\_\_

It is only possible for me to tour overseas if I AT LEAST break even financially \_\_\_\_\_

I am OK performing at open mics or unpaid showcase performance opportunities \_\_\_\_\_

I can afford to invest / spend / lose \$ \_\_\_\_\_ on my first overseas tour



## Preparing a tour budget / Estimating travel costs

Plane tickets      Transport to / from airport      Daily - food, lodging, travel

Here in the USA, when I travel, I typically expect to spend  
\$ \_\_\_\_\_ per day on food / drinks and \$ \_\_\_\_\_ per day on lodging.

I like to travel comfortably \_\_\_\_\_ I like to travel economically \_\_\_\_\_

Choosing between comfort and saving money, comfort usually wins \_\_\_\_\_

I am willing to endure great hardship or hassles in order to save money, or  
give my tour a better chance of being profitable \_\_\_\_\_

On average, I earn \$ \_\_\_\_\_ at my shows in the USA

On average, I play \_\_\_\_\_ paying gigs each month / year (circle one)

On average, I play \_\_\_\_\_ gigs each month / year (including non-paying  
open mics, showcases, benefits, private events, church performances, etc.)

On average, there are \_\_\_\_\_ people at my shows

Most shows I play have a cover charge or ticket price to get in \_\_\_\_\_

Most shows I play, actual tickets can be purchased in advance \_\_\_\_\_

## VISAS ETC

I need to do everything "by the book" and "above board" -- If a country requires that I obtain a work  
visa before I am legally permitted to earn money as a performer in that country, I would not consider  
performing or earning money if it meant violating that requirement. \_\_\_\_\_

I feel it is wrong for people to work in a country without obtaining the appropriate work visas \_\_\_\_\_

I feel that is OK for me to work, perform and / or earn money in another country, even if this might  
violate that country's laws or visa requirements \_\_\_\_\_

I am a citizen of the world -- I don't recognize national boundaries as legitimate and see music as a  
universal language that builds essential bonds of peace between people from all over the globe, and  
this mission transcends the importance or relevance of the laws of individual nations \_\_\_\_\_



## AM I PREPARED?

I have a website with a domain name that's easy to remember \_\_\_\_\_

My online tour calendar is always up to date \_\_\_\_\_

I don't have an online tour calendar – Which is the best? \_\_\_\_\_

I have a website that is always up to date \_\_\_\_\_

I have \_\_\_\_\_ different CDs for sale

I will have \_\_\_\_\_ different CDs available for sale while I am on tour overseas

I have T-shirts for sale \_\_\_\_\_

I can accept credit cards for merchandise and tips at my shows \_\_\_\_\_

I have a merchandise display at every show \_\_\_\_\_

I have a laptop computer \_\_\_\_\_

I have a "smart"-phone" e.g. iPhone, Blackberry, Google Phone, Treo, etc. \_\_\_\_\_

My phone has a built-in camera \_\_\_\_\_

## PERFORMING

I am willing to perform without compensation:

	<b>Never</b>	<b>Seldom</b>	<b>Sometimes</b>	<b>Often</b>	<b>Always</b>
on the radio	X	X	X	X	X
on TV	X	X	X	X	X
in bars	X	X	X	X	X
at showcases	X	X	X	X	X
at open mics	X	X	X	X	X
with friends for fun	X	X	X	X	X



## TRAVEL

I have a valid US Passport and it is valid through \_\_\_\_\_ (date)

I currently owe unpaid child support in the amount of \$ \_\_\_\_\_

I have a valid drivers license issued by the State of \_\_\_\_\_

I am very flexible and spontaneous \_\_\_\_\_

I handle unfamiliar situations easily \_\_\_\_\_

When I travel, I am very comfortable not having clear or solid plans, and I don't mind "winging it" \_\_\_\_\_

When I travel, I strongly prefer to have confirmed reservations for all travel and lodging needs, planned well in advance \_\_\_\_\_

I don't like leaving things to chance \_\_\_\_\_

I love giving myself over to spontaneity and serendipity, and have no problem "jumping off cliffs" without knowing how it might turn out \_\_\_\_\_

I have no problem or reservation introducing myself to strangers \_\_\_\_\_

I am shy \_\_\_\_\_

I have a major credit card (not debit!): Visa MasterCard American Express Discover

I have \$ \_\_\_\_\_ available credit on my primary credit card

I am interested in "overseas gig exchanges" -- Providing gigs / opening gigs at my shows and / or lodging, equipment and transportation assistance in exchange for someone doing the same for me in their home territory. \_\_\_\_\_



## DECIDING WHERE TO GO

Deciding where to go on your first overseas tour is a process that can be approached from a couple different angles. The following questions may help you narrow down your choices.

I have always wanted to visit the following countries / cities:

\_\_\_\_\_

\_\_\_\_\_

I have friends and / or family living abroad in the following cities / countries:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

To the right, write the number of friends / family members of legal drinking age in / near that location

I think it is \_\_\_\_\_ % likely these friends / family members would...

...come to my show if scheduled nearby and well in advance

...give me a place to sleep for \_\_\_\_\_ nights

...drive me around for \_\_\_\_\_ days

...let me borrow their car for \_\_\_\_\_ days

...try to book shows for me in their neighborhood / region / country



I have received radio airplay and / or press in the following countries:

\_\_\_\_\_

\_\_\_\_\_

I can speak the following languages fluently:

\_\_\_\_\_

I can speak or understand the following the languages a little bit:

\_\_\_\_\_

I have good friends / family members that speak these languages fluently:

\_\_\_\_\_

\_\_\_\_\_

Sometimes it is necessary to commit to gigs before knowing for sure that the rest of the gigs you need will be found. If that happens, and you don't get the additional gigs you need, would you:

- A. Fulfill the commitments you made, even though it means potentially losing a lot of money on the tour.
- B. Cancel the confirmed gigs, even though it could mean that venue or festival might never hire you again because of obvious dependability issues.
- C. Try to book all shows on a tentative "option" basis, not committing until you can get all the gigs committed at once (even though this may be very difficult or impossible).
- D. Book anchor gigs! Good anchor gigs are gigs where you can expect to earn enough money to justify / cover the costs of the entire trip, even if you are unable to book other shows, or can't earn much money from other gigs.