

PATIENCE & PERSISTENCE

The road to success in the music industry is paved with bumps in the road and frustrating obstacles in your path, but if you have talent and you keep a positive attitude, you'll eventually get where you want to go. One of the best ways to ensure your success is to grow your professional circle by networking. Here is my advice to get you ready for the next time you meet someone who just might help you take your career to the next level.

1: Don't expect results overnight. When you meet a person who might be able to help you in the music business, stay in the moment. Be genuine. Invest the time to get to know that person and be patient. Building relationships take time and energy.

2: Don't be pushy. This can be a major turn off so make sure to keep your composure, and don't ever pressure anyone into thinking they should help you.

3: Follow up. A thank you email or a personal note to say how nice it was to meet someone or even a social media "follow" or "like" goes a long way toward building a strong foundation for your new connection.

4: Don't put all of your eggs in one basket. Never rely on one person to get you where you want to be. Always continue networking, meeting people and growing your circle.

5: Be nice to everyone. Even if someone isn't nice to you. And remember: just because someone isn't in a position to help you now, they might be in the future.

***Bonus Tip:** Always remember the people who helped you along the way. Make sure they know just how important they were on your journey to success. The best way to reward a favor is to do one for someone else because good really does go around.

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