



### ***Standard Practices:***

Standard Practices articulate the consensus of the membership in outlining standard practices and positions on various interpreting roles and issues. These Standard Practices are excellent resources to educate newcomers to the Industry.

### **About Business Practices**

As Entertainment Booking has evolved, agencies have adopted methods to manage their businesses in a professional manner. The Society of Texas Entertainment Professionals describes here what current, common practice is, and offers that as a standard.

While STEP expects Agents to conduct themselves ethically in their business practices, it no way dictates nor restricts what those practices are.

Business practices may include but are not limited to: contracts, pricing, commissions, compensation for travel, lodging, and related expenses and cancellations.

### **Contracts**

The agreement between the purchaser and the Agent/Producer should clearly state the expectations of both parties agreement in advance of the performance.

### **Are Standard Practices necessary for the following?**

Length of show  
Radius Clause  
Meet and Greet  
Deposits  
Final Payment  
Merchandise Rate  
Comps  
Law Forum  
Pre-Emption  
Cancellation  
Force Majeure  
Inclement Weather  
Control of Production  
Liability  
Insurance  
Contract Modification  
Indemnification  
Taxes  
Insurance  
Book Back Clause

### **Pricing and Commissions**

Generally, the Agent/Producer sets pricing and commissions. The Agent/Producer may set a higher rate for more demanding assignments, minimum commission, and travel requirements or for short-notice requests.