

## About Jeri Goldstein

Jeri Goldstein, former agent and manager for some of the top touring acoustic artists on the circuit including Robin & Linda Williams and Garrison Keillor & The Hopeful Gospel Quartet, Dan Crary, and IBMA four-time Award-Winning Instrumental Group, California. Goldstein has booked national and international tours for artists performing in country, folk, gospel, bluegrass, contemporary, classical and children's music. She has also booked tours for theater and dance. After 20 years of working as an agent and manager, Goldstein authored the award-winning book, *How To Be Your Own Booking Agent, The Musician's & Performing Artist's Guide To Successful Touring*. Her book is currently used as a text book in Music Business courses at Universities across the US and in Canada. Berklee College of Music, NYU, Belmont University, The Musician's Institute and the Harris Institute in Montreal are among them.

In 2001, Goldstein partnered with The Southern Arts Federation and Carnegie Mellon Arts Management Program, to produce an E-SeminArts, three-hour workshop CD-ROM, *Marketing Your Act*. Articles for the self-managed artist can be found on [Performingbiz.com](http://Performingbiz.com), [Getsigned.com](http://Getsigned.com), [Onlinegigs.com](http://Onlinegigs.com), [CASA.org](http://CASA.org) newsletter and have been published in *Indie Magazine*, *Music Biz Magazine* and *GiG Magazine*.

Goldstein created a number of innovative programs as a resource for performing artists—*Manager-In-A-Box*, a consultation program, is designed to help performing artists, agents and managers enhance their career development. The *Performing Biz* is Goldstein's seminar that is presented at universities, festivals, conferences, and for art councils or to individual groups of performing artists. In 2005, she began offering *Gourmet Career Boosting Retreats* for performing artists at her home.

Complimenting her 30 plus years as president of The New Music Times, Inc., Goldstein's background runs the gamut working inside the entertainment industry as concert promoter, tour coordinator, and commercial television production engineer for an NBC affiliate station, commercial country radio DJ, photographer and graphic artist. She has also served as President and member of the Board of Directors of the Folk Alliance. Goldstein coordinated the Folk Alliance's Booking Agent Training School for 4 annual conferences. She currently conduct teleseminars, interviews industry professionals, weekly audio Biz Booster Hot Tips and offers an online 5 module course on *Booking & Touring Success Strategies & Secrets* to individual performing artists and arts groups, universities and arts councils. Goldstein also serves as consultant to the Virginia Commission for the Arts. Currently, she makes her home in central Virginia.

### Goldstein has conducted recent seminars for:

#### **Arts Councils:**

Arts Council of the Blue Ridge  
Arts Midwest  
Arts North Carolina  
Arts Northwest  
British Columbia Touring Council, Canada  
California Arts Council  
Florida Division for Cultural Affairs  
Indiana Arts Commission  
Louisiana Division of the Arts  
Mississippi Arts Commission  
Missouri Folk Arts Program  
New Orleans Arts Council  
Ohio Arts Presenter's Network  
Ontario Arts Council, Canada  
Pennsylvania Arts Council, PennPat  
Southern Arts Federation  
Tennessee Arts Commission  
Virginia Commission for the Arts

#### **Organizations:**

The Music Business Institute/Cutting Edge  
Enoch Pratt Free Library  
Folk Alliance  
Independent Children's Artist Network  
International Bluegrass Music Association  
Louisiana Music New Orleans Pride-LMNOP  
Music Entertainment Industry Educators  
Association-MEIEA

#### **Schools:**

Belmont University—School of Business  
Carnegie Mellon University  
Colorado University at Denver—Music Industry  
Loyola University—Music Business Department  
Music Tech College  
New York University—Music Department  
University of Kansas—Music & Dance Department  
University of Virginia—McIntire School of Music & Continuing Professional Studies

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