

#SoAatHome | Industry Insider – Starting and sustaining a career in poetry

Thursday 16 October 2025



1

00:00:03,420--> 00:00:05,580

- Good morning, everyone.

2

00:00:05,580--> 00:00:10,013

Welcome along to the latest

3

00:00:10,013--> 00:00:14,070

Society of Authors Industry Insider event.

4

00:00:14,070--> 00:00:18,060

And this morning we are
thinking about talking about

5

00:00:18,060--> 00:00:20,790

how to start and then carry on,

6

00:00:20,790--> 00:00:24,240

sustain a career in poetry.

7

00:00:24,240--> 00:00:25,590

I'm Rishi Dastidar.

8

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00:00:25,590--> 00:00:29,190

I am a poet, a critic,

9

00:00:29,190--> 00:00:32,370

and I have a day job doing
other things in copywriting

10

00:00:32,370--> 00:00:33,203

and branding as well,

11

00:00:33,203--> 00:00:34,650

which may be relevant

12

00:00:34,650--> 00:00:37,290

as we progress through the morning.

13

00:00:37,290--> 00:00:42,290

And I'm delighted to be
chairing this event today.

14

00:00:43,080--> 00:00:47,580

It's part of the Society
of Authors at Home

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15

00:00:47,580--> 00:00:50,622

Autumn/Winter 2025 programme.

16

00:00:50,622--> 00:00:55,290

And this is free to

Society of Authors members,

17

00:00:55,290--> 00:00:57,090

but if you can afford to,

18

00:00:57,090--> 00:00:59,001

it would be wonderful if you could donate

19

00:00:59,001--> 00:01:01,770

to the SoA's Access Fund.

20

00:01:01,770--> 00:01:03,750

And that provides grants to authors

21

00:01:03,750--> 00:01:06,305

so that travel, subsistence, childcare,

22

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00:01:06,305--> 00:01:08,790

and access needs aren't barriers

23

00:01:08,790--> 00:01:13,503

to authors taking part in events,
residencies, and retreats.

24

00:01:14,430--> 00:01:19,110

And the society suggests a
minimum donation of five pounds.

25

00:01:19,110--> 00:01:21,450

And you can also help the Access Fund

26

00:01:21,450--> 00:01:24,720

by making a purchase on
the virtual bookstore,

27

00:01:24,720--> 00:01:28,350

the SoA's virtual bookstore,
I should say, at bookshop.org,

28

00:01:28,350--> 00:01:31,320

where you can find books

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by writers taking part

29

00:01:31,320--> 00:01:35,040

in the #SoAatHome programme.

30

00:01:35,040--> 00:01:36,390

Right.

31

00:01:36,390--> 00:01:39,480

Onto business about this morning.

32

00:01:39,480--> 00:01:44,220

We are thinking about, yeah,

33

00:01:44,220--> 00:01:49,220

the different ways into

a career in poetry,

34

00:01:50,190--> 00:01:54,060

and then, yeah, how we

carry on doing that,

35

00:01:54,060--> 00:01:57,750

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and ways of making an income,

36

00:01:57,750--> 00:02:01,500

making a living that are
beyond the book as well.

37

00:02:01,500--> 00:02:04,020

And yeah, as important as those are.

38

00:02:04,020--> 00:02:06,660

And I think one of the
things that you will discover

39

00:02:06,660--> 00:02:09,540

through the first part of the session

40

00:02:09,540--> 00:02:12,477

is that there are many
varied ways of doing that

41

00:02:12,477--> 00:02:15,600

and ways that are potentially unexpected

42

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00:02:15,600--> 00:02:19,170

and surprising through that as well.

43

00:02:19,170--> 00:02:23,855

We're scheduled to run until 12:30.

44

00:02:23,855--> 00:02:26,670

Me and the panellists will be speaking

45

00:02:26,670--> 00:02:31,650

for about 55 minutes to

an hour to begin with.

46

00:02:31,650--> 00:02:34,767

We'll have a five-minute

break at the top of that,

47

00:02:34,767--> 00:02:39,767

and then we'll have questions

from you all as well.

48

00:02:40,110--> 00:02:44,670

So please do be prepping those for us,

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49

00:02:44,670--> 00:02:48,843

and we will try and get to
as many of them as possible.

50

00:02:50,040--> 00:02:51,870

Captions are available.

51

00:02:51,870--> 00:02:54,510

Please do turn on the
closed captions option

52

00:02:54,510--> 00:02:56,820

if you would like live subtitles.

53

00:02:56,820--> 00:03:00,319

Apologies in advance if I mangle anything.

54

00:03:00,319--> 00:03:03,090

And a recording of the event

55

00:03:03,090--> 00:03:05,250

will be available later on,

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56

00:03:05,250--> 00:03:08,823

the Society's Vimeo channel.

57

00:03:10,140--> 00:03:10,973

Right?

58

00:03:10,973--> 00:03:12,240

I think...

59

00:03:12,240--> 00:03:13,073

Oh, yeah.

60

00:03:13,073--> 00:03:13,992

And one other thing.

61

00:03:13,992--> 00:03:14,898

Yeah.

62

00:03:14,898--> 00:03:15,939

Questions. Yes.

63

00:03:15,939--> 00:03:17,529

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If you've put them in the Q&A box

64

00:03:17,529--> 00:03:22,080

and any general things that
you're thinking about do,

65

00:03:22,080--> 00:03:26,478

oh, yeah, the chat box is
open there as well for you.

66

00:03:26,478--> 00:03:27,720

Right. Okay.

67

00:03:27,720--> 00:03:31,620

I think that is our preliminaries.

68

00:03:31,620--> 00:03:32,730

The coffee hasn't kicked in yet.

69

00:03:32,730--> 00:03:33,630

Forgive me.

70

00:03:33,630--> 00:03:35,790

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Let me go on to introduce

71

00:03:35,790--> 00:03:39,120

our marvellous panellists this morning.

72

00:03:39,120--> 00:03:41,790

Laurie Bolger is a London-based writer

73

00:03:41,790--> 00:03:44,820

and founder of the Creative
Writing Breakfast Club

74

00:03:44,820--> 00:03:46,560

and Poetry in Pyjamas,

75

00:03:46,560--> 00:03:48,090

both of which bring people together

76

00:03:48,090--> 00:03:52,860

to celebrate their own
unique voices and scribbles.

77

00:03:52,860--> 00:03:55,440

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Laurie's writing has appeared
at Glastonbury, Tate,

78

00:03:55,440--> 00:03:56,536

and her poems have been shortlisted

79

00:03:56,536--> 00:03:59,580

for the Bridport and Sylvia Plath prizes.

80

00:03:59,580--> 00:04:01,260

Her poem, "Parkland Walk,"

81

00:04:01,260--> 00:04:03,780

was awarded the Moth Poetry Prize

82

00:04:03,780--> 00:04:06,930

and highly commended in the Forward Prize.

83

00:04:06,930--> 00:04:11,930

Her publications include "Box
Rooms," "Makeover," "Spin,"

84

00:04:11,970--> 00:04:16,920

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and her debut collection,

"Lady," came out on Nine Arches.

85

00:04:16,920--> 00:04:19,650

Laurie, was it last year

or earlier this year?

86

00:04:19,650--> 00:04:21,017

I've forgotten, forgive me.

- No, this year.

87

00:04:21,017--> 00:04:23,280

It was a spring baby, "Lady."

88

00:04:23,280--> 00:04:24,113

- Ah.

89

00:04:24,113--> 00:04:27,358

- Sort of, yeah, around

'round, sort of, March, April.

90

00:04:27,358--> 00:04:28,553

- Fabulous.

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91

00:04:28,553--> 00:04:30,750

And Lauren, that which makes Laurie

92

00:04:30,750--> 00:04:33,000

and me stablemates as well.

93

00:04:33,000--> 00:04:34,380

So forgive the nepotism,

94

00:04:34,380--> 00:04:36,450

but that might be, (laughs) you know,

95

00:04:36,450--> 00:04:39,723

a sum note to what we have

mentioned here as well.

96

00:04:41,340--> 00:04:44,010

Stephanie Conn, Dr. Stephanie

Conn, I should say, apologies,

97

00:04:44,010--> 00:04:46,860

is a poet, creative writing

facilitator, mentor,

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98

00:04:46,860--> 00:04:49,710

and literary consultant

from Northern Ireland.

99

00:04:49,710--> 00:04:51,187

She's the author of the Poetry pamphlet,

100

00:04:51,187--> 00:04:52,800

"Copeland's Daughter,"

101

00:04:52,800--> 00:04:56,107

and three Collections with Doire Press,

102

00:04:56,107--> 00:04:59,970

"The Woman on the Other Side,"

"Island" and "Off-Kilter."

103

00:04:59,970--> 00:05:03,450

She's the recipient of multiple
arts awards and residencies.

104

00:05:03,450--> 00:05:06,210

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Most recently a Poetry Ireland residency

105

00:05:06,210--> 00:05:09,450

at the Centre Culturel Irlandais, Paris,

106

00:05:09,450--> 00:05:13,355

and Arts Council of Northern

Ireland Major Individual Award

107

00:05:13,355--> 00:05:17,390

and a Royal Society of Literature

Literature Matters Award.

108

00:05:17,390--> 00:05:20,493

Stephanie, what was the

Literature Matters Award for?

109

00:05:21,390--> 00:05:22,883

- So it was for a new project.

110

00:05:22,883--> 00:05:25,787

So it was around writing and disability

111

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00:05:25,787--> 00:05:30,390

and writing as a carer as well.

112

00:05:30,390--> 00:05:34,100

So it was some funding to get
that project up and running.

113

00:05:34,100--> 00:05:35,640

So that was about a year.

114

00:05:35,640--> 00:05:37,890

So that's just, well,
about six months ago.

115

00:05:37,890--> 00:05:40,020

So, yeah, I'm working on the work

116

00:05:40,020--> 00:05:41,351

that has come out of that.

117

00:05:41,351--> 00:05:42,184

That was great.

118

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00:05:42,184--> 00:05:43,017

- Amazing.

119

00:05:43,017--> 00:05:45,101

All right, thank you for that.

120

00:05:45,101--> 00:05:50,100

And finally, but not least,

Belinda Zhawi is a literary

121

00:05:50,100--> 00:05:53,340

and sound artist based

in London and Marseilles

122

00:05:53,340--> 00:05:56,490

and the author of "Small Inheritances."

123

00:05:56,490--> 00:05:58,110

And experiments with sound

124

00:05:58,110--> 00:06:00,483

and text performance as MA.MOYO.

125

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00:06:00,483--> 00:06:03,360

Her literary and sound works
have been featured on various

126

00:06:03,360--> 00:06:07,147

platforms including the "White
Review," "Vogue," "NTS,"

127

00:06:07,147--> 00:06:10,800

"Boiler Room," and BBC Radio.

128

00:06:10,800--> 00:06:14,045

Her debut album, a collaboration
with Duncan Bellamy

129

00:06:14,045--> 00:06:18,887

of the Portico Quartet, was
released under the moniker BZDB,

130

00:06:18,887--> 00:06:22,890

sorry, I'm being a very old
man here on AD93 records

131

00:06:22,890--> 00:06:25,480

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in November, 2024.

132

00:06:25,480--> 00:06:27,540

And her debut, "Soda EP,"

133

00:06:27,540--> 00:06:30,513

was released by Accidental

Meetings earlier this year.

134

00:06:30,513--> 00:06:33,330

And Belinda is currently working

135

00:06:33,330--> 00:06:36,210

on her first full collections of poems.

136

00:06:36,210--> 00:06:38,490

Belinda is also the co-founder

137

00:06:38,490--> 00:06:41,610

of the literary arts platform BORN::FREE.

138

00:06:41,610--> 00:06:43,860

Belinda, for those of us who don't know,

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139

00:06:43,860--> 00:06:45,000

could you tell us a little bit about

140

00:06:45,000--> 00:06:47,460

what BORN::FREE is and what it does?

141

00:06:47,460--> 00:06:48,293

- Yeah.

142

00:06:48,293--> 00:06:49,620

Hi, everyone,

143

00:06:49,620--> 00:06:50,643

Hi, Rishi. Thanks.

144

00:06:51,630--> 00:06:54,180

Yeah, BORN::FREE is a

literary arts platform

145

00:06:54,180--> 00:06:57,570

for emerging and established writers,

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146

00:06:57,570--> 00:07:00,840

specifically telling Afro
diasporic narratives.

147

00:07:00,840--> 00:07:03,060

And yeah, it's been going since 2014,

148

00:07:03,060--> 00:07:08,060

and hopefully it can have
another decade in it. (laughs)

149

00:07:08,272--> 00:07:10,653

- I am sure of that.

150

00:07:10,653--> 00:07:11,913

I am sure of that.

151

00:07:13,020--> 00:07:14,580

Well, that's fabulous.

152

00:07:14,580--> 00:07:18,120

Thanks for coming along
this morning and joining us.

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153

00:07:18,120--> 00:07:22,920

I wanna start in what might
feel a counterintuitive place,

154

00:07:22,920--> 00:07:25,320

but I hope makes some sort of sense,

155

00:07:25,320--> 00:07:26,430

because I think, you know,

156

00:07:26,430--> 00:07:30,360

the four of us are doing
this not necessarily out

157

00:07:30,360--> 00:07:33,240

of a sane reason or expectation

158

00:07:33,240--> 00:07:37,500

that we will make riches
from doing what we do,

159

00:07:37,500--> 00:07:40,230

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but I'm interested to find out what was it

160

00:07:40,230--> 00:07:43,212

that made you think this
thing that I love doing,

161

00:07:43,212--> 00:07:47,490

the reading, the writing, the
making music, the making art,

162

00:07:47,490--> 00:07:50,091

and made you thought,
"Actually, I want to try

163

00:07:50,091--> 00:07:55,091

and make this a substantive
part of my working life."

164

00:07:56,160--> 00:07:58,920

Stephanie, can I throw
that to you first, please?

165

00:07:58,920--> 00:08:00,210

- You can.

166

00:08:00,210--> 00:08:03,060

And mine was probably quite
different to the others.

167

00:08:03,060--> 00:08:07,680

So mine was not based on
that, kind of, decision

168

00:08:07,680--> 00:08:10,260

or that bravery or that leap.

169

00:08:10,260--> 00:08:12,900

It was circumstantial for me.

170

00:08:12,900--> 00:08:16,320

So my background is in
primary school teaching,

171

00:08:16,320--> 00:08:20,640

and I actually got ill
with a chronic illness.

172

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00:08:20,640--> 00:08:24,090

So once I was diagnosed,
so I have fibromyalgia,

173

00:08:24,090--> 00:08:25,350

once I was diagnosed,

174

00:08:25,350--> 00:08:29,340

I knew the teaching was not
going to be sustainable,

175

00:08:29,340--> 00:08:33,150

and I had already been
writing, I'd done an MA,

176

00:08:33,150--> 00:08:34,181

and I thought, "Okay,

177

00:08:34,181--> 00:08:37,287

there were so many things
that I couldn't still do

178

00:08:37,287--> 00:08:41,280

and one of the things that I

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could still do was writing."

179

00:08:41,280--> 00:08:43,830

So I didn't have to take the brave leap.

180

00:08:43,830--> 00:08:48,330

It was going from, "Okay,
I'm no longer a teacher."

181

00:08:48,330--> 00:08:49,163

I'm more...

182

00:08:49,163--> 00:08:52,980

I got myself on a more
stable grind health wise.

183

00:08:52,980--> 00:08:55,950

And it was like, "Okay, I can now do this

184

00:08:55,950--> 00:08:57,270

thing that I love."

185

00:08:57,270--> 00:09:00,000

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And it grew from there.

186

00:09:00,000--> 00:09:02,137

So not the brave leap.

187

00:09:02,137--> 00:09:02,970

- Okay.

188

00:09:02,970--> 00:09:05,310

I might challenge that in that I think

189

00:09:05,310--> 00:09:07,500

there is absolutely a degree

190

00:09:07,500--> 00:09:10,927

of bravery in taking something

191

00:09:10,927--> 00:09:13,740

that has been at one side of your life

192

00:09:13,740--> 00:09:15,900

and making it the centrepiece of that.

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193

00:09:15,900--> 00:09:20,130

But interesting to hear that
it's almost not necessarily

194

00:09:20,130--> 00:09:22,380

an ambition that you've
run towards headlong,

195

00:09:22,380--> 00:09:24,210

it's more that something that has come

196

00:09:24,210--> 00:09:26,280

into your life at a later stage

197

00:09:26,280--> 00:09:28,170

and you've moved towards in that way.

198

00:09:28,170--> 00:09:31,262

So I think there is
something interesting there.

199

00:09:31,262--> 00:09:35,055

Laurie, let me throw that to you.

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200

00:09:35,055--> 00:09:35,888

(Laurie laughing)

201

00:09:35,888--> 00:09:38,130

And I think we should

tell everyone listening

202

00:09:38,130--> 00:09:41,490

and watching that you are

a live case study right now

203

00:09:41,490--> 00:09:43,230

in terms of how we might make our money

204

00:09:43,230--> 00:09:44,110

because you are dialling in

205

00:09:44,110--> 00:09:47,700

from on tour in a very rock and roll

206

00:09:47,700--> 00:09:49,320

and glamorous away.

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- I know, it's so, so glam.

207

00:09:49,320--> 00:09:51,150

I'm on tour with the very
brilliant Hollie McNish.

208

00:09:51,150--> 00:09:53,190

She's launching her book, "Virgin," today,

209

00:09:53,190--> 00:09:55,147

and we are in Sheffield,
and it's so exciting,

210

00:09:55,147--> 00:09:56,747

and we are sharing a hotel at the moment,

211

00:09:56,747--> 00:09:59,610

and it's, like, we're tag
teaming it, basically.

212

00:09:59,610--> 00:10:01,380

So she's just done a magazine thing,

213

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00:10:01,380--> 00:10:03,059

now I'm jumping on Society of Authors.

214

00:10:03,059--> 00:10:04,500

It's really, really great.

215

00:10:04,500--> 00:10:07,140

I think it's a real
juggling, balancing act,

216

00:10:07,140--> 00:10:08,541

which is something that, I think,

217

00:10:08,541--> 00:10:11,550

poets like Hollie are
quite inspiring to watch

218

00:10:11,550--> 00:10:13,680

put together these tours
themselves, you know?

219

00:10:13,680--> 00:10:18,560

And everything I think is quite
DIY really for me as well.

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220

00:10:20,130--> 00:10:21,411

Like, the things that I love.

221

00:10:21,411--> 00:10:23,490

I guess, I was thinking is it scary?

222

00:10:23,490--> 00:10:24,647

Like is it a risk, is it a jump?

223

00:10:24,647--> 00:10:28,140

And it is because I worked

as a waitress for years.

224

00:10:28,140--> 00:10:29,860

I worked in retail.

225

00:10:29,860--> 00:10:31,500

I was really lucky to have...

226

00:10:31,500--> 00:10:32,866

I had some really...

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227

00:10:32,866--> 00:10:36,390

I probably drove my managers
in those jobs completely crazy

228

00:10:36,390--> 00:10:38,340

trying to rework my rote all the time.

229

00:10:38,340--> 00:10:40,080

But also I ended up
(Rishi laughing)

230

00:10:40,080--> 00:10:42,240

with one really amazing manager

231

00:10:42,240--> 00:10:43,350

who was like an adventurer,

232

00:10:43,350--> 00:10:44,820

and when she'd take her holidays,

233

00:10:44,820--> 00:10:47,250

she'd like ski across

Greenland or something

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234

00:10:47,250--> 00:10:49,927

or like climb Everest,
you know, she was amazing,

235

00:10:49,927--> 00:10:52,451

and she really saw what I was doing

236

00:10:52,451--> 00:10:55,320

and that it was a bit different,
and she was, you know,

237

00:10:55,320--> 00:10:57,330

and how much I loved it
and how hard I worked.

238

00:10:57,330--> 00:10:59,228

You know, I'd open the
shop at 6:00 in the morning

239

00:10:59,228--> 00:11:02,010

and then get ready in
the stock room literally,

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240

00:11:02,010--> 00:11:05,010

like, go to a gig and then
go to a school the next day

241

00:11:05,010--> 00:11:07,800

and then go into work at 4:00
and do the late-night shopping

242

00:11:07,800--> 00:11:09,102

and, you know, and I was just juggling it.

243

00:11:09,102--> 00:11:12,300

That was quite stable to have that income.

244

00:11:12,300--> 00:11:14,850

So I suppose it is a jump,
but basically the shop shut

245

00:11:14,850--> 00:11:16,080

and I got my redundant,

246

00:11:16,080--> 00:11:19,067

so I got a really small

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little packet, pay packet.

247

00:11:19,067--> 00:11:20,310

It was so small.

248

00:11:20,310--> 00:11:22,200

It's, like, less than a month's wages.

249

00:11:22,200--> 00:11:23,610

And I was like part-time anyway,

250

00:11:23,610--> 00:11:26,820

and I just thought if I can
make that last me a month,

251

00:11:26,820--> 00:11:29,637

and I was really happy to
go back into waitressing

252

00:11:29,637--> 00:11:31,835

or whatever I needed to do, but luckily,

253

00:11:31,835--> 00:11:33,540

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I didn't have to,

254

00:11:33,540--> 00:11:36,150

and it was really amazing

because I, sort of,

255

00:11:36,150--> 00:11:37,230

just kept going.

256

00:11:37,230--> 00:11:39,000

And I guess the other

thing when you were asking

257

00:11:39,000--> 00:11:41,969

that question, you know,

the idea of my book, "Lady,"

258

00:11:41,969--> 00:11:44,700

it was originally called "Call Me Lady,"

259

00:11:44,700--> 00:11:48,420

which comes from me

running a shop on, like,

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260

00:11:48,420--> 00:11:49,710

my nan's front step,

261

00:11:49,710--> 00:11:50,970

and being like, "Call me lady,"

262

00:11:50,970--> 00:11:52,939

and selling like imaginary cakes

263

00:11:52,939--> 00:11:55,684

or like popcorn or

something like to my nan

264

00:11:55,684--> 00:11:57,888

and, like, ripping her off,

you know, giving her, you know,

265

00:11:57,888--> 00:12:01,560

giving me 50p, and I love selling stuff.

266

00:12:01,560--> 00:12:03,630

And I remember doing

gigs at the beginning,

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267

00:12:03,630--> 00:12:04,909

especially comedy gigs,

268

00:12:04,909--> 00:12:06,990

someone would be like,

"You got paid 20 pound.

269

00:12:06,990--> 00:12:08,010

That's amazing."

270

00:12:08,010--> 00:12:09,780

And it is amazing

because a lot of the time

271

00:12:09,780--> 00:12:11,700

that's all the night could pay you.

272

00:12:11,700--> 00:12:13,620

But I was like, "There's gotta be a way

273

00:12:13,620--> 00:12:15,180

to make up this fee."

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274

00:12:15,180--> 00:12:17,100

So I just started making stuff,

275

00:12:17,100--> 00:12:18,390

and then when I'm not writing,

276

00:12:18,390--> 00:12:21,117

I run a craft stall and

I sell stuff online.

277

00:12:21,117--> 00:12:22,590

But I love selling stuff.

278

00:12:22,590--> 00:12:24,813

My little shop is still going, I think.

279

00:12:25,890--> 00:12:28,500

- Yeah, I was gonna say,

I think there's worth...

280

00:12:28,500--> 00:12:30,270

There's a couple of strands

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that's worth pulling out there

281

00:12:30,270--> 00:12:34,350

because there's, yeah, absolutely,

282

00:12:34,350--> 00:12:36,120

the sense of entrepreneurialism,

283

00:12:36,120--> 00:12:39,150

which I think implicitly is gonna come out

284

00:12:39,150--> 00:12:41,259

because I think we do

have to be, in a sense,

285

00:12:41,259--> 00:12:45,000

our own best salespeople as we, you know,

286

00:12:45,000--> 00:12:46,860

however we might be selling and where

287

00:12:46,860--> 00:12:49,110

and whatever we might be selling into.

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288

00:12:49,110--> 00:12:50,340

But it, sort of, feels like that

289

00:12:50,340--> 00:12:52,410

you've taken the experiences

290

00:12:52,410--> 00:12:54,510

that you were having in the
shops and the waitressing

291

00:12:54,510--> 00:12:57,570

and you again translating
them into the thing

292

00:12:57,570--> 00:12:59,400

that you were actually passionate about.

293

00:12:59,400--> 00:13:01,260

Although actually, frankly, it
sounds like you're passionate

294

00:13:01,260--> 00:13:02,610

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about retail as well.

295

00:13:02,610--> 00:13:03,540

Right?

296

00:13:03,540--> 00:13:05,670

- I think what I was

really into as well is,

297

00:13:05,670--> 00:13:07,950

I was thinking this the other day, like,

298

00:13:07,950--> 00:13:09,810

working the event

299

00:13:09,810--> 00:13:11,166

and handing out the canapes, right?

300

00:13:11,166--> 00:13:13,290

But also still being part of the event,

301

00:13:13,290--> 00:13:15,030

but also being able to eat the canapes

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302

00:13:15,030--> 00:13:16,615

as many as you want and also get paid.

303

00:13:16,615--> 00:13:18,990

So I do all the, sort of, you know,

304

00:13:18,990--> 00:13:21,180

I work for, like, a

celebrity chef's restaurant,

305

00:13:21,180--> 00:13:23,280

so I do all his events on, like, boats

306

00:13:23,280--> 00:13:24,600

and stuff, like on the Thames.

307

00:13:24,600--> 00:13:26,520

And it was amazing 'cause

I still got to be part

308

00:13:26,520--> 00:13:28,786

of the party just without

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all the social awkwardness.

309

00:13:28,786--> 00:13:29,821

(Rishi laughing)

310

00:13:29,821--> 00:13:31,020

So in some ways, I don't know,

311

00:13:31,020--> 00:13:32,610

sometimes when I'm

gigging I'm like, "Yeah,

312

00:13:32,610--> 00:13:34,230

I'm getting a night out and I'm working,

313

00:13:34,230--> 00:13:36,600

and I get to sell all my little

bits and bobs that I've made

314

00:13:36,600--> 00:13:38,520

and, you know, and if no one wants them,

315

00:13:38,520--> 00:13:41,340

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then that's everyone's

Christmas present sorted."

316

00:13:41,340--> 00:13:42,420

- Fabulous.

317

00:13:42,420--> 00:13:43,253

Belinda.

318

00:13:43,253--> 00:13:44,400

I look to you.

319

00:13:44,400--> 00:13:48,960

What made you think that,

yeah, the art and the music,

320

00:13:48,960--> 00:13:51,240

you know, I want to actually make my life

321

00:13:51,240--> 00:13:52,870

through this rather than, you know,

322

00:13:52,870--> 00:13:55,473

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relegating to the sides of another job.

323

00:13:56,665--> 00:13:57,819

- Yeah.

324

00:13:57,819--> 00:13:58,981

It's a really interesting question.

325

00:13:58,981--> 00:14:01,248

I think I was just like
going through all of my,

326

00:14:01,248--> 00:14:03,160

like, the journey, and
I'm just like, yeah,

327

00:14:03,160--> 00:14:04,830

it is actually quite interesting

328

00:14:04,830--> 00:14:07,410

and complex how it all unfolds.

329

00:14:07,410--> 00:14:10,473

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But I don't know if there was
ever like a moment I was like,

330

00:14:11,670--> 00:14:12,720

I mean, I'm sure there was,

331

00:14:12,720--> 00:14:17,463

but I just grew up around a lot
of music and art and poetry.

332

00:14:18,930--> 00:14:22,620

Yeah, like, culturally
it's just, like, abundant.

333

00:14:22,620--> 00:14:27,620

And also just, like, all my
friends just loved, like, music,

334

00:14:27,870--> 00:14:29,777

you know, lyrics, things like that.

335

00:14:29,777--> 00:14:31,020

It was just, like, always, like,

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336

00:14:31,020--> 00:14:35,070

a love for language and,
like, a veneration for it,

337

00:14:35,070--> 00:14:36,570

and whatever spaces I ended up in,

338

00:14:36,570--> 00:14:38,040

really privileged for that.

339

00:14:38,040--> 00:14:40,140

So for me, it always
felt quite natural, like,

340

00:14:40,140--> 00:14:44,677

and it never felt like
this side thing like,

341

00:14:44,677--> 00:14:45,597

"Oh, I've gotta juggle this and that."

342

00:14:45,597--> 00:14:48,510

It just felt like such a huge,

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like, fluid part of my life.

343

00:14:48,510--> 00:14:50,070

It just felt like something

344

00:14:50,070--> 00:14:53,640

that I also do like

going to uni or, like...

345

00:14:53,640--> 00:14:55,980

And actually, I just saw,

like, all that work I did

346

00:14:55,980--> 00:14:57,240

as more, like, I'm doing this work

347

00:14:57,240--> 00:14:58,630

'cause I'm a student. (laughs)

348

00:14:58,630--> 00:14:59,463

(Rishi laughing)

349

00:14:59,463--> 00:15:00,296

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You know?

350

00:15:00,296--> 00:15:01,129

I was like, "Yeah, I'm at uni,"

351

00:15:01,129--> 00:15:03,367

so, like, I work, like, in hospitality

352

00:15:03,367--> 00:15:06,480

or, like, in retail or

whatever else, right?

353

00:15:06,480--> 00:15:08,323

But I think that, like, because of that,

354

00:15:08,323--> 00:15:10,050

I just ended up with

opportunities, kind of,

355

00:15:10,050--> 00:15:13,560

like coming my way that

allowed that, like, shift

356

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00:15:13,560--> 00:15:16,770

to happen quite smoothly

without it being, like, this,

357

00:15:16,770--> 00:15:18,090

sort of, like, big decision.

358

00:15:18,090--> 00:15:18,990

I think there was always, kind of, like,

359

00:15:18,990--> 00:15:20,277

a support for those interests for me.

360

00:15:20,277--> 00:15:21,780

And I was surrounded by people

361

00:15:21,780--> 00:15:24,490

that I could see making careers out of it

362

00:15:25,470--> 00:15:26,760

to different degrees of course.

363

00:15:26,760--> 00:15:29,280

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Whether, you know, they were
like partly employed elsewhere

364

00:15:29,280--> 00:15:31,140

or they were doing it full time.

365

00:15:31,140--> 00:15:32,940

But yeah, it just, sort
of, like, became...

366

00:15:32,940--> 00:15:34,170

It was, like, a part of my life,

367

00:15:34,170--> 00:15:37,650

and about virtue of being
in those spaces, like,

368

00:15:37,650--> 00:15:39,810

you meet people and one person invites you

369

00:15:39,810--> 00:15:40,920

to this thing and that thing.

370

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00:15:40,920--> 00:15:43,978

Like, I saw somebody, a friend
of mine who's a musician

371

00:15:43,978--> 00:15:47,340

I think was asked in, like,
one of these video interviews

372

00:15:47,340--> 00:15:49,880

like, "What, sort of,
advice would you give

373

00:15:49,880--> 00:15:51,030

to a young musician."

374

00:15:51,030--> 00:15:54,620

And I thought, like, it
was quite a nice thing

375

00:15:54,620--> 00:15:57,240

to be mentioned, where he was
like, "Well, like no matter

376

00:15:57,240--> 00:15:58,710

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where you were, like, you know,

377

00:15:58,710--> 00:15:59,686

if you found, like,

378

00:15:59,686--> 00:16:04,396

your next nearest big city

or you just met one person.

379

00:16:04,396--> 00:16:06,420

Like, even if it's, like,

just, like, this one venue

380

00:16:06,420--> 00:16:07,530

that like no one really comes to,

381

00:16:07,530--> 00:16:11,190

but they're committed to putting on shows.

382

00:16:11,190--> 00:16:12,822

Somebody from there is gonna

connect you to somebody

383

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00:16:12,822--> 00:16:14,310

that's gonna connect you to somebody."

384

00:16:14,310--> 00:16:18,090

And I feel like for me it felt
less like a risk and a jump

385

00:16:18,090--> 00:16:22,260

or like there was a, like,
a conscious, like, you know,

386

00:16:22,260--> 00:16:24,000

until later when things actually started

387

00:16:24,000--> 00:16:25,410

to fall out more and
more like they're moving.

388

00:16:25,410--> 00:16:26,790

It just always felt like it was there,

389

00:16:26,790--> 00:16:29,310

but just meeting people that
introduced me to other people,

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390

00:16:29,310--> 00:16:30,990

and through that, I was
discovering that there were

391

00:16:30,990--> 00:16:34,920

so many things I was
interested in, you know,

392

00:16:34,920--> 00:16:37,203

doing with like language, you know,

393

00:16:38,311--> 00:16:40,477

and that was really nice
just, like, to, like,

394

00:16:40,477--> 00:16:42,023

you know, to collaborate
and being like, "Oh,

395

00:16:42,023--> 00:16:44,569

there's just so many things
you can do with words."

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396

00:16:44,569--> 00:16:47,130

And yeah that was just through me

397

00:16:47,130--> 00:16:47,963

and so many people

398

00:16:47,963--> 00:16:48,840

and being introduced.

- Okay.

399

00:16:48,840--> 00:16:49,673

- So, yeah.

400

00:16:51,475--> 00:16:52,308

- Yeah.

401

00:16:52,308--> 00:16:53,220

And again, I think there's, yeah,

402

00:16:53,220--> 00:16:54,600

there's an interesting, yeah,

403

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00:16:54,600--> 00:16:55,830

a couple of strands coming out there.

404

00:16:55,830--> 00:16:59,430

That sense of, you know,
being present and around

405

00:16:59,430--> 00:17:01,920

where opportunities might be happening

406

00:17:01,920--> 00:17:05,280

and being able to then seize
those and translate those,

407

00:17:05,280--> 00:17:08,970

but also actually seeing
other people doing things

408

00:17:08,970--> 00:17:10,950

and going, "Oh, actually
if they're doing that,

409

00:17:10,950--> 00:17:13,110

maybe I can do that too.

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410

00:17:13,110--> 00:17:15,840

I think we'll come back
to that in a moment,

411

00:17:15,840--> 00:17:17,910

but I just wanted to just, you know,

412

00:17:17,910--> 00:17:22,740

I ask all three of you
at this point, you know,

413

00:17:22,740--> 00:17:24,930

you don't have to
necessarily give me figures

414

00:17:24,930--> 00:17:25,763

or anything like that,

415

00:17:25,763--> 00:17:27,939

but, you know, I, you know,

416

00:17:28,800--> 00:17:30,540

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how much of your working life right now

417

00:17:30,540--> 00:17:33,060

is entirely through poetry,

418

00:17:33,060--> 00:17:35,250

through art, through literature?

419

00:17:35,250--> 00:17:38,130

Is there, you know, or are
there chunks of your week,

420

00:17:38,130--> 00:17:40,200

chunks of your income
that's coming from stuff

421

00:17:40,200--> 00:17:45,200

that looks more corporate or
looks more, well, yeah, yeah,

422

00:17:46,230--> 00:17:49,713

more like an office job or
a retail or something else?

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423

00:17:52,890--> 00:17:53,793

Don't know if anyone want to take...

424

00:17:53,793--> 00:17:54,626

- I can take this one...

- Yeah.

425

00:17:54,626--> 00:17:55,459

- if you want, Rishi.

426

00:17:55,459--> 00:17:58,410

So, I feel like it's really

different year on year.

427

00:17:58,410--> 00:17:59,910

I think when I do my tax return,

428

00:17:59,910--> 00:18:02,100

I really notice when I've had, you know,

429

00:18:02,100--> 00:18:04,500

there's, say, in a good year financially,

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430

00:18:04,500--> 00:18:05,670

but that year might not have

431

00:18:05,670--> 00:18:09,300

been very fulfilling

creatively, but, you know,

432

00:18:09,300--> 00:18:12,090

it might be, sort of, a

big money job will come,

433

00:18:12,090--> 00:18:12,923

and then there'll be lots of little bit.

434

00:18:12,923--> 00:18:14,790

And it's kind of juggling that.

435

00:18:14,790--> 00:18:16,170

I try and do...

436

00:18:16,170--> 00:18:17,670

I try and do...

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437

00:18:17,670--> 00:18:20,138

I do a lot of workshops for charity,

438

00:18:20,138--> 00:18:22,560

but obviously I have to limit those

439

00:18:22,560--> 00:18:27,464

because I do my income fully

from being a writer now.

440

00:18:27,464--> 00:18:28,440

- Yeah, yeah.

441

00:18:28,440--> 00:18:29,273

- Which (indistinct).

442

00:18:29,273--> 00:18:32,010

So I guess at the moment,

some of it's book sales,

443

00:18:32,010--> 00:18:33,990

but that's not huge, you know?

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444

00:18:33,990--> 00:18:37,440

I think, for me, my main source
of income is my workshops.

445

00:18:37,440--> 00:18:39,450

And I think what I did,
and a lot of people do this

446

00:18:39,450--> 00:18:42,607

with lots of opportunities,
you know, I was like,

447

00:18:42,607--> 00:18:44,250

"Oh, at the moment I'm like waiting

448

00:18:44,250--> 00:18:45,600

for a residency to come."

449

00:18:45,600--> 00:18:47,637

I'm like, "I've got time
now. I wanna write."

450

00:18:47,637--> 00:18:50,287

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And I'm almost like, "I
want to go on a retreat

451

00:18:50,287--> 00:18:55,020

or I want to be put in a
beautiful old house somewhere."

452

00:18:55,020--> 00:18:57,690

But I'm like, "Actually,
can I create that myself?"

453

00:18:57,690--> 00:19:01,320

You know, like, can I run a
retreat where I invite writers

454

00:19:01,320--> 00:19:02,580

that come to my writing school

455

00:19:02,580--> 00:19:05,010

and come to my workshops
to come with me on that

456

00:19:05,010--> 00:19:06,737

and, like, you know, is

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there a way of doing that?

457

00:19:06,737--> 00:19:09,174

And so I'm always trying to
think of new ways to, sort of,

458

00:19:09,174--> 00:19:10,920

you know, before I'm asked, sort of,

459

00:19:10,920--> 00:19:13,380

try and make it myself again.

460

00:19:13,380--> 00:19:15,120

But to answer your question, yeah.

461

00:19:15,120--> 00:19:17,670

A lot of my money will be
coming in from workshops,

462

00:19:17,670--> 00:19:21,750

performances, I'd love
an advert or something,

463

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00:19:21,750--> 00:19:23,790

some, sort of, big

voiceover job at the moment.

464

00:19:23,790--> 00:19:24,986

I'm like holding hope for that

465

00:19:24,986--> 00:19:28,050

because that's always a really nice one.

466

00:19:28,050--> 00:19:32,523

But at the moment, yeah, be it

being on tour, selling books,

467

00:19:33,420--> 00:19:37,980

gigging, workshops, and

commissions here and there as well,

468

00:19:37,980--> 00:19:40,770

you know, people asking

you to write stuff.

469

00:19:40,770--> 00:19:42,376

But with that as well, you know, I'm doing

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470

00:19:42,376--> 00:19:45,540

a lot of things for free as well in order

471

00:19:45,540--> 00:19:47,190

to promote books and things.

472

00:19:47,190--> 00:19:49,140

So, but I think, for me, at the moment,

473

00:19:49,140--> 00:19:50,910

and I'd like it to be this way for a while

474

00:19:50,910--> 00:19:52,080

'cause it's the most nurturing,

475

00:19:52,080--> 00:19:55,110

I think running workshops,

for me, is my favourite.

476

00:19:55,110--> 00:19:56,208

- Yep.

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477

00:19:56,208--> 00:19:57,690

And that's good to hear.

478

00:19:57,690--> 00:19:59,663

And you can hear again that multiplicity

479

00:19:59,663--> 00:20:02,010

of things going on, right?.

480

00:20:02,010--> 00:20:05,310

There is not one way of getting access.

481

00:20:05,310--> 00:20:07,710

Belinda, you look keen
to come in at that point.

482

00:20:09,060--> 00:20:11,151

- Wow, that was very loud. (laughs)

483

00:20:11,151--> 00:20:12,720

(Rishi laughing)

484

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00:20:12,720--> 00:20:14,226

Yeah, no, I just wanted to like,

485

00:20:14,226--> 00:20:15,630

before I forgot, like, literally, like,

486

00:20:15,630--> 00:20:16,893

what Laurie's just said.

487

00:20:18,750--> 00:20:21,810

Yeah, I just always, kind

of, fascinated with, like,

488

00:20:21,810--> 00:20:25,860

what it means to live as

an artist is actually like,

489

00:20:25,860--> 00:20:26,940

you know, a lot of the, like,

490

00:20:26,940--> 00:20:29,012

the money is not coming

from the art itself.

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491

00:20:29,012--> 00:20:32,250

Like, the art brings so many opportunities

492

00:20:32,250--> 00:20:35,493

that are very unique that we
wouldn't have come across,

493

00:20:36,330--> 00:20:37,860

like, in the same way,
you know what I mean?

494

00:20:37,860--> 00:20:40,585

So yeah, like, for me, it's similar,

495

00:20:40,585--> 00:20:43,140

a lot of it is from school,

496

00:20:43,140--> 00:20:47,820

like, workshops, that's, like,
a huge part of my income.

497

00:20:47,820--> 00:20:52,290

I also trained for this some years back,

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498

00:20:52,290--> 00:20:55,260

so it feels good to, kind of, like,

499

00:20:55,260--> 00:20:58,530

have that in the bag and

keep learning, you know,

500

00:20:58,530--> 00:20:59,490

just, like, from even, like,

501

00:20:59,490--> 00:21:02,880

since I did that MA,

it's like to this day,

502

00:21:02,880--> 00:21:03,810

there's so many things I learned on

503

00:21:03,810--> 00:21:06,060

that course that I'm still applying today

504

00:21:06,060--> 00:21:07,020

within that practise.

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505

00:21:07,020--> 00:21:09,390

And it's very much fed by my art as well.

506

00:21:09,390--> 00:21:11,315

So, you know, of course, like,

507

00:21:11,315--> 00:21:13,200

there are times when, you know,

508

00:21:13,200--> 00:21:14,430

you need to get the work done,

509

00:21:14,430--> 00:21:15,621

and it's not really all about, like,

510

00:21:15,621--> 00:21:18,347

how, like, how linked

it is to your practise.

511

00:21:18,347--> 00:21:19,943

But a lot of time I can sense that, like,

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512

00:21:19,943--> 00:21:21,848

when my practise is flourishing,

513

00:21:21,848--> 00:21:24,630

that part of my educational practise

514

00:21:24,630--> 00:21:25,920

is also flourishing as well, so...

515

00:21:25,920--> 00:21:27,526

- Oh, that's interesting.

516

00:21:27,526--> 00:21:28,650

(Belinda speaking indistinctly)

517

00:21:28,650--> 00:21:29,545

- Yeah.

518

00:21:29,545--> 00:21:30,480

- Sorry

519

00:21:30,480--> 00:21:31,594

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- No, I hadn't appreciated

520

00:21:31,594--> 00:21:34,980

that almost that sense of
the creativity is going well

521

00:21:34,980--> 00:21:38,490

and almost that feeds
into then that feeling

522

00:21:38,490--> 00:21:40,983

of confidence that you
can go out and earn more.

523

00:21:41,940--> 00:21:43,660

- Yeah, for me, especially
working with children

524

00:21:43,660--> 00:21:45,870

'cause it's like, it's about play really

525

00:21:45,870--> 00:21:47,220

and, like, trying to, like,

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526

00:21:47,220--> 00:21:50,190

figure out ways to just not make it boring

527

00:21:50,190--> 00:21:51,023

for them, you know?

528

00:21:51,023--> 00:21:52,890

But also, like, make it, like, meaningful

529

00:21:52,890--> 00:21:54,210

And so yeah, like, all of that.

530

00:21:54,210--> 00:21:57,750

So, like, education,

work, a lot of performing,

531

00:21:57,750--> 00:22:02,160

which is really tiring,

really fun also, like,

532

00:22:02,160--> 00:22:02,993

they just, like, you know,

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533

00:22:02,993--> 00:22:04,890

it all varies, like, from, like,

534

00:22:04,890--> 00:22:07,620

something for your mates

that's, like, you know,

535

00:22:07,620--> 00:22:10,350

not a lot of money,

sometimes not even paid,

536

00:22:10,350--> 00:22:11,183

but that's fine

537

00:22:11,183--> 00:22:13,090

because you can ask them

sometimes for a favour in return.

538

00:22:13,090--> 00:22:14,070

- Yeah, yeah, yeah.

539

00:22:14,070--> 00:22:18,720

- To like pretty, like,

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big interesting venues.

540

00:22:18,720--> 00:22:22,380

But that's not always, like,
regular, you know, so, yeah.

541

00:22:22,380--> 00:22:23,670

It's just, like, really this mishmash

542

00:22:23,670--> 00:22:26,130

of, like, working education.

543

00:22:26,130--> 00:22:26,963

- Yeah.

544

00:22:26,963--> 00:22:27,870

- Performance.

545

00:22:27,870--> 00:22:30,060

And also just, like, keeping an eye out

546

00:22:30,060--> 00:22:34,620

for, like, grants and

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different fellowships

547

00:22:34,620--> 00:22:35,670

that exist out there

548

00:22:35,670--> 00:22:37,320

for people who create things.

549

00:22:37,320--> 00:22:38,760

So yeah, just, kind of,

really looking at it

550

00:22:38,760--> 00:22:40,890

and trying to understand

it from the lens of, like,

551

00:22:40,890--> 00:22:43,200

what a full-time artist who's gone

552

00:22:43,200--> 00:22:45,150

to art school is taught and, like,

553

00:22:45,150--> 00:22:47,236

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trying to apply that as well to my own

554

00:22:47,236--> 00:22:50,520

career slash artistic practise as well.

555

00:22:50,520--> 00:22:51,353

- That's great.

556

00:22:51,353--> 00:22:53,310

I think you used the key phrase there,

557

00:22:53,310--> 00:22:56,040

which mishmash is, yeah,

558

00:22:56,040--> 00:22:58,620

feels like a absolutely accurate way

559

00:22:58,620--> 00:23:02,283

to describe the multiplicities

and variety of, you know,

560

00:23:03,582--> 00:23:06,930

of funding and actually bringing income

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561

00:23:06,930--> 00:23:08,730

that are out there for us.

562

00:23:08,730--> 00:23:11,820

Stephanie, does that resonate with you?

563

00:23:11,820--> 00:23:12,840

- Yes, absolutely.

564

00:23:12,840--> 00:23:14,447

The mishmash.

565

00:23:14,447--> 00:23:16,410

Can't even speak.

566

00:23:16,410--> 00:23:17,370

Yeah, so for me,

567

00:23:17,370--> 00:23:20,850

it's all now around

literature and literacy,

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568

00:23:20,850--> 00:23:23,259

but some of that is more
creative than others.

569

00:23:23,259--> 00:23:26,700

So like the others, I will facilitate

570

00:23:26,700--> 00:23:29,520

creative writing workshops and courses,

571

00:23:29,520--> 00:23:33,060

a mix of online and in person.

572

00:23:33,060--> 00:23:34,743

I have poetry.

573

00:23:35,700--> 00:23:39,879

I'm a poetry mentor, so I have
my mentees that I work with,

574

00:23:39,879--> 00:23:42,390

so that's the more creative side.

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575

00:23:42,390--> 00:23:46,860

And then I also work with
education organisations

576

00:23:46,860--> 00:23:49,980

and community organisations
around literacy projects.

577

00:23:49,980--> 00:23:54,420

And so that could be anything
from writing exam questions

578

00:23:54,420--> 00:23:56,875

to getting a new project up and running.

579

00:23:56,875--> 00:23:58,230

- Okay.

580

00:23:58,230--> 00:24:00,270

- So, yeah, a very different field,

581

00:24:00,270--> 00:24:03,622

but the two do, kind of,

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feed into each other.

582

00:24:03,622--> 00:24:04,455

- Yeah.

583

00:24:04,455--> 00:24:06,780

- And for me, that a bit like Laurie said,

584

00:24:06,780--> 00:24:07,920

they'll come in periods.

585

00:24:07,920--> 00:24:11,994

So at the minute, it is just
back to back work meetings.

586

00:24:11,994--> 00:24:13,170

- Yeah.

587

00:24:13,170--> 00:24:16,080

- And my own practise has
had to take the back burner,

588

00:24:16,080--> 00:24:18,810

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but I know that that's
the way it works for me,

589

00:24:18,810--> 00:24:21,959

and then, say, come
December, particularly,

590

00:24:21,959--> 00:24:25,350

that there's less in
terms of outside work,

591

00:24:25,350--> 00:24:28,980

and then that's when I
get to do my practise.

592

00:24:28,980--> 00:24:32,760

So yeah, very much a mishmash.

593

00:24:32,760--> 00:24:35,010

And as Belinda said as well,

594

00:24:35,010--> 00:24:38,296

I look at it in different
ways in terms of income

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595

00:24:38,296--> 00:24:41,580

as well as things that will cover costs.

596

00:24:41,580--> 00:24:46,580

So the like of residencies,
grants, and so on as well.

597

00:24:47,400--> 00:24:48,690

- Okay, that's great.

598

00:24:48,690--> 00:24:51,480

And I think what you said there

599

00:24:51,480--> 00:24:55,980

that was interesting was this
sense of expansive definitions

600

00:24:55,980--> 00:24:58,200

of things as well that might, you know,

601

00:24:58,200--> 00:25:01,890

that might look like almost

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like a non-creative way

602

00:25:01,890--> 00:25:03,300

of making money but actually the way

603

00:25:03,300--> 00:25:05,170

that you are reframing it, actually,

604

00:25:05,170--> 00:25:07,817

you can see that going into, yeah,

605

00:25:07,817--> 00:25:10,200

where it comes from out

of your practise as well.

606

00:25:10,200--> 00:25:11,306

And I think that's an important point.

607

00:25:11,306--> 00:25:13,773

Belinda, you wanted to jump in as well?

608

00:25:16,380--> 00:25:18,620

- Yeah, like, I actually

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thought it's very important

609

00:25:18,620--> 00:25:21,430

to also mention that I have
periods also where, like,

610

00:25:21,430--> 00:25:23,760

there are years of, like, signing on

611

00:25:23,760--> 00:25:26,850

to, like, supplement that income.

612

00:25:26,850--> 00:25:28,770

And I think that, like,

613

00:25:28,770--> 00:25:30,360

I've seen some workshops flying around,

614

00:25:30,360--> 00:25:32,880

but there should be more, like,

615

00:25:32,880--> 00:25:34,170

information about, like,

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616

00:25:34,170--> 00:25:36,567

how to sign on as a self-employed
person if you are, like,

617

00:25:36,567--> 00:25:38,310

what you can get out of that,

618

00:25:38,310--> 00:25:40,080

what kind of support you can get.

619

00:25:40,080--> 00:25:42,570

And some of it is just
really just playing tricks

620

00:25:42,570--> 00:25:45,157

and, like, not tricking the system,

621

00:25:45,157--> 00:25:46,104

please don't do that.

622

00:25:46,104--> 00:25:46,937

(Rishi laughing)

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623

00:25:46,937--> 00:25:47,770

Okay?

624

00:25:47,770--> 00:25:49,233

Please abide by the law.

625

00:25:50,430--> 00:25:52,980

But like, you know, there's
things that come with that.

626

00:25:52,980--> 00:25:54,280

Like, let's say, you know,

627

00:25:55,818--> 00:25:56,970

if your, like, council tax, like,

628

00:25:56,970--> 00:25:57,980

think they can get exceptions
for different things

629

00:25:57,980--> 00:25:59,491

for certain periods of time,

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630

00:25:59,491--> 00:26:01,719

that can really make
a difference to, like,

631

00:26:01,719--> 00:26:04,920

how you're able to sustain
yourself after, you know, like.

632

00:26:04,920--> 00:26:07,776

And I think that there should
be no stigma around that.

633

00:26:07,776--> 00:26:10,621

And I think more and more
education around, like,

634

00:26:10,621--> 00:26:11,580

how it works.

635

00:26:11,580--> 00:26:13,227

It's very tricky system at the moment,

636

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00:26:13,227--> 00:26:15,090

and it's not completely perfect.

637

00:26:15,090--> 00:26:19,500

But I think that there are
ways if you are able to...

638

00:26:19,500--> 00:26:21,330

There's just, like, also a peace of mind

639

00:26:21,330--> 00:26:22,541

that it brings sometimes that, you know,

640

00:26:22,541--> 00:26:24,720

certain things are covered
when we are talking

641

00:26:24,720--> 00:26:26,730

about the fluctuation of
income the way that it does.

642

00:26:26,730--> 00:26:29,430

But, you know, it's something
that for certain periods

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643

00:26:29,430--> 00:26:30,994

of time can be very

interesting and helpful

644

00:26:30,994--> 00:26:34,093

and is worth looking

into in terms of, like,

645

00:26:34,093--> 00:26:37,350

what you can save on for how long

646

00:26:37,350--> 00:26:40,620

and what you can get support with as well

647

00:26:40,620--> 00:26:43,950

that is not necessarily

monetarily based and, yeah,

648

00:26:43,950--> 00:26:44,783

just taking it from there,

649

00:26:44,783--> 00:26:46,080

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but just seeing that as an option as well

650

00:26:46,080--> 00:26:48,060

and not something to be ashamed of.

651

00:26:48,940--> 00:26:52,050

- I think that's a really,

652

00:26:52,050--> 00:26:53,580

yeah, two really good points there.

653

00:26:53,580--> 00:26:56,250

One, that sense of having
that broad awareness

654

00:26:56,250--> 00:27:00,942

of what is available to
you as support as artists

655

00:27:00,942--> 00:27:04,440

that let's be generous and say, you know,

656

00:27:04,440--> 00:27:06,420

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the state and its related organs

657

00:27:06,420--> 00:27:08,460

might be able to provide for you,

658

00:27:08,460--> 00:27:10,080

but also that, you know,

659

00:27:10,080--> 00:27:11,610

awareness that necessarily

660

00:27:11,610--> 00:27:15,330

there is going to be a

fluctuation of income there,

661

00:27:15,330--> 00:27:18,750

and, you know, understanding,

yes, your artistic practise,

662

00:27:18,750--> 00:27:20,640

but also life circumstances,

663

00:27:20,640--> 00:27:23,057

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your tolerances, what you
can actually make work.

664

00:27:23,057--> 00:27:26,580

I mean, part of the reason
why I do the commercial work

665

00:27:26,580--> 00:27:29,160

that I still do is because I've, you know,

666

00:27:29,160--> 00:27:30,097

different tolerance to, you know,

667

00:27:30,097--> 00:27:32,400

how, you know, and different cost base

668

00:27:32,400--> 00:27:33,780

and dah, dah, dah, dah.

669

00:27:33,780--> 00:27:37,170

But, you know, and bring, you
know, an artistic approach to,

670

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00:27:37,170--> 00:27:40,200

you know, hopefully that
work as well as the poetry

671

00:27:40,200--> 00:27:42,840

and the reviews and what have you as well.

672

00:27:42,840--> 00:27:44,670

Stephanie, you wanted to
jump in at that point?

673

00:27:44,670--> 00:27:45,717

- Yeah, I was just going to say,

674

00:27:45,717--> 00:27:50,520

we do need this huge toolkit of skills

675

00:27:50,520--> 00:27:53,309

because, you know, there's the
whole artistic practise side,

676

00:27:53,309--> 00:27:55,110

but then we have to be, you know,

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677

00:27:55,110--> 00:27:56,790

know what to do about our taxes,

678

00:27:56,790--> 00:27:58,500

and as Belinda says, you know,

679

00:27:58,500--> 00:28:00,270

know how to work all of that

680

00:28:00,270--> 00:28:02,280

and know where the, yeah,

681

00:28:02,280--> 00:28:04,699

the kind of benefits and difficulties are,

682

00:28:04,699--> 00:28:07,590

the huge organisation of things

683

00:28:07,590--> 00:28:10,800

when you're juggling all

these different roles

684

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00:28:10,800--> 00:28:12,330

and maybe projects

685

00:28:12,330--> 00:28:14,370

and maybe working with
different organisations.

686

00:28:14,370--> 00:28:18,210

So, yeah, it takes a wide
range of skills (laughs)

687

00:28:18,210--> 00:28:22,470

to do this, much more than
just creating our poetry.

688

00:28:22,470--> 00:28:23,520

- Yeah, yeah.

689

00:28:23,520--> 00:28:25,993

The more I think of it, the
more I think that, you know,

690

00:28:25,993--> 00:28:28,837

writers in particular and

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artists more generally

691

00:28:28,837--> 00:28:33,420

are almost the exemplars

of what a specific type

692

00:28:33,420--> 00:28:35,820

of creative entrepreneurialism looks like.

693

00:28:35,820--> 00:28:38,487

Because, you know, we are, you know,

694

00:28:38,487--> 00:28:40,837

we are solving problems that, you know,

695

00:28:40,837--> 00:28:44,250

that, you know, exist,

you know, artistically,

696

00:28:44,250--> 00:28:47,700

but then trying to make them

work with what might look

697

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00:28:47,700--> 00:28:50,400

like market opportunities,

finding audiences,

698

00:28:50,400--> 00:28:51,840

persuading those audiences to part

699

00:28:51,840--> 00:28:55,235

with some income to actually,

you know, reward that work.

700

00:28:55,235--> 00:28:56,190

Yeah.

701

00:28:56,190--> 00:28:58,410

Those are classic things

around entrepreneurialism,

702

00:28:58,410--> 00:29:01,200

but I won't betray my

economics training too much

703

00:29:01,200--> 00:29:03,838

by going and following that scene.

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704

00:29:03,838--> 00:29:08,838

I'd like to take us to not
quite brass tax, but I'm, yeah,

705

00:29:09,960--> 00:29:11,430

some practical things

706

00:29:11,430--> 00:29:15,510

that I'm sure are on people's minds.

707

00:29:15,510--> 00:29:19,740

So one is actually just, you
know, what is your approach?

708

00:29:19,740--> 00:29:23,790

Do you have a specific
approach to negotiating rates,

709

00:29:23,790--> 00:29:27,270

project fees, you know, actually,

710

00:29:27,270--> 00:29:28,950

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you know, budgets, you know,

711

00:29:28,950--> 00:29:30,712

what are your, sort of,

712

00:29:30,712--> 00:29:34,590

processes, thinking when,

you know, actually starting

713

00:29:34,590--> 00:29:37,737

to get down to, you know,

money's on the line type stuff.

714

00:29:37,737--> 00:29:39,720

And I guess pricing more generally

715

00:29:39,720--> 00:29:41,670

if you are putting on workshops,

716

00:29:41,670--> 00:29:43,710

own initiated projects and stuff.

717

00:29:43,710--> 00:29:45,013

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Laurie, you look like
you wanted to jump in?

718

00:29:45,013--> 00:29:47,260

- Oh, 'cause this is like
the hardest question.

719

00:29:47,260--> 00:29:48,900

And I always get asked this,

720

00:29:48,900--> 00:29:51,810

and it's such a sliding scale always.

721

00:29:51,810--> 00:29:54,093

And when I'm putting
out tickets for things

722

00:29:54,093--> 00:29:55,750

that I'm running independently,

723

00:29:55,750--> 00:30:00,030

'cause I'm, you know, like,
wanting to get things moving,

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724

00:30:00,030--> 00:30:01,950

I always, like, want to get things moving.

725

00:30:01,950--> 00:30:05,455

But also, you know, knowing
what to charge is really hard

726

00:30:05,455--> 00:30:06,610

and you've just gotta try.

727

00:30:06,610--> 00:30:11,610

I mean, massive shout out to
Arts Council England and beyond

728

00:30:12,120--> 00:30:15,119

and all of the organisations
like Society of Authors,

729

00:30:15,119--> 00:30:16,757

Apples and Snakes, Spread the Word,

730

00:30:16,757--> 00:30:18,990

all of those organisations,

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731

00:30:18,990--> 00:30:22,907

that is the closest thing

we'll get to a regular salary

732

00:30:22,907--> 00:30:26,310

sometimes is those kind of people coming

733

00:30:26,310--> 00:30:30,660

to us with creative things

and paying us to do it.

734

00:30:30,660--> 00:30:33,210

And I just think, I don't

know, I'm not a, sort of,

735

00:30:33,210--> 00:30:36,630

writer that will just

have a period of, like,

736

00:30:36,630--> 00:30:38,190

head down writing, writing,

737

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00:30:38,190--> 00:30:39,750

like I've saved a bit of cash

738

00:30:39,750--> 00:30:41,160

or I've got a funding grant or whatever,

739

00:30:41,160--> 00:30:43,890

and then I've got to

be working all the time

740

00:30:43,890--> 00:30:46,110

because that's what it is.

741

00:30:46,110--> 00:30:49,200

So I like this kind of negotiation thing,

742

00:30:49,200--> 00:30:50,700

but also, it can do your head in,

743

00:30:50,700--> 00:30:51,540

and it is a lot easier

744

00:30:51,540--> 00:30:53,550

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if you've got somebody to do it for you.

745

00:30:53,550--> 00:30:55,020

I think the best piece of advice

746

00:30:55,020--> 00:30:56,917

for this was just asking people,

747

00:30:56,917--> 00:30:58,820

"What is your budget for this?"

748

00:30:58,820--> 00:31:01,740

Because then people might say, "Oh, sorry,

749

00:31:01,740--> 00:31:03,030

like, we don't really have a budget,"

750

00:31:03,030--> 00:31:04,254

or, "Our budget's this."

751

00:31:04,254--> 00:31:09,254

If you think that it's

gonna be somebody that maybe

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752

00:31:09,720--> 00:31:12,210

hasn't got a particularly big budget

753

00:31:12,210--> 00:31:15,420

or it wouldn't be what you'd
necessarily want for the work,

754

00:31:15,420--> 00:31:20,420

I always think what would
make me feel uncomfortable

755

00:31:20,880--> 00:31:24,690

or pissed off to do the job
and what wouldn't fee-wise.

756

00:31:24,690--> 00:31:28,470

And then I, sort of, might hit
that and then it's up to you.

757

00:31:28,470--> 00:31:30,240

But I think always asking the question

758

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00:31:30,240--> 00:31:31,407

and just picking up the phone to someone,

759

00:31:31,407--> 00:31:34,230

like, I know it's old

school, but, you know,

760

00:31:34,230--> 00:31:37,110

this week I got asked

to do, like, a panel,

761

00:31:37,110--> 00:31:38,199

like what you are doing now, Rishi,

762

00:31:38,199--> 00:31:41,527

and I remember I, sort of, said,

763

00:31:41,527--> 00:31:44,700

"You know, this is how

much I'd pay to be a..."

764

00:31:44,700--> 00:31:46,860

If I was a panellist and

if I was running the panel

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765

00:31:46,860--> 00:31:48,030

and then slightly different jobs.

766

00:31:48,030--> 00:31:50,880

And so we not only negotiated fee,

767

00:31:50,880--> 00:31:53,220

but we also negotiated the job.

768

00:31:53,220--> 00:31:55,260

And it was actually

more of a presenting job

769

00:31:55,260--> 00:31:56,400

that she wanted rather.

770

00:31:56,400--> 00:31:58,020

And she was amazing.

771

00:31:58,020--> 00:31:59,820

And she made my day and I made her day.

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772

00:31:59,820--> 00:32:00,653

And it was lovely.

773

00:32:00,653--> 00:32:01,486

- Yeah.

774

00:32:01,486--> 00:32:02,520

- That isn't always like that,

775

00:32:02,520--> 00:32:05,850

and people can really take
the mick, but also, you know,

776

00:32:05,850--> 00:32:07,383

you might be surprised
actually when you ask

777

00:32:07,383--> 00:32:09,060

what is your budget and they come back

778

00:32:09,060--> 00:32:10,890

with three times what
you would've asked for.

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779

00:32:10,890--> 00:32:13,730

So I always just try and
play it a little bit cool

780

00:32:13,730--> 00:32:15,210

And just see and I hope no one

781

00:32:15,210--> 00:32:17,447

that's ever employed me watches this?

782

00:32:17,447--> 00:32:18,280

(Rishi laughing)

783

00:32:18,280--> 00:32:20,079

Now they'll know the secret. (laughs)

784

00:32:20,079--> 00:32:22,470

- We'll check with Tilly that, yeah,

785

00:32:22,470--> 00:32:24,734

we can blank out certain
sections to maintain

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786

00:32:24,734--> 00:32:26,710

negotiating position.

- But also, we were talking

787

00:32:26,710--> 00:32:28,290

about this question when we did

788

00:32:28,290--> 00:32:30,150

our practise run, actually.

789

00:32:30,150--> 00:32:31,498

That's how organised we are, guys.

790

00:32:31,498--> 00:32:32,331

- Yeah.

791

00:32:32,331--> 00:32:34,779

- And we were saying, and I'll let Belinda

792

00:32:34,779--> 00:32:37,140

or Stephanie answer this maybe a bit more,

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793

00:32:37,140--> 00:32:38,190

but we were, sort of,

794

00:32:38,190--> 00:32:41,702

talking about maybe to

look for guidelines.

795

00:32:41,702--> 00:32:43,890

And Society of Authors is one of them.

796

00:32:43,890--> 00:32:45,420

Belinda kindly let us know

797

00:32:45,420--> 00:32:46,800

that they've got a page and stuff.

798

00:32:46,800--> 00:32:50,010

So, and talk to other artists, you know.

799

00:32:50,010--> 00:32:51,960

I love getting a phone call from an artist

800

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00:32:51,960--> 00:32:53,190

or I love, you know,

801

00:32:53,190--> 00:32:54,570

maybe it's something to do with theatre,

802

00:32:54,570--> 00:32:55,680

and I've not really worked with theatre,

803

00:32:55,680--> 00:32:57,330

so I call up my theatre poet mates

804

00:32:57,330--> 00:32:59,680

and I say, "Mate, what
would you charge for this?"

805

00:32:59,680--> 00:33:01,380

Like, and just not...

806

00:33:01,380--> 00:33:04,710

Keeping it fair and really
supporting each other

807

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00:33:04,710--> 00:33:08,670

and encouraging each
other to get paid properly

808

00:33:08,670--> 00:33:09,960

is so important.

809

00:33:09,960--> 00:33:10,793

You know?

810

00:33:10,793--> 00:33:12,720

Don't take 10-pound commissions

811

00:33:12,720--> 00:33:15,900

'cause you're making other
poets lives difficult,

812

00:33:15,900--> 00:33:17,520

you know, know your worth.

813

00:33:17,520--> 00:33:20,000

It's something that not
many people can do, so...

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814

00:33:21,030--> 00:33:23,197

- I absolutely echo

the, "Know your worth."

815

00:33:23,197--> 00:33:27,218

But, Stephanie, before I call on you,

816

00:33:27,218--> 00:33:28,890

just to point everyone

817

00:33:28,890--> 00:33:32,640

to the chat where Tilly has shared

818

00:33:32,640--> 00:33:36,000

some useful resources on rates and fees.

819

00:33:36,000--> 00:33:39,810

Society of Authors have just

updated their guide on that,

820

00:33:39,810--> 00:33:44,810

and Apples and Snakes have

some longstanding guidance

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821

00:33:44,880--> 00:33:47,285

on what you should be

looking for fees wise.

822

00:33:47,285--> 00:33:51,120

Stephanie, to you, that same question

823

00:33:51,120--> 00:33:55,110

around your approach to asking about cash?

824

00:33:55,110--> 00:33:58,050

- I've got much better

at being really direct.

825

00:33:58,050--> 00:34:00,420

It just causes, you know, as Laurie says,

826

00:34:00,420--> 00:34:04,256

causes so much difficulty when

you're maybe faffing around

827

00:34:04,256--> 00:34:05,790

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and they're faffing around

828

00:34:05,790--> 00:34:07,620

and you're coming away

from several meetings

829

00:34:07,620--> 00:34:09,360

and you still don't know.

830

00:34:09,360--> 00:34:12,697

So I would always ask,

like Laurie said, you know,

831

00:34:12,697--> 00:34:13,530

"What's the budget?"

832

00:34:13,530--> 00:34:15,305

Or, "What's the rate of pay?"

833

00:34:15,305--> 00:34:17,940

Not everybody answers that.

834

00:34:17,940--> 00:34:20,460

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Some people are very good at, you know,

835

00:34:20,460--> 00:34:22,470

three meetings later,

you still don't know.

836

00:34:22,470--> 00:34:25,445

So, yeah, I will be

really direct about that.

837

00:34:25,445--> 00:34:28,680

The range is huge, and it will,

838

00:34:28,680--> 00:34:30,720

there is this balance of know your worth,

839

00:34:30,720--> 00:34:32,460

which we absolutely have to do,

840

00:34:32,460--> 00:34:35,790

and then what is the purpose

of it and who's it for?

841

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00:34:35,790--> 00:34:39,120

And, you know, if it's arts funding

842

00:34:39,120--> 00:34:41,453

and someone has lots of
arts funding for something,

843

00:34:41,453--> 00:34:45,450

you know, they can afford
something more than maybe,

844

00:34:45,450--> 00:34:47,850

I don't know, a youth club or something.

845

00:34:47,850--> 00:34:51,540

So it's, yeah, there's a
lot of things to weigh up.

846

00:34:51,540--> 00:34:54,180

I am Northern Ireland,

847

00:34:54,180--> 00:34:57,150

my publisher is the south of Ireland,

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848

00:34:57,150--> 00:34:58,276

so the Republic of Ireland,

849

00:34:58,276--> 00:35:02,040

and then I work in UK mainland as well.

850

00:35:02,040--> 00:35:03,300

So there's a difference there.

851

00:35:03,300--> 00:35:06,750

There's a massive

difference between Ireland

852

00:35:06,750--> 00:35:08,769

and the north of Ireland

in terms of what is paid

853

00:35:08,769--> 00:35:10,070

for their artists.

854

00:35:10,070--> 00:35:13,740

So down south, Words Ireland

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855

00:35:13,740--> 00:35:15,840

have a scale of recommendations.

856

00:35:15,840--> 00:35:18,073

Again it's, you know,

it's from this to this

857

00:35:18,073--> 00:35:20,520

Poetry Ireland have a scale.

858

00:35:20,520--> 00:35:21,845

So it's great to know those things.

859

00:35:21,845--> 00:35:24,963

But also I know, up here,

I'm not going to get that,

860

00:35:25,980--> 00:35:28,140

so it's, again, it's about awareness,

861

00:35:28,140--> 00:35:30,891

and what are you gonna

reel yourself out of

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862

00:35:30,891--> 00:35:33,024

and what can, yeah,

863

00:35:33,024--> 00:35:37,234

what the range is and what works for you,

864

00:35:37,234--> 00:35:38,553

what works for you.

865

00:35:40,710--> 00:35:43,890

- Belinda, does that, sort

of, like, map across and echo.

866

00:35:43,890--> 00:35:46,500

And I guess there's, you know,

867

00:35:46,500--> 00:35:49,793

I'm aware that there's a

slight difference when it comes

868

00:35:49,793--> 00:35:53,660

to visual art and music

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as compared to, you know,

869

00:35:53,660--> 00:35:55,830

literature and writing,

870

00:35:55,830--> 00:35:56,913

which a lot of people on the call

871

00:35:56,913--> 00:36:00,360

will be thinking about as their, sort of,

872

00:36:00,360--> 00:36:02,013

core area of practise.

873

00:36:03,728--> 00:36:07,559

- Yeah, I would say

definitely, like, but I mean,

874

00:36:07,559--> 00:36:09,990

I really, you know,

875

00:36:09,990--> 00:36:11,970

everything that's been said

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already really resonates.

876

00:36:11,970--> 00:36:13,440

I think these are the main things despite

877

00:36:13,440--> 00:36:15,960

what field you're in is, kind of, like,

878

00:36:15,960--> 00:36:16,980

finding the right, sort of,

879

00:36:16,980--> 00:36:20,730

guidance around how much things should be.

880

00:36:20,730--> 00:36:23,520

I think that also, like,

sometimes work starts coming

881

00:36:23,520--> 00:36:26,071

your way that's, like,

not very, like, clear,

882

00:36:26,071--> 00:36:27,987

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like radio or something like that,

883

00:36:27,987--> 00:36:29,700

and you kind of just have to scramble.

884

00:36:29,700--> 00:36:31,590

Like, you don't wanna low ball yourself,

885

00:36:31,590--> 00:36:33,570

but also you wanna like,

886

00:36:33,570--> 00:36:34,890

you don't want to be cheeky as well.

887

00:36:34,890--> 00:36:36,930

But, you know, I think that, like, yeah,

888

00:36:36,930--> 00:36:38,940

definitely, like, that

Society of Authors page

889

00:36:38,940--> 00:36:41,100

has helped me so much with negotiating

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890

00:36:41,100--> 00:36:46,100

across different fields
and in different spaces.

891

00:36:48,000--> 00:36:49,380

And I think that when
you start from there,

892

00:36:49,380--> 00:36:52,140

you start to gauge what
works for you and, like,

893

00:36:52,140--> 00:36:55,350

what you think that you
deserve because, you know,

894

00:36:55,350--> 00:36:56,490

there's some serious numbers

895

00:36:56,490--> 00:36:57,870

that people have really like sat down

896

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00:36:57,870--> 00:36:59,334

and worked on so that, like,

897

00:36:59,334--> 00:37:02,670

we all have the right

guidance going forward.

898

00:37:02,670--> 00:37:04,290

And yeah, I think sometimes

899

00:37:04,290--> 00:37:05,760

when you have representation as well,

900

00:37:05,760--> 00:37:07,470

then you are able to have somebody's job

901

00:37:07,470--> 00:37:09,240

is to go and negotiate more money for you.

902

00:37:09,240--> 00:37:13,158

So that's also quite helpful

if they're good at their job.

903

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00:37:13,158--> 00:37:13,991

(Rishi laughing)

904

00:37:13,991--> 00:37:15,570

But, yeah, I think essentially what Steph,

905

00:37:15,570--> 00:37:19,195

like Dr. Stephanie said about knowing

906

00:37:19,195--> 00:37:22,767

who and what and just

being realistic, you know,

907

00:37:22,767--> 00:37:25,320

but you should always

have your own base point.

908

00:37:25,320--> 00:37:28,050

And then I think you should

always be willing to...

909

00:37:28,050--> 00:37:30,300

You should always be

expecting or anticipate

910

00:37:30,300--> 00:37:33,300

and that you might price
yourself out of a situation.

911

00:37:33,300--> 00:37:34,920

And if that's not your price,

912

00:37:34,920--> 00:37:36,000

that's just not your price.

913

00:37:36,000--> 00:37:38,313

Like, there's no need to
regret it and be like,

914

00:37:38,313--> 00:37:39,900

"Oh, I still could have
done with that money."

915

00:37:39,900--> 00:37:42,150

But then it destroys the whole purpose.

916

00:37:42,150--> 00:37:45,330

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And sometimes you might
underprice yourself,

917

00:37:45,330--> 00:37:47,910

but I think it's important to know

918

00:37:47,910--> 00:37:49,290

who you are asking the money from.

919

00:37:49,290--> 00:37:50,123

You know.

920

00:37:50,123--> 00:37:52,260

If it's like a huge museum, and you know,

921

00:37:52,260--> 00:37:54,993

they like a national, like, lottery, like,

922

00:37:56,280--> 00:37:57,780

you know, there's a likelihood

923

00:37:57,780--> 00:37:58,980

that they can pay you properly

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924

00:37:58,980--> 00:38:01,980

because they know what the guidance is.

925

00:38:01,980--> 00:38:03,510

And if it's obviously your mate
who's done like a GoFundMe,

926

00:38:03,510--> 00:38:06,510

then you can totally like, you know,

927

00:38:06,510--> 00:38:08,190

such a wide range of things, so...

928

00:38:08,190--> 00:38:10,200

- Yeah, contextual information, everyone.

929

00:38:10,200--> 00:38:13,590

Laurie, your hand was up
very vigorously. (laughs)

930

00:38:13,590--> 00:38:16,200

- Because I have a

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regret, I have a regret.

931

00:38:16,200--> 00:38:17,763

Belinda, I have a regret.

932

00:38:18,750--> 00:38:20,631

I priced myself out of a job...

933

00:38:20,631--> 00:38:21,464

- It's too late.

934

00:38:21,464--> 00:38:26,055

- so, so wildly that I...

935

00:38:26,055--> 00:38:27,293

And I can't stop thinking about it.

936

00:38:27,293--> 00:38:30,274

And it was like this poem for like a...

937

00:38:30,274--> 00:38:31,200

I can't even say it.

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938

00:38:31,200--> 00:38:33,960

But anyway, it was definitely...

939

00:38:33,960--> 00:38:34,980

I definitely charged

940

00:38:34,980--> 00:38:37,380

or asked for, like, probably,

941

00:38:37,380--> 00:38:39,113

like, six times what I should have.

942

00:38:39,113--> 00:38:39,946

(Rishi laughing)

943

00:38:39,946--> 00:38:40,779

I always looked back at that,

944

00:38:40,779--> 00:38:41,722

and I was like, "That was an error."

945

00:38:41,722--> 00:38:45,150

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But then also one regret

I really don't have

946

00:38:45,150--> 00:38:47,040

is when I was in the early days

947

00:38:47,040--> 00:38:49,920

and obviously stuff was a little bit less

948

00:38:49,920--> 00:38:52,020

'cause regular school bookings come back

949

00:38:52,020--> 00:38:53,100

to me every year as well.

950

00:38:53,100--> 00:38:53,970

I didn't mention that.

951

00:38:53,970--> 00:38:56,640

And I'm really grateful

for that because, you know,

952

00:38:56,640--> 00:38:57,473

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and sometimes if you can't do it,

953

00:38:57,473--> 00:38:59,190

you pass it to another poet.

954

00:38:59,190--> 00:39:00,660

That's what's really important as well

955

00:39:00,660--> 00:39:02,390

to pass work around, you know,

956

00:39:02,390--> 00:39:05,340

especially when the
opportunity's like a lovely one.

957

00:39:05,340--> 00:39:07,800

It's really great to be
able to do that, but,

958

00:39:07,800--> 00:39:09,930

and stuff will come back
all the time to you.

959

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00:39:09,930--> 00:39:10,907

You know?

960

00:39:10,907--> 00:39:13,380

We work a lot on our own, so I think

961

00:39:13,380--> 00:39:15,870

it's really important to, as
much as we can, widen that.

962

00:39:15,870--> 00:39:17,283

But my other thing

963

00:39:17,283--> 00:39:20,740

that I don't regret was when
I really did need the cash,

964

00:39:20,740--> 00:39:24,300

I got asked by a property
developer to write a poem.

965

00:39:24,300--> 00:39:26,340

And that would've just gone so against

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966

00:39:26,340--> 00:39:27,713

what my first pamphlet was about

967

00:39:27,713--> 00:39:29,850

and all my work is about really, you know?

968

00:39:29,850--> 00:39:32,757

It's about working class

communities and home

969

00:39:32,757--> 00:39:34,527

and all sorts of things.

970

00:39:34,527--> 00:39:37,176

And you know, resilience

of the women in my family

971

00:39:37,176--> 00:39:38,823

who have worked their asses off,

972

00:39:38,823--> 00:39:41,370

and actually to then give a poem

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973

00:39:41,370--> 00:39:44,670

to a property developer felt really bad.

974

00:39:44,670--> 00:39:45,633

And I remember being like,

975

00:39:45,633--> 00:39:48,570

"The money was so much," but I said no.

976

00:39:48,570--> 00:39:49,403

And do you know what?

977

00:39:49,403--> 00:39:52,957

I am so glad that I did,

and I do not regret that.

978

00:39:52,957--> 00:39:55,944

And I know some things,

it is a little bit, like,

979

00:39:55,944--> 00:39:58,388

"Oh, I really don't, but

I can't say no to them,"

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980

00:39:58,388--> 00:40:00,210

and I think sticking

981

00:40:00,210--> 00:40:02,010

with your moral compass

is quite important.

982

00:40:02,010--> 00:40:03,480

But, yeah, I really regret pricing

983

00:40:03,480--> 00:40:04,886

out Wood Green Shopping Centre.

984

00:40:04,886--> 00:40:06,393

(Rishi laughing)

985

00:40:06,393--> 00:40:07,443

- Not cool.

986

00:40:07,443--> 00:40:09,990

- That actually takes us

on nicely to a question

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987

00:40:09,990--> 00:40:12,930

that I did have, which was specifically,

988

00:40:12,930--> 00:40:14,730

are there types of projects or jobs

989

00:40:14,730--> 00:40:17,850

that you have turned down

beyond reasons (indistinct)?

990

00:40:17,850--> 00:40:18,979

- I've done mine now

991

00:40:18,979--> 00:40:21,143

(indistinct) sorry.

- And yeah, and why?

992

00:40:21,143--> 00:40:21,976

And why?

993

00:40:21,976--> 00:40:23,790

So, Stephanie, Belinda, were there things

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994

00:40:23,790--> 00:40:25,800

that you did absolutely leave on the table

995

00:40:25,800--> 00:40:27,597

and say, "No, not for me."

996

00:40:29,460--> 00:40:30,690

- Yeah, definitely.

997

00:40:30,690--> 00:40:34,317

Like, I think, for me, it's

just so important to look into

998

00:40:34,317--> 00:40:36,870

who you are, like, working with.

999

00:40:36,870--> 00:40:37,703

- Yeah.

1000

00:40:37,703--> 00:40:41,310

- And a lot of the time the

information is in plain sight.

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1001

00:40:41,310--> 00:40:44,220

Like, everything is just so apparent.

1002

00:40:44,220--> 00:40:45,990

You just have literally two clicks

1003

00:40:45,990--> 00:40:49,110

of blue links on Wikipedia

can lead you to, like,

1004

00:40:49,110--> 00:40:50,460

what you need to know.

1005

00:40:50,460--> 00:40:54,300

An example of this is an

opportunity that BORN::FREE

1006

00:40:54,300--> 00:40:58,652

had to work with the British

Council in South Africa

1007

00:40:58,652--> 00:41:01,180

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and putting on a couple of events

1008

00:41:01,180--> 00:41:03,168

in Johannesburg and Cape Town.

1009

00:41:03,168--> 00:41:05,220

And the Cape Town aspect

of it, there was a venue

1010

00:41:05,220--> 00:41:07,950

that would've been perfect,

the right, sort of, like,

1011

00:41:07,950--> 00:41:10,677

partner to have, like, you know.

1012

00:41:10,677--> 00:41:13,020

And I was telling a friend of

mine who lives in Cape Town,

1013

00:41:13,020--> 00:41:13,853

and they were like, "Well,

1014

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00:41:13,853--> 00:41:14,850

do you know that this organisation

1015

00:41:14,850--> 00:41:17,070

has been boycotted over the past

1016

00:41:17,070--> 00:41:20,761

how many years in this city

by people from this city

1017

00:41:20,761--> 00:41:23,905

in the art space for these reasons?"

1018

00:41:23,905--> 00:41:24,738

- Yeah.

1019

00:41:24,738--> 00:41:27,420

- And for me, those reasons were very much

1020

00:41:27,420--> 00:41:29,310

in line with what my political stance was,

1021

00:41:29,310--> 00:41:32,130

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and I didn't know this
information, and to go and verify,

1022

00:41:32,130--> 00:41:35,100

it did not take me long to
come across this information.

1023

00:41:35,100--> 00:41:37,410

And it would've gone fine.

1024

00:41:37,410--> 00:41:38,910

It could've probably
flown under the radar.

1025

00:41:38,910--> 00:41:39,743

Nobody would've known.

1026

00:41:39,743--> 00:41:40,710

Nobody would've cared.

1027

00:41:40,710--> 00:41:42,930

Like, you know, the event
that we finally did,

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1028

00:41:42,930--> 00:41:44,730

nobody talks about to this day still.

1029

00:41:44,730--> 00:41:45,563

Do you know what I mean?

1030

00:41:45,563--> 00:41:46,710

But...

- Yeah, yeah,

1031

00:41:46,710--> 00:41:49,597

- that would've really tainted everything

1032

00:41:49,597--> 00:41:52,323

that the mission statement

of that organisation

1033

00:41:52,323--> 00:41:54,980

that is about, what we say we stand for.

1034

00:41:54,980--> 00:41:56,700

So for me, I think it's really important

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1035

00:41:56,700--> 00:41:59,430

to have a clear idea of
what your values are.

1036

00:41:59,430--> 00:42:02,072

That, like, even when you
really want that money

1037

00:42:02,072--> 00:42:03,873

and you need it, you know,

1038

00:42:04,710--> 00:42:05,987

you can make a more informed decision now,

1039

00:42:05,987--> 00:42:07,860

'cause I'm not gonna say don't take it.

1040

00:42:07,860--> 00:42:08,850

I'm not one of these people.

1041

00:42:08,850--> 00:42:10,700

Do what you need to do
that works best for you.

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1042

00:42:10,700--> 00:42:11,533

- Yeah.

1043

00:42:11,533--> 00:42:13,260

- But just make an informed decision

1044

00:42:13,260--> 00:42:15,420

that's not coming out of desperation.

1045

00:42:15,420--> 00:42:18,630

And I just know exactly my specific things

1046

00:42:18,630--> 00:42:21,030

that I know that there's

absolutely no way,

1047

00:42:21,030--> 00:42:22,320

even though for two years

1048

00:42:22,320--> 00:42:23,550

after that I might be like, "Man,

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1049

00:42:23,550--> 00:42:25,396

that money could have
done me really good."

1050

00:42:25,396--> 00:42:26,550

(Rishi laughing)

1051

00:42:26,550--> 00:42:27,763

It's just not worth it.

1052

00:42:27,763--> 00:42:28,650

I just don't...

1053

00:42:28,650--> 00:42:30,630

I can't explain why.

1054

00:42:30,630--> 00:42:33,270

I just know that it's not. (laughs)

1055

00:42:33,270--> 00:42:34,800

And I just feel like history time

1056

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00:42:34,800--> 00:42:36,467

and time again has shown that, like,

1057

00:42:36,467--> 00:42:38,610

when you misalign yourself,

1058

00:42:38,610--> 00:42:40,086

you're the one who's

gonna pay for it later.

1059

00:42:40,086--> 00:42:42,300

- Yeah, I think that...

1060

00:42:42,300--> 00:42:44,220

I think what you said

there just right at the end

1061

00:42:44,220--> 00:42:45,761

that even if you can't

necessarily articulate

1062

00:42:45,761--> 00:42:48,870

why you might be

uncomfortable, that's fine.

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1063

00:42:48,870--> 00:42:49,703

Right?

1064

00:42:49,703--> 00:42:53,460

Because that is your Spidey

sense saying, actually,

1065

00:42:53,460--> 00:42:54,930

and, you know, this moment,

1066

00:42:54,930--> 00:42:55,763

something up with this

1067

00:42:55,763--> 00:42:57,480

and listening to your

Spidey sense about this,

1068

00:42:57,480--> 00:43:01,233

sort of, stuff is actually quite useful.

1069

00:43:02,640--> 00:43:03,473

One more thing.

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1070

00:43:03,473--> 00:43:04,306

Yeah. (laughs)

1071

00:43:04,306--> 00:43:05,139

- Just for one quick thing.

1072

00:43:05,139--> 00:43:07,320

But also, I think that, like, yeah,

1073

00:43:07,320--> 00:43:08,153

there's that, there's the value thing

1074

00:43:08,153--> 00:43:09,294

and there's the money thing as well.

1075

00:43:09,294--> 00:43:10,230

- Yeah.

1076

00:43:10,230--> 00:43:12,753

- Like, I just think that I know, like,

1077

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00:43:12,753--> 00:43:14,786

what we're saying about regret
and being pricing yourself

1078

00:43:14,786--> 00:43:16,590

out of a situation.

1079

00:43:16,590--> 00:43:18,080

But I think this is also
like where we also continue

1080

00:43:18,080--> 00:43:20,580

to just do research and talk
to people we know, like,

1081

00:43:20,580--> 00:43:21,413

get offered, like,

1082

00:43:21,413--> 00:43:26,070

an opportunity to do an
advert, and then you,

1083

00:43:26,070--> 00:43:27,390

'cause you've never seen

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that type of money before,

1084

00:43:27,390--> 00:43:28,680

you say yes,

1085

00:43:28,680--> 00:43:30,990

but then you actually an

exclusivity deal with these people

1086

00:43:30,990--> 00:43:32,670

for 18 months and then somebody might come

1087

00:43:32,670--> 00:43:34,710

with a better deal, and you can't do it,

1088

00:43:34,710--> 00:43:36,750

and it's like in hindsight

feels like you lost

1089

00:43:36,750--> 00:43:37,583

out on a lot of money,

1090

00:43:37,583--> 00:43:39,750

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but there's so many things
that you managed to, kind of,

1091

00:43:39,750--> 00:43:42,660

keep intact and also, like, your, like,

1092

00:43:42,660--> 00:43:44,552

compass of, like, what you
actually think that you're worth.

1093

00:43:44,552--> 00:43:46,950

So I just think that
research is really important

1094

00:43:46,950--> 00:43:49,050

when it comes into, like, taking money

1095

00:43:49,050--> 00:43:51,010

in from, like, other
spaces outside of, like,

1096

00:43:51,010--> 00:43:53,640

our immediate, like, ecosystem.

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1097

00:43:53,640--> 00:43:54,780

- Absolutely.

- I think when the...

1098

00:43:54,780--> 00:43:55,613

Sorry, Rishi.

1099

00:43:55,613--> 00:43:57,000

I just wanna jump on that quickly

1100

00:43:57,000--> 00:43:58,740

for what Belinda said,

when you've, sort of,

1101

00:43:58,740--> 00:44:00,070

never seen that kind of money before,

1102

00:44:00,070--> 00:44:02,340

it is really also very overwhelming,

1103

00:44:02,340--> 00:44:04,800

and you can also price

yourself too low then

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1104

00:44:04,800--> 00:44:06,960

because it's a completely
different price bracket.

1105

00:44:06,960--> 00:44:10,590

You know, writing for
like a huge corporation

1106

00:44:10,590--> 00:44:12,450

is gonna be so different from working

1107

00:44:12,450--> 00:44:13,798

at, like, Kentish Town Primary School,

1108

00:44:13,798--> 00:44:14,760

do you know what I mean?

1109

00:44:14,760--> 00:44:18,630

Or writing a poem for somebody, you know,

1110

00:44:18,630--> 00:44:20,370

who it's, like, their wedding,

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1111

00:44:20,370--> 00:44:22,080

and they've got like a grand,

1112

00:44:22,080--> 00:44:24,480

or someone who's got, you know,

1113

00:44:24,480--> 00:44:26,970

a sick relative and they

want something to help them

1114

00:44:26,970--> 00:44:28,050

get through the death of their cat.

1115

00:44:28,050--> 00:44:28,883

- Yeah, yeah.

1116

00:44:28,883--> 00:44:29,959

- You know what I mean?

1117

00:44:29,959--> 00:44:31,530

It's a completely different price packet.

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1118

00:44:31,530--> 00:44:33,270

So I think getting someone

1119

00:44:33,270--> 00:44:35,730

to help you negotiate when
those fees are big as well,

1120

00:44:35,730--> 00:44:38,250

because the money is
there a lot of the time.

1121

00:44:38,250--> 00:44:41,430

And I think what Belinda
also said about it,

1122

00:44:41,430--> 00:44:44,160

kind of, doesn't sometimes end those jobs.

1123

00:44:44,160--> 00:44:46,800

Like, and there'll be a
whole team of creatives

1124

00:44:46,800--> 00:44:49,050

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who think that they can all write a poem,

1125

00:44:49,050--> 00:44:50,550

so then they'll all start to try

1126

00:44:50,550--> 00:44:52,560

and put their, sort of, two pence in,

1127

00:44:52,560--> 00:44:55,610

and it's lovely, but that's

also really time consuming.

1128

00:44:55,610--> 00:44:58,740

So you're not just being paid

for your face to go somewhere

1129

00:44:58,740--> 00:45:01,290

or your words to go somewhere

or your voice to go somewhere,

1130

00:45:01,290--> 00:45:02,861

but quite often with those kind of jobs,

1131

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00:45:02,861--> 00:45:04,419

it's a lot more complicated

1132

00:45:04,419--> 00:45:06,358

and it's a lot more of a process.

1133

00:45:06,358--> 00:45:07,191

- Yeah.

1134

00:45:07,191--> 00:45:08,670

- You've gotta protect
yourself with that, I think,

1135

00:45:08,670--> 00:45:10,260

really (indistinct).

1136

00:45:10,260--> 00:45:11,968

- If you saw me wince
when Laurie said team

1137

00:45:11,968--> 00:45:14,400

of creatives who think
they can write poems,

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1138

00:45:14,400--> 00:45:17,040

that wince was because I am
one of those team of creatives.

1139

00:45:17,040--> 00:45:19,309

- But you actually care.

1140

00:45:19,309--> 00:45:20,613

- Actually also (indistinct).

1141

00:45:20,613--> 00:45:23,283

- We don't, but let's park that for now.

1142

00:45:25,710--> 00:45:26,580

I'm just aware

1143

00:45:26,580--> 00:45:28,530

that we're getting close
to the top of our hour.

1144

00:45:28,530--> 00:45:30,510

There's a couple of
things that I'd like us

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1145

00:45:30,510--> 00:45:32,070

to try and touch on.

1146

00:45:32,070--> 00:45:33,460

I'm sure some of the people

1147

00:45:34,500--> 00:45:38,070

with us today will be

thinking about agents.

1148

00:45:38,070--> 00:45:42,090

And there's, you know, there's

been hints of, you know,

1149

00:45:42,090--> 00:45:45,120

having people to help you negotiate.

1150

00:45:45,120--> 00:45:47,700

What's your view on having an agent?

1151

00:45:47,700--> 00:45:48,990

Is it necessary?

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1152

00:45:48,990--> 00:45:51,303

Can you get by without one?

1153

00:45:52,590--> 00:45:55,833

Belinda, you're smiling so

I'll come to you first on that.

1154

00:45:57,090--> 00:45:57,923

- No, it just kind of took...

1155

00:45:57,923--> 00:46:01,590

I just had flashbacks of a conversation.

1156

00:46:01,590--> 00:46:02,423

- Yeah.

1157

00:46:03,420--> 00:46:05,550

- No, also 'cause I just think

it's a funny topic in general

1158

00:46:05,550--> 00:46:06,383

because it's just like,

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1159

00:46:06,383--> 00:46:08,250

how long is a piece of string?

1160

00:46:08,250--> 00:46:09,083

You know?

1161

00:46:09,083--> 00:46:09,916

- Yeah.

1162

00:46:10,800--> 00:46:11,633

- It's a tricky one.

1163

00:46:11,633--> 00:46:13,110

I was talking about it again yesterday

1164

00:46:13,110--> 00:46:15,060

with somebody else who's

not actually a writer,

1165

00:46:15,060--> 00:46:16,980

who's, like, a set designer.

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1166

00:46:16,980--> 00:46:19,175

They're explaining how commissions,

1167

00:46:19,175--> 00:46:21,510

so how that works in their industry,

1168

00:46:21,510--> 00:46:24,398

and it's just like, it's

all just, like, fascinating.

1169

00:46:24,398--> 00:46:29,398

But I believe strongly

in the power of, like,

1170

00:46:30,579--> 00:46:34,170

having somebody who's

good at their job, right?

1171

00:46:34,170--> 00:46:35,670

And that's different types of things

1172

00:46:35,670--> 00:46:37,843

like being an artist, you know, like,

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1173

00:46:37,843--> 00:46:39,210

and I know we're talking about

1174

00:46:39,210--> 00:46:40,350

all the different things it entails,

1175

00:46:40,350--> 00:46:43,500

but let's say we're just

talking about creating the art,

1176

00:46:43,500--> 00:46:46,450

being a marketing professional for music,

1177

00:46:46,450--> 00:46:49,110

you know, like being an

entertainment lawyer.

1178

00:46:49,110--> 00:46:54,110

And there's just also

literary agents. (laughs)

1179

00:46:54,180--> 00:46:57,060

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And I think that, like,
everybody else, just like,

1180

00:46:57,060--> 00:46:58,037

are they good at their job

1181

00:46:58,037--> 00:47:00,870

and do they have your
best interests at heart?

1182

00:47:00,870--> 00:47:03,540

Because I think that if that's
the case, you've got both,

1183

00:47:03,540--> 00:47:05,010

you can really flourish with that type

1184

00:47:05,010--> 00:47:06,450

of partnership with someone.

1185

00:47:06,450--> 00:47:09,090

Because I think that, right,
in such a solitary job,

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1186

00:47:09,090--> 00:47:09,923

we have to, kind of, like,

1187

00:47:09,923--> 00:47:11,010

remember that sometimes we need

1188

00:47:11,010--> 00:47:13,410

to collaborate with other
people outside of our spaces.

1189

00:47:13,410--> 00:47:15,180

And there's some people who
are really good at their jobs

1190

00:47:15,180--> 00:47:17,370

that can do a much better
job and you can do,

1191

00:47:17,370--> 00:47:20,670

but it's all about whether
they are moving it forward

1192

00:47:20,670--> 00:47:22,040

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in the way that you want and
you're comfortable with it,

1193

00:47:22,040--> 00:47:24,180

you are respected and that,

1194

00:47:24,180--> 00:47:26,190

I'm really pro having representation.

1195

00:47:26,190--> 00:47:27,277

But really, again, like I said,

1196

00:47:27,277--> 00:47:29,064

there are very important
things to consider,

1197

00:47:29,064--> 00:47:30,960

because if that's not in place,

1198

00:47:30,960--> 00:47:32,080

you might as well just do it yourself.

1199

00:47:32,080--> 00:47:33,513

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Like, because it's just a waste of time,

1200

00:47:33,513--> 00:47:34,950

it's a waste of money.

1201

00:47:34,950--> 00:47:36,120

So you might as well

just do it by yourself.

1202

00:47:36,120--> 00:47:39,807

But if it's that, then you

can stand to, you know,

1203

00:47:39,807--> 00:47:42,120

not that I've seen it

or anything like that,

1204

00:47:42,120--> 00:47:45,215

but I've definitely heard good stories.

1205

00:47:45,215--> 00:47:47,700

And also, it just really

pushes you to make work.

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1206

00:47:47,700--> 00:47:49,167

Like, to make the work
that you need to make.

1207

00:47:49,167--> 00:47:50,000

- That's interesting.

1208

00:47:50,000--> 00:47:51,875

- Because there's somebody
there being like...

1209

00:47:51,875--> 00:47:53,227

- Yeah, that's interesting...

1210

00:47:53,227--> 00:47:54,060

- "You sending pages?"

1211

00:47:54,060--> 00:47:55,170

Are you sending pages?"

1212

00:47:55,170--> 00:47:56,503

But I think they worth the money.

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1213

00:47:56,503--> 00:47:58,680

If they know how to do their job

1214

00:47:58,680--> 00:47:59,513

and they're good at their job

1215

00:47:59,513--> 00:48:01,048

and you are good at your job,

1216

00:48:01,048--> 00:48:02,520

let's go.

- Definitely fruitful.

1217

00:48:02,520--> 00:48:03,573

That's fine. Thank you.

1218

00:48:03,573--> 00:48:07,800

Stephanie, I asked the
question around agents,

1219

00:48:07,800--> 00:48:09,180

whether you think they're necessary,

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1220

00:48:09,180--> 00:48:11,010

can you get by without one?

1221

00:48:11,010--> 00:48:12,510

What's your view on that?

1222

00:48:12,510--> 00:48:13,800

- Yeah, apologies.

1223

00:48:13,800--> 00:48:15,900

My internet connection went down,

1224

00:48:15,900--> 00:48:17,790

and I was thrown out of
the room, but I'm back.

1225

00:48:17,790--> 00:48:20,490

Yeah, so I don't have an agent.

1226

00:48:20,490--> 00:48:23,673

Most poets that I know
here don't have an agent.

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1227

00:48:24,630--> 00:48:27,213

It works fine for me not to have.

1228

00:48:28,710--> 00:48:29,831

Yeah, but I know...

1229

00:48:29,831--> 00:48:32,550

I don't know if it's more,
is it a mainland thing?

1230

00:48:32,550--> 00:48:33,590

Do more poets...

1231

00:48:35,250--> 00:48:36,083

- Oh I've...

1232

00:48:36,083--> 00:48:39,540

- What's over in the
mainland have agents now.

1233

00:48:39,540--> 00:48:40,373

- I think.

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1234

00:48:40,373--> 00:48:41,206

But a lot of poets.

1235

00:48:41,206--> 00:48:44,640

I think it's not usual

for poets to have agents,

1236

00:48:44,640--> 00:48:47,400

but I think at the moment

we're seeing a lot more poets

1237

00:48:47,400--> 00:48:49,680

represented by agents than before.

1238

00:48:49,680--> 00:48:51,330

But I've definitely seen that a lot

1239

00:48:51,330--> 00:48:53,520

of agents will specifically mention

1240

00:48:53,520--> 00:48:56,443

that they don't want sci-fi

writers or poets and them.

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1241

00:48:56,443--> 00:48:57,405

(Rishi laughing)

1242

00:48:57,405--> 00:48:58,238

(Stephanie laughing)

1243

00:48:58,238--> 00:48:59,071

- Yeah.

1244

00:48:59,071--> 00:49:00,910

- Pass us off, yes.

1245

00:49:00,910--> 00:49:01,743

- Okay.

1246

00:49:01,743--> 00:49:04,349

I've a couple of, well,

1247

00:49:04,349--> 00:49:07,143

a couple of people have

asked in Q&A questions

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1248

00:49:08,100--> 00:49:11,910

which are broadly similar in theme,

1249

00:49:11,910--> 00:49:14,513

and it was one thing that I wanted

1250

00:49:14,513--> 00:49:17,130

to make sure that we get to,

1251

00:49:17,130--> 00:49:20,490

and it's around those, sorts

of, that sense of, you know,

1252

00:49:20,490--> 00:49:23,310

what if we are not

naturally entrepreneurial?

1253

00:49:23,310--> 00:49:27,750

What if we are not necessarily

gifted at networking?

1254

00:49:27,750--> 00:49:31,059

You know, what are those, you know,

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1255

00:49:31,059--> 00:49:35,310

what are those, sort of,
soft skills that, you know,

1256

00:49:35,310--> 00:49:37,673

that you think that people might need

1257

00:49:37,673--> 00:49:39,210

to be able to succeed?

1258

00:49:39,210--> 00:49:40,770

Because we've talked a lot about stuff

1259

00:49:40,770--> 00:49:43,841

that does sound a lot like, you know,

1260

00:49:43,841--> 00:49:46,410

apprentice-style self-promotion, right?

1261

00:49:46,410--> 00:49:48,870

Which could bring out
the hives in everyone.

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1262

00:49:48,870--> 00:49:51,570

But, you know, and knowing
that that's some of the game,

1263

00:49:51,570--> 00:49:54,528

what do we think that
people need to be, you know,

1264

00:49:54,528--> 00:49:56,670

to overcome some of that reluctance

1265

00:49:56,670--> 00:49:58,620

or get better at doing
that, sort of, stuff?

1266

00:49:58,620--> 00:50:00,330

Laurie, you immediately wanted

1267

00:50:00,330--> 00:50:01,224

to dive in.

- Well, I just think

1268

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00:50:01,224--> 00:50:02,821

it's so difficult, isn't it?

1269

00:50:02,821--> 00:50:04,770

But play to your strengths, man.

1270

00:50:04,770--> 00:50:05,752

Play to your strengths.

1271

00:50:05,752--> 00:50:08,490

Like, also if things

are gonna change, right?

1272

00:50:08,490--> 00:50:10,779

At one stage I was doing

loads of hosting, right?

1273

00:50:10,779--> 00:50:12,980

MCing, like, not like a rapper,

1274

00:50:12,980--> 00:50:15,628

like as in, like, getting up

and, like, hosting events.

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1275

00:50:15,628--> 00:50:16,744

You never know.

1276

00:50:16,744--> 00:50:18,300

But now I do a lot...

1277

00:50:18,300--> 00:50:20,760

Well, then I did a period
where I did loads less of that

1278

00:50:20,760--> 00:50:23,040

because I realised I wasn't
showcasing my own poems,

1279

00:50:23,040--> 00:50:25,800

I was kind of holding together
events for everyone else.

1280

00:50:25,800--> 00:50:27,570

I've had several burnouts as well

1281

00:50:27,570--> 00:50:30,150

from doing too much live

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too much performance.

1282

00:50:30,150--> 00:50:32,311

So I started running workshops instead

1283

00:50:32,311--> 00:50:36,240

and got a bit more, kind of,
sort of, yoga retreat-esque.

1284

00:50:36,240--> 00:50:37,970

Now I think I'm getting my, sort of,

1285

00:50:37,970--> 00:50:42,000

I got this feeling I'm quite
enjoying being on tour.

1286

00:50:42,000--> 00:50:43,290

I'm enjoying performing again.

1287

00:50:43,290--> 00:50:45,450

And I think it's 'cause
I believe in my book.

1288

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00:50:45,450--> 00:50:47,621

So, but then it might
be that I need a period

1289

00:50:47,621--> 00:50:51,660

where I do lots of school
bookings and have early nights.

1290

00:50:51,660--> 00:50:52,493

Do you know what I mean?

1291

00:50:52,493--> 00:50:53,760

So I think it's about that.

1292

00:50:53,760--> 00:50:56,700

Also, not everybody is
gonna be great at admin.

1293

00:50:56,700--> 00:50:59,987

I'm amazing at running what
I run because I have ADHD

1294

00:50:59,987--> 00:51:03,270

and my brain is fizzy, fizzy

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bananas, which is amazing.

1295

00:51:03,270--> 00:51:04,980

So I've always got ideas.

1296

00:51:04,980--> 00:51:07,050

Executing those ideas are difficult,

1297

00:51:07,050--> 00:51:08,350

but I've found methods, you know,

1298

00:51:08,350--> 00:51:11,070

like Eventbrite, copy and paste the event,

1299

00:51:11,070--> 00:51:11,903

change a little bit,

1300

00:51:11,903--> 00:51:13,710

tweak the price, see what happens.

1301

00:51:13,710--> 00:51:15,480

Social media I find really hard,

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1302

00:51:15,480--> 00:51:17,157

but you have to, kind of, do it,

1303

00:51:17,157--> 00:51:18,870

but call on people to help you.

1304

00:51:18,870--> 00:51:21,090

You know, people that wanna run nights

1305

00:51:21,090--> 00:51:22,467

and put everything into that night

1306

00:51:22,467--> 00:51:24,270

and they've got a really good vision

1307

00:51:24,270--> 00:51:25,530

and network of performers.

1308

00:51:25,530--> 00:51:27,838

It might be that you need
someone to do your social media.

1309

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00:51:27,838--> 00:51:30,480

It might be that you need
someone to do your tax return

1310

00:51:30,480--> 00:51:32,640

or maybe you are really hot on that stuff,

1311

00:51:32,640--> 00:51:35,070

and actually your extra
work on the side is more

1312

00:51:35,070--> 00:51:36,810

like copy editing.

1313

00:51:36,810--> 00:51:38,460

I know lots of writers

1314

00:51:38,460--> 00:51:40,950

who will proofread and things like that.

1315

00:51:40,950--> 00:51:42,720

So, and that's gonna change, you know,

1316

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00:51:42,720--> 00:51:44,100

don't box yourself in and be like,

1317

00:51:44,100--> 00:51:45,253

I'm not very good at this

1318

00:51:45,253--> 00:51:47,640

or I don't think I'd be able to do that.

1319

00:51:47,640--> 00:51:51,180

Try it and stuff changes

year on year like you do.

1320

00:51:51,180--> 00:51:54,030

So, yeah, it's a juggling act.

1321

00:51:54,030--> 00:51:54,868

We've established that,

1322

00:51:54,868--> 00:51:57,480

but play to your strengths is my answer.

1323

00:51:57,480--> 00:51:59,393

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And enjoy whatever you're
doing as much as you can,

1324

00:51:59,393--> 00:52:02,160

and you also are not gonna enjoy it all.

1325

00:52:02,160--> 00:52:03,080

Some of it is...

1326

00:52:04,110--> 00:52:05,430

It's, yeah, it is difficult.

1327

00:52:05,430--> 00:52:07,680

I know nobody really
likes answering emails,

1328

00:52:07,680--> 00:52:08,513

but, you know.

1329

00:52:08,513--> 00:52:09,346

- No.

1330

00:52:09,346--> 00:52:10,907

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And I think that's actually a very true

1331

00:52:10,907--> 00:52:12,810

and fair point, right?

1332

00:52:12,810--> 00:52:15,720

Which we haven't necessarily
surfaced, but you know,

1333

00:52:15,720--> 00:52:18,332

this is as much work as working

1334

00:52:18,332--> 00:52:21,750

in any office might be, right?

1335

00:52:21,750--> 00:52:24,090

And so there will be bits
that are absolutely lovely

1336

00:52:24,090--> 00:52:25,209

and brilliant and there are bits

1337

00:52:25,209--> 00:52:30,000

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which are as drudgery filled as any job

1338

00:52:30,000--> 00:52:32,670

of work might have as well.

1339

00:52:32,670--> 00:52:34,050

Stephanie, do you have any, sort of,

1340

00:52:34,050--> 00:52:35,269

views on what those, sort of, like,

1341

00:52:35,269--> 00:52:38,730

softer skills that people might be wanting

1342

00:52:38,730--> 00:52:41,880

to thinking about

development to help them,

1343

00:52:41,880--> 00:52:43,050

you know, find, you know,

1344

00:52:43,050--> 00:52:44,310

find these opportunities

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1345

00:52:44,310--> 00:52:46,410

and do that, sort of, self-starting this?

1346

00:52:46,410--> 00:52:51,360

- I think you absolutely have
to be flexible and adaptable.

1347

00:52:51,360--> 00:52:53,455

You will not have, for most of us,

1348

00:52:53,455--> 00:52:55,650

you will not have a week

1349

00:52:55,650--> 00:52:57,483

that looks the same as another week.

1350

00:52:58,440--> 00:53:01,510

You know, so if you really need
that rigidity or, you know,

1351

00:53:01,510--> 00:53:03,780

the same amount of money coming in month

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1352

00:53:03,780--> 00:53:08,160

after month after month, that
is not generally how it works.

1353

00:53:08,160--> 00:53:12,900

So I think you really have
to be flexible and adaptable.

1354

00:53:12,900--> 00:53:14,940

We've talked about the
fluctuation in, kind of,

1355

00:53:14,940--> 00:53:17,870

productivity and money
coming in and all of that.

1356

00:53:17,870--> 00:53:21,933

And if that is just going to
constantly stress you out,

1357

00:53:21,933--> 00:53:24,480

then this is probably not the right path.

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1358

00:53:24,480--> 00:53:25,950

And we do get better at things.

1359

00:53:25,950--> 00:53:28,677

As you say, there are things
that we naturally are good at

1360

00:53:28,677--> 00:53:30,330

and things that we aren't.

1361

00:53:30,330--> 00:53:33,903

And I suppose when we're
starting out there maybe is that,

1362

00:53:33,903--> 00:53:34,980

you know, more doubt,

1363

00:53:34,980--> 00:53:36,660

and I have to be something different,

1364

00:53:36,660--> 00:53:38,618

and I have to fit this.

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1365

00:53:38,618--> 00:53:40,410

And I suppose your confidence just grows.

1366

00:53:40,410--> 00:53:42,677

And as Laurie said, "It's,
okay, this is who I am

1367

00:53:42,677--> 00:53:46,067

and while I might have to
step out of my comfort zone

1368

00:53:46,067--> 00:53:48,510

and go into this little
bit and this little bit,

1369

00:53:48,510--> 00:53:50,357

I'm also not going to go 360

1370

00:53:50,357--> 00:53:52,680

and be a completely different person."

1371

00:53:52,680--> 00:53:55,473

So it's a huge balancing act.

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1372

00:53:56,694--> 00:53:57,527

Yeah.

1373

00:53:57,527--> 00:53:58,983

Flexibility is huge.

1374

00:53:59,850--> 00:54:00,683

- Absolutely.

1375

00:54:00,683--> 00:54:01,683

And Belinda, to you.

1376

00:54:02,640--> 00:54:04,020

- Yeah, I agree with both.

1377

00:54:04,020--> 00:54:06,960

I didn't really think I have
more to add to that really.

1378

00:54:06,960--> 00:54:09,690

But yeah, I think it's
definitely flexibility

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1379

00:54:09,690--> 00:54:10,868

has been important

1380

00:54:10,868--> 00:54:14,520

And yeah, just, I guess, time management,

1381

00:54:14,520--> 00:54:16,721

but obviously not in a very,
not that rigid corporate way,

1382

00:54:16,721--> 00:54:19,618

but, like, understanding
how your time works

1383

00:54:19,618--> 00:54:22,710

for you and what works for you.

1384

00:54:22,710--> 00:54:24,910

And then I don't think
you'd be disappointed

1385

00:54:26,220--> 00:54:27,983

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or like, I don't know,

1386

00:54:27,983--> 00:54:31,260

I think it's a good way to, kind of,

1387

00:54:31,260--> 00:54:33,150

just remember what you're working towards.

1388

00:54:33,150--> 00:54:34,440

Just being, like, just kind of knowing

1389

00:54:34,440--> 00:54:35,640

that there's certain time for.

1390

00:54:35,640--> 00:54:37,830

And obviously, like, I know

ADHD's been brought up.

1391

00:54:37,830--> 00:54:39,870

Somebody who's got as well,

it's really like tricky to,

1392

00:54:39,870--> 00:54:43,560

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like, work in, like, very,
like, regimented ways and stuff.

1393

00:54:43,560--> 00:54:47,920

But I would say that, yeah,

1394

00:54:47,920--> 00:54:49,140

just, like, constantly, like,

1395

00:54:49,140--> 00:54:51,060

I just always see like
things I'm doing now

1396

00:54:51,060--> 00:54:53,370

is something that's gonna
pay off in like two years.

1397

00:54:53,370--> 00:54:54,203

- Yep.

1398

00:54:54,203--> 00:54:55,110

- So just, kind of, like
seeing it in that way

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1399

00:54:55,110--> 00:54:55,943

for me is what helps lot,

1400

00:54:55,943--> 00:54:58,073

'cause then it's like I

have an incentive to, like,

1401

00:54:58,073--> 00:55:00,868

do that 'cause I have the

type a brain that needs that.

1402

00:55:00,868--> 00:55:01,701

- No.

1403

00:55:01,701--> 00:55:02,534

- As if like living is not

1404

00:55:02,534--> 00:55:04,620

enough incentive. (laughs)

(Rishi laughing)

1405

00:55:04,620--> 00:55:06,437

But yeah, things like that I'm just like,

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1406

00:55:06,437--> 00:55:08,235

I feel like there's a reward
that's gonna come later that

1407

00:55:08,235--> 00:55:09,570

you think about my time

1408

00:55:09,570--> 00:55:10,780

to take a different way and, yeah.

1409

00:55:10,780--> 00:55:12,300

And it's like, you know,

1410

00:55:12,300--> 00:55:14,010

manage your time the
best way that's for you.

1411

00:55:14,010--> 00:55:15,450

You know what your tricks are

1412

00:55:15,450--> 00:55:18,840

but just try to make the best of the time

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1413

00:55:18,840--> 00:55:21,700

that you've got like, because, yeah,

1414

00:55:21,700--> 00:55:23,220

like, sometimes when you're being flexible

1415

00:55:23,220--> 00:55:24,053

you're not able to, like,

1416

00:55:24,053--> 00:55:26,070

do what you enjoy, like,

1417

00:55:26,070--> 00:55:28,258

about your practise or,

like, you know, like,

1418

00:55:28,258--> 00:55:30,630

just wanna be in my studio or, like,

1419

00:55:30,630--> 00:55:32,457

in my writing room or whatever.

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1420

00:55:32,457--> 00:55:35,070

And you have to be, like,
doing that other work.

1421

00:55:35,070--> 00:55:36,240

Then it's, like, when you know how

1422

00:55:36,240--> 00:55:37,073

to kinda work with your time,

1423

00:55:37,073--> 00:55:38,880

you're able to just, like,

1424

00:55:38,880--> 00:55:41,670

inject hot elements of that what you enjoy

1425

00:55:41,670--> 00:55:44,490

about your practise into your routine.

1426

00:55:44,490--> 00:55:45,323

- Thank you for that.

1427

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00:55:45,323--> 00:55:47,430

Stephanie, I think you just
wanted to come back in briefly.

1428

00:55:47,430--> 00:55:48,263

- Yes.

1429

00:55:48,263--> 00:55:49,140

Just quickly on that.

1430

00:55:49,140--> 00:55:52,260

So, on one hand, I'm saying
adaptability, and the other,

1431

00:55:52,260--> 00:55:55,060

so many things that we are involved in

1432

00:55:57,660--> 00:55:59,640

are for the future.

1433

00:55:59,640--> 00:56:01,290

So it's, you know, let's say,

1434

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00:56:01,290--> 00:56:02,980

festivals or readings and so on

1435

00:56:02,980--> 00:56:06,510

where things are planned

so far in advance.

1436

00:56:06,510--> 00:56:09,027

So you need that information,

you need to bank that.

1437

00:56:09,027--> 00:56:11,100

And let's say for a

residency or something,

1438

00:56:11,100--> 00:56:12,420

you're putting in a proposal

1439

00:56:12,420--> 00:56:15,270

and getting work in front of,

let's say, an arts council,

1440

00:56:15,270--> 00:56:16,770

that might not pay off this time,

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1441

00:56:16,770--> 00:56:19,170

but the next time your work
goes in front of them, it might.

1442

00:56:19,170--> 00:56:22,230

So a lot of these things
filter into the future.

1443

00:56:22,230--> 00:56:25,500

It's not immediate gratification at all.

1444

00:56:25,500--> 00:56:27,510

- That is very true.

1445

00:56:27,510--> 00:56:30,210

We have just about reached
the top of our hour.

1446

00:56:30,210--> 00:56:33,810

So before we have a brief break,

1447

00:56:33,810--> 00:56:38,100

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I'd like to wrap this
part of the session up

1448

00:56:38,100--> 00:56:43,080

by just asking the three
of you for the one thing,

1449

00:56:43,080--> 00:56:46,710

the one tip that you want to
pass on to everyone today.

1450

00:56:46,710--> 00:56:48,690

There's been so much good stuff,

1451

00:56:48,690--> 00:56:51,420

but what is the most important thing

1452

00:56:51,420--> 00:56:56,420

that you want everyone to come away with?

1453

00:56:57,930--> 00:57:00,030

Stephanie, I'll come to you first on that.

1454

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00:57:01,200--> 00:57:03,090

- I suppose the main thing for me

1455

00:57:03,090--> 00:57:05,520

is you have to go and look for the work.

1456

00:57:05,520--> 00:57:07,050

It will not...

1457

00:57:07,050--> 00:57:08,616

Someone is not going to knock your door.

1458

00:57:08,616--> 00:57:11,610

I mean, those things

happen very occasionally,

1459

00:57:11,610--> 00:57:12,720

but a lot of the time,

1460

00:57:12,720--> 00:57:14,224

it's finding out the opportunities

1461

00:57:14,224--> 00:57:16,140

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and approaching someone,

1462

00:57:16,140--> 00:57:17,790

talking to other people that you know,

1463

00:57:17,790--> 00:57:19,770

so you do need to information gather

1464

00:57:19,770--> 00:57:21,750

and put yourself out there.

1465

00:57:21,750--> 00:57:22,583

- Fabulous. Thank you.

1466

00:57:22,583--> 00:57:23,700

That is a solid one thing.

1467

00:57:23,700--> 00:57:25,043

Belinda, what is your one thing?

1468

00:57:27,090--> 00:57:31,590

- Mine is definitely advocate for yourself

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1469

00:57:31,590--> 00:57:32,973

as much as you can,

1470

00:57:34,110--> 00:57:35,520

'cause no one's gonna do it for you.

1471

00:57:35,520--> 00:57:37,893

They're not really any, like,
unions out here or whatever.

1472

00:57:37,893--> 00:57:40,950

So, like, I was saying earlier,
it's all tied into that,

1473

00:57:40,950--> 00:57:43,140

like, just knowing what
your thing is, like,

1474

00:57:43,140--> 00:57:45,660

what you will take, what you won't take.

1475

00:57:45,660--> 00:57:47,373

And yeah, don't be

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scared to open your mouth

1476

00:57:47,373--> 00:57:51,030

'cause, like, what they're gonna do?

1477

00:57:51,030--> 00:57:51,863

Beat you up.

1478

00:57:51,863--> 00:57:52,696

Do you know what I mean?

1479

00:57:52,696--> 00:57:53,529

I mean, they might, but just...

1480

00:57:53,529--> 00:57:55,007

(Rishi laughing)

1481

00:57:55,007--> 00:57:58,531

But, like, just if you want

more money, ask for it.

1482

00:57:58,531--> 00:58:02,790

If you're not comfortable

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with, like, you know,

1483

00:58:02,790--> 00:58:04,650

like, if you want the set to be shorter,

1484

00:58:04,650--> 00:58:06,090

like, just like negotiate and, like,

1485

00:58:06,090--> 00:58:08,250

use your mouth to negotiate,

to advocate for yourself,

1486

00:58:08,250--> 00:58:11,456

and you find that, like,

it's actually quite easy.

1487

00:58:11,456--> 00:58:13,110

People are, like, way more acquiescing

1488

00:58:13,110--> 00:58:16,170

and happy to accommodate

you when you need it

1489

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00:58:16,170--> 00:58:17,610

and you ask for it.

1490

00:58:17,610--> 00:58:18,450

- Fabulous, thank you.

1491

00:58:18,450--> 00:58:20,670

And Laurie, your one thing, please.

1492

00:58:20,670--> 00:58:22,440

- Well, it won't be one

will it, but I'll try

1493

00:58:22,440--> 00:58:24,147

and (indistinct) it.

(Rishi laughing)

1494

00:58:24,147--> 00:58:26,697

No, I really do think that we've
talked so much about money,

1495

00:58:26,697--> 00:58:29,523

and I really don't want
anyone, and risk, right?

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1496

00:58:29,523--> 00:58:31,530

And it's not good to put
yourself in financial risk

1497

00:58:31,530--> 00:58:32,363

because you can't create

1498

00:58:32,363--> 00:58:34,058

when you're under that, sort of, pressure.

1499

00:58:34,058--> 00:58:35,490

I know that some years

1500

00:58:35,490--> 00:58:36,840

I've gotta earn more money than others.

1501

00:58:36,840--> 00:58:39,300

I know that my mates earn more than me

1502

00:58:39,300--> 00:58:40,755

or less than me or when it changes.

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1503

00:58:40,755--> 00:58:45,330

So always look after yourself
financially and mentally,

1504

00:58:45,330--> 00:58:47,313

but also don't be scared to get it wrong.

1505

00:58:47,313--> 00:58:49,080

You know, there's people asking like,

1506

00:58:49,080--> 00:58:50,100

how'd you get into schools?

1507

00:58:50,100--> 00:58:51,240

Don't be scared to get it wrong.

1508

00:58:51,240--> 00:58:53,010

Just go and try and just do a session

1509

00:58:53,010--> 00:58:54,760

for half an hour and see if you like it.

1510

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00:58:54,760--> 00:58:56,640

Like, there might have
been an after school club

1511

00:58:56,640--> 00:58:57,837

or something you could try.

1512

00:58:57,837--> 00:58:59,900

And I think the piece of advice

1513

00:58:59,900--> 00:59:01,380

that I've been given,

1514

00:59:01,380--> 00:59:02,310

that was the best thing,

1515

00:59:02,310--> 00:59:03,960

and I really hold it in my back pocket

1516

00:59:03,960--> 00:59:06,510

is Caroline Bird I have to reference

1517

00:59:06,510--> 00:59:07,800

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because this isn't me at all,

1518

00:59:07,800--> 00:59:09,342

but she said, "Enjoy the process

1519

00:59:09,342--> 00:59:12,240

and the product will take care of itself."

1520

00:59:12,240--> 00:59:13,999

And I don't mean just enjoy creating

1521

00:59:13,999--> 00:59:16,560

and then the product will

pay you loads of money

1522

00:59:16,560--> 00:59:17,443

and you can buy a mansion.

1523

00:59:17,443--> 00:59:18,810

That's not what that is.

1524

00:59:18,810--> 00:59:20,478

But I do think that's

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been really important

1525

00:59:20,478--> 00:59:23,816

because the more I've

enjoyed making the thing,

1526

00:59:23,816--> 00:59:27,420

the more fulfilled people feel

1527

00:59:27,420--> 00:59:28,830

and I feel, and, you know,

1528

00:59:28,830--> 00:59:30,270

so enjoy the process

1529

00:59:30,270--> 00:59:31,740

and the product will take care of itself.

1530

00:59:31,740--> 00:59:35,100

It's not all about money,

but you know, I guess it is.

1531

00:59:35,100--> 00:59:36,033

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So look after yourself, guys.

1532

00:59:36,033--> 00:59:37,170

(Rishi laughing)

1533

00:59:37,170--> 00:59:38,427

Don't be scared to get it wrong.

1534

00:59:38,427--> 00:59:39,990

And yeah, that's three things.

1535

00:59:39,990--> 00:59:40,823

There you go.

1536

00:59:40,823--> 00:59:41,656

- Fabulous.

1537

00:59:41,656--> 00:59:42,489

(Laurie laughing)

1538

00:59:42,489--> 00:59:43,322

Thank you.

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1539

00:59:43,322--> 00:59:44,843

Belinda, one final
thought from you, please.

1540

00:59:46,050--> 00:59:47,450

Oh, you're on mute, Belinda.

1541

00:59:49,216--> 00:59:51,450

- Yeah, I just, yeah,

1542

00:59:51,450--> 00:59:54,480

it's actually ties in quite
nice to what Laurie just said.

1543

00:59:54,480--> 00:59:55,313

I was just actually, like,

1544

00:59:55,313--> 00:59:56,910

just being able to enjoy
what you make as well.

1545

00:59:56,910--> 00:59:57,990

I think it's just so important.

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1546

00:59:57,990--> 00:59:58,823

We talk a lot about that,

1547

00:59:58,823--> 01:00:00,360

"I need to get the next
thing, the next level."

1548

01:00:00,360--> 01:00:01,193

- Yeah, yeah, yeah.

1549

01:00:01,193--> 01:00:02,320

- And it is so good to be ambitious.

1550

01:00:02,320--> 01:00:03,630

It's beautiful.

1551

01:00:03,630--> 01:00:04,847

Like, we should always wanna get better,

1552

01:00:04,847--> 01:00:05,940

get to the next level,

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1553

01:00:05,940--> 01:00:08,790

but I think it's really important

1554

01:00:08,790--> 01:00:09,623

that we just take time

sometimes to be like,

1555

01:00:09,623--> 01:00:12,030

you're not where you

were when you first began

1556

01:00:12,030--> 01:00:13,020

and you've come such a long way.

1557

01:00:13,020--> 01:00:14,490

And that helps a lot

1558

01:00:14,490--> 01:00:16,320

with just feeling easier

about the future as well.

1559

01:00:16,320--> 01:00:18,083

It's like you've really actually

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like come such a long way.

1560

01:00:18,083--> 01:00:20,417

Like, just think about

your first ever poem

1561

01:00:20,417--> 01:00:23,517

and, like, where you're at now and, like,

1562

01:00:23,517--> 01:00:24,630

enough that you think

1563

01:00:24,630--> 01:00:25,950

that you wanna make a career out of,

1564

01:00:25,950--> 01:00:27,296

or that you are making a career out of it,

1565

01:00:27,296--> 01:00:28,310

do you know what I mean?

1566

01:00:28,310--> 01:00:29,670

So just sometimes just looking back

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1567

01:00:29,670--> 01:00:30,863

and just looking at

things and be like, "Yeah,

1568

01:00:30,863--> 01:00:33,510

like, I'm working really

hard and I'm doing the best

1569

01:00:33,510--> 01:00:35,247

that I can and it's paying off."

1570

01:00:36,450--> 01:00:39,104

- Those are stirring words

upon which to end this part

1571

01:00:39,104--> 01:00:41,280

of our time together.

1572

01:00:41,280--> 01:00:42,778

So thank you for that.

1573

01:00:42,778--> 01:00:44,502

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Everyone, thanks for your contributions

1574

01:00:44,502--> 01:00:46,860

and questions so far.

1575

01:00:46,860--> 01:00:51,052

We'll come back and answer
some of the specific questions

1576

01:00:51,052--> 01:00:54,480

that you have posed for us in a bit,

1577

01:00:54,480--> 01:00:57,270

but for now, let's take
a couple of minutes,

1578

01:00:57,270--> 01:00:58,770

about five minutes or so.

1579

01:00:58,770--> 01:01:03,210

So we will kick off again at 10 past 12.

1580

01:01:03,210--> 01:01:07,770

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So coffees, waters, refreshments,
and see you all in a bit.

1581

01:01:07,770--> 01:01:08,620

Thanks, everyone.

1582

01:01:15,120--> 01:01:15,953

All right.

1583

01:01:15,953--> 01:01:16,786

Welcome back, everyone,

1584

01:01:16,786--> 01:01:20,760

and thanks for what I'm sure you'll agree

1585

01:01:20,760--> 01:01:25,760

was a very informative

first bit, you know,

1586

01:01:26,370--> 01:01:27,420

lots of useful stuff.

1587

01:01:27,420--> 01:01:30,930

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I was scribbling down plenty
of notes myself, you know,

1588

01:01:30,930--> 01:01:32,827

as stuff that I frankly
should be thinking about

1589

01:01:32,827--> 01:01:34,890

and doing as well.

1590

01:01:34,890--> 01:01:38,670

Thank you for all your questions.

1591

01:01:38,670--> 01:01:42,690

They range from some practicals

1592

01:01:42,690--> 01:01:47,520

and some more bigger picture
and existential ones.

1593

01:01:47,520--> 01:01:51,937

So yeah, forgive me
for trying to, sort of,

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1594

01:01:51,937--> 01:01:56,054

group some of them together
where they overlap a bit,

1595

01:01:56,054--> 01:01:58,170

but I think it's sensible to, sort of,

1596

01:01:58,170--> 01:02:02,850

move from the practical
out to the bigger ones,

1597

01:02:02,850--> 01:02:05,220

if that's all right with everyone.

1598

01:02:05,220--> 01:02:10,220

So just starting with
those practicals one.

1599

01:02:11,250--> 01:02:16,250

We've had a couple about
workshops and retreats,

1600

01:02:18,240--> 01:02:19,530

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places that, you know,

1601

01:02:19,530--> 01:02:22,200

most useful places to advertise,

1602

01:02:22,200--> 01:02:24,560

how well established you need

1603

01:02:24,560--> 01:02:28,216

or do you think you need

to be to actually offer

1604

01:02:28,216--> 01:02:32,823

a workshop and retreat?

1605

01:02:34,920--> 01:02:37,715

Yeah, let's start there

if that's all right.

1606

01:02:37,715--> 01:02:40,200

Whoever wants to take that.

1607

01:02:40,200--> 01:02:41,160

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Laurie?

1608

01:02:41,160--> 01:02:42,629

- I've run quite a lot of this stuff,

1609

01:02:42,629--> 01:02:47,629

and I've been to a lot

too, and I think, you know,

1610

01:02:48,360--> 01:02:51,300

it's not for everyone, and

it is a big responsibility.

1611

01:02:51,300--> 01:02:53,730

So first of all, whatever you do,

1612

01:02:53,730--> 01:02:55,710

just look after people, you know?

1613

01:02:55,710--> 01:02:57,600

Don't throw somebody into a retreat

1614

01:02:57,600--> 01:02:59,190

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and ask them to write about their body

1615

01:02:59,190--> 01:03:02,820

and then have no backup if
they, like, lose their mind.

1616

01:03:02,820--> 01:03:03,660

Do you know what I mean?

1617

01:03:03,660--> 01:03:06,120

Like, really, you have
to look after people.

1618

01:03:06,120--> 01:03:07,260

I think that's the main thing.

1619

01:03:07,260--> 01:03:10,860

That's where the experience,
I think, is important.

1620

01:03:10,860--> 01:03:13,650

But being experimental and
trying these things out,

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1621

01:03:13,650--> 01:03:15,990

like I was saying about
getting into schools,

1622

01:03:15,990--> 01:03:18,300

I started because Apples and Snakes

1623

01:03:18,300--> 01:03:20,970

asked me to judge a poetry
competition in a school.

1624

01:03:20,970--> 01:03:24,180

This was in 2012, right?

1625

01:03:24,180--> 01:03:25,950

And I still go into that school.

1626

01:03:25,950--> 01:03:27,690

I went a couple of weeks ago,

1627

01:03:27,690--> 01:03:30,630

and I still judge the poetry competition,

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1628

01:03:30,630--> 01:03:34,830

but that was also part
of my, sort of, workshop.

1629

01:03:34,830--> 01:03:36,390

That was the first ever workshop I did.

1630

01:03:36,390--> 01:03:37,650

And it was just that I said, "You know,

1631

01:03:37,650--> 01:03:39,300

you've got this creative writing club,

1632

01:03:39,300--> 01:03:41,340

can I come in a bit earlier one day

1633

01:03:41,340--> 01:03:44,610

and just try and run a couple of exercises

1634

01:03:44,610--> 01:03:46,647

with the support of the
teacher that ran it?"

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1635

01:03:46,647--> 01:03:48,810

And I realised actually

I was quite good at it

1636

01:03:48,810--> 01:03:49,890

and I enjoyed it.

1637

01:03:49,890--> 01:03:53,820

So I think, yeah, I sort of

added bits and bobs to that

1638

01:03:53,820--> 01:03:55,350

and now I'm looking at running a retreat,

1639

01:03:55,350--> 01:03:57,690

but that's after a lot

of time of, you know,

1640

01:03:57,690--> 01:03:59,670

I still don't feel 100% confident.

1641

01:03:59,670--> 01:04:00,510

- Sure.

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1642

01:04:00,510--> 01:04:02,447

- I'm gonna need somebody
to help me in the places

1643

01:04:02,447--> 01:04:04,710

that my, you know,

1644

01:04:04,710--> 01:04:07,710

so I can concentrate on
playing to my strengths.

1645

01:04:07,710--> 01:04:10,140

But I wouldn't think about, you know,

1646

01:04:10,140--> 01:04:13,200

some poets have been writing for decades

1647

01:04:13,200--> 01:04:16,350

and their workshops are not very exciting,

1648

01:04:16,350--> 01:04:17,183

do you know what I mean? (laughs)

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1649

01:04:17,183--> 01:04:19,080

And some people are brand new

1650

01:04:19,080--> 01:04:20,759

and they've had one poem published

1651

01:04:20,759--> 01:04:23,190

and they're made for it.

1652

01:04:23,190--> 01:04:25,500

So I think don't underestimate yourself,

1653

01:04:25,500--> 01:04:27,000

and you can only try it out, you know,

1654

01:04:27,000--> 01:04:29,040

but just keep people safe

1655

01:04:29,040--> 01:04:30,540

when you're working with groups, I think,

1656

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01:04:30,540--> 01:04:31,740

'cause I think that's something people

1657

01:04:31,740--> 01:04:34,653

can get quite wrong, and
it's really important.

1658

01:04:36,120--> 01:04:37,500

- Dave, you've raised your hand.

1659

01:04:37,500--> 01:04:41,649

Do you wanna put your point in
chat so I can see it, please.

1660

01:04:41,649--> 01:04:44,732

In the meantime, Stephanie, sorry,

1661

01:04:44,732--> 01:04:45,565

do you wanna?

1662

01:04:45,565--> 01:04:46,430

- Yeah.

1663

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01:04:46,430--> 01:04:47,263

- Just on that.

1664

01:04:47,263--> 01:04:49,976

- Just following on the workshops.

1665

01:04:49,976--> 01:04:52,050

When we're on the outside looking in,

1666

01:04:52,050--> 01:04:56,127

so let's say we see a literary
organisation has workshops

1667

01:04:56,127--> 01:04:58,260

and we assume that, "Oh,

1668

01:04:58,260--> 01:04:59,343

that organisation has gone

1669

01:04:59,343--> 01:05:02,370

to those poets and they
must have been, you know,

1670

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01:05:02,370--> 01:05:04,110

asked in and all that."

1671

01:05:04,110--> 01:05:06,060

That's quite often not the case.

1672

01:05:06,060--> 01:05:08,220

It sometimes is, but quite often

1673

01:05:08,220--> 01:05:11,070

it's you putting forward your proposal.

1674

01:05:11,070--> 01:05:12,657

And, yes, the range can be...

1675

01:05:12,657--> 01:05:14,987

And you can see this when

things are advertised,

1676

01:05:14,987--> 01:05:18,700

it can be really frightening

when we see these poets

1677

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01:05:18,700--> 01:05:20,250

who've been around forever

1678

01:05:20,250--> 01:05:21,840

with all the awards and everything,

1679

01:05:21,840--> 01:05:23,400

And you go, "Okay, if they're on,

1680

01:05:23,400--> 01:05:24,548

I can't be on the same bill."

1681

01:05:24,548--> 01:05:26,520

But actually, that's not the case.

1682

01:05:26,520--> 01:05:30,150

It can range from, you

know, people with not

1683

01:05:30,150--> 01:05:33,180

that much experience to people

with masses of experience.

1684

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01:05:33,180--> 01:05:36,900

And as Laurie says, "The
quality isn't always

1685

01:05:36,900--> 01:05:39,450

in relation to where
someone is in their career

1686

01:05:39,450--> 01:05:41,040

or how much they're published."

1687

01:05:41,040--> 01:05:43,110

Sometimes they can be a wonderful teacher,

1688

01:05:43,110--> 01:05:46,470

sometimes wonderful poets can
be awful teachers, you know?

1689

01:05:46,470--> 01:05:49,680

So it is about finding the process

1690

01:05:49,680--> 01:05:52,196

of making your own proposal to things.

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1691

01:05:52,196--> 01:05:54,090

And that can be difficult enough,

1692

01:05:54,090--> 01:05:55,098

but it's just talking to people.

1693

01:05:55,098--> 01:05:57,534

If someone you know is in that place

1694

01:05:57,534--> 01:05:59,887

or someone who you know

knows someone else, ask,

1695

01:05:59,887--> 01:06:01,260

"Well, what's the procedure?"

1696

01:06:01,260--> 01:06:02,132

What do you go through?"

1697

01:06:02,132--> 01:06:06,153

But it's rarely that

they're coming to the poets.

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1698

01:06:07,410--> 01:06:09,093

- That's great, thank you.

1699

01:06:09,990--> 01:06:12,210

And I think there is just, sort of,

1700

01:06:12,210--> 01:06:14,550

one more specifically on workshops

1701

01:06:14,550--> 01:06:16,500

before we move off that.

1702

01:06:16,500--> 01:06:19,860

Thinking about promoting
and advertising those,

1703

01:06:19,860--> 01:06:22,020

what are the more useful places

1704

01:06:22,020--> 01:06:25,023

that there might be to actually
get word out about those?

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1705

01:06:27,690--> 01:06:29,250

I mean, I dread to say,

1706

01:06:29,250--> 01:06:31,110

it is pretty much socials, isn't it?

1707

01:06:31,110--> 01:06:33,000

But it is pretty much socials, isn't it?

1708

01:06:33,000--> 01:06:33,900

- It is, it is.

1709

01:06:33,900--> 01:06:34,770

And it's not...

1710

01:06:34,770--> 01:06:36,570

It doesn't always tally.

1711

01:06:36,570--> 01:06:38,820

You know, I maybe I'm putting things out

1712

01:06:38,820--> 01:06:41,454

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in social media and then
turn up to a full workshop

1713

01:06:41,454--> 01:06:44,490

and people have seen it through a list

1714

01:06:44,490--> 01:06:46,786

from somebody else, and
it hasn't even been that.

1715

01:06:46,786--> 01:06:50,100

Other times, someone sees
something and shares it.

1716

01:06:50,100--> 01:06:52,260

So again, this is not what people hear,

1717

01:06:52,260--> 01:06:54,483

but a lot of the time it's very random.

1718

01:06:55,770--> 01:06:56,730

- Yeah.

1719

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01:06:56,730--> 01:06:59,880

One practical thing I will just add

1720

01:06:59,880--> 01:07:02,070

with my marketing hat on is that

1721

01:07:02,070--> 01:07:05,040

because of the way that

socials have degraded

1722

01:07:05,040--> 01:07:09,810

over the past five years for

reasons that I think we know,

1723

01:07:09,810--> 01:07:11,790

but we don't have to rehearse here,

1724

01:07:11,790--> 01:07:13,680

the revival of newsletters

1725

01:07:13,680--> 01:07:17,460

and your email lists is

quite an important thing.

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1726

01:07:17,460--> 01:07:21,567

So looking into how you can
actually start to do that

1727

01:07:21,567--> 01:07:25,470

and actually be reaching people that way

1728

01:07:25,470--> 01:07:26,610

because that is a more solid

1729

01:07:26,610--> 01:07:29,250

and consistent way of reaching
people rather than relying

1730

01:07:29,250--> 01:07:33,090

on the randomness as
Stephanie described there.

1731

01:07:33,090--> 01:07:34,163

I think that is important.

1732

01:07:34,163--> 01:07:34,996

Laurie, you had a thought.

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1733

01:07:34,996--> 01:07:38,070

- Also, these things cost
money and time as well.

1734

01:07:38,070--> 01:07:39,877

So people can't always say,

1735

01:07:39,877--> 01:07:41,880

"I'm gonna pay someone 800 pound

1736

01:07:41,880--> 01:07:43,410

to do my website or whatever."

1737

01:07:43,410--> 01:07:44,940

So skills swap, you know?

1738

01:07:44,940--> 01:07:47,250

There's a lady that I absolutely love,

1739

01:07:47,250--> 01:07:48,660

and she comes to all my workshops

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1740

01:07:48,660--> 01:07:49,870

and things, courses especially,

1741

01:07:49,870--> 01:07:51,264

and they can be quite pricey.

1742

01:07:51,264--> 01:07:53,376

And she said one day,

"You know your website,

1743

01:07:53,376--> 01:07:56,130

have you ever thought

about people being able

1744

01:07:56,130--> 01:07:58,020

to book a one-to-one via your website?"

1745

01:07:58,020--> 01:07:59,790

And I was like, "Well, no,

'cause it's a booking system,

1746

01:07:59,790--> 01:08:00,987

and I don't really do

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that, kind of, thing,

1747

01:08:00,987--> 01:08:02,080

and I don't know how to do it,

1748

01:08:02,080--> 01:08:03,480

and I can't code."

1749

01:08:03,480--> 01:08:04,429

You know what I mean?

1750

01:08:04,429--> 01:08:05,685

And she was like, "Well,

1751

01:08:05,685--> 01:08:07,920

I don't mind having a look at it for you."

1752

01:08:07,920--> 01:08:10,452

And within like a day, I've
put my website in the chat,

1753

01:08:10,452--> 01:08:11,847

she zhuzhed it all up for me

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1754

01:08:11,847--> 01:08:13,230

and now people can book
through the website.

1755

01:08:13,230--> 01:08:15,578

And it's so, so great.

1756

01:08:15,578--> 01:08:17,610

And it did cost money to set that up.

1757

01:08:17,610--> 01:08:19,950

But obviously, 'cause I couldn't
pay her what she deserved

1758

01:08:19,950--> 01:08:22,170

to be paid, I told her that upfront,

1759

01:08:22,170--> 01:08:24,120

and she just said, "Give
me a couple of courses."

1760

01:08:24,120--> 01:08:24,960

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And I was like, "Wicked.

1761

01:08:24,960--> 01:08:26,280

It's better when you're there."

1762

01:08:26,280--> 01:08:28,191

So skill swap as well, I think.

1763

01:08:28,191--> 01:08:29,217

Lovely thing.

1764

01:08:29,217--> 01:08:30,772

And we shouldn't have to just do that,

1765

01:08:30,772--> 01:08:34,743

'cause, you know, dark days,
is it, do you know what I mean?

1766

01:08:36,000--> 01:08:38,550

- We cannot barter our way to riches.

1767

01:08:38,550--> 01:08:39,612

No, but it's a useful thing.

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1768

01:08:39,612--> 01:08:40,927

- If someone's got a chicken
and you're really good

1769

01:08:40,927--> 01:08:43,320

at making scarves, like swap it.

1770

01:08:43,320--> 01:08:44,153

Do you know what I mean?

1771

01:08:44,153--> 01:08:45,990

But yeah, and for god's sake,

1772

01:08:45,990--> 01:08:46,823

sort your website out.

1773

01:08:46,823--> 01:08:48,501

Though some of the best poets I know

1774

01:08:48,501--> 01:08:50,202

have got the worst websites.

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1775

01:08:50,202--> 01:08:53,130

You're better off not having
a website sometimes, I think.

1776

01:08:53,130--> 01:08:55,323

It just doesn't look very good.

1777

01:08:57,704--> 01:08:59,760

- Forgive the, yeah,

1778

01:08:59,760--> 01:09:01,380

editorial intervention at this point.

1779

01:09:01,380--> 01:09:05,520

But for years, for years, I
absolutely didn't have a website

1780

01:09:05,520--> 01:09:07,500

because I naively went, "I don't know,

1781

01:09:07,500--> 01:09:10,650

it's like if people want to
find me, they will find me."

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1782

01:09:10,650--> 01:09:13,860

And then when I went
freelance this time last year,

1783

01:09:13,860--> 01:09:17,760

you know, it very rapidly
became apparent that no, no,

1784

01:09:17,760--> 01:09:18,863

no one is finding you.

1785

01:09:18,863--> 01:09:21,275

So you need at least something

1786

01:09:21,275--> 01:09:23,070

that looks like a foot in the, you know,

1787

01:09:23,070--> 01:09:24,840

something that looks like you.

1788

01:09:24,840--> 01:09:26,700

So people who might be looking for you

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1789

01:09:26,700--> 01:09:28,080

know you're real, right?

1790

01:09:28,080--> 01:09:31,353

So please don't be an idiot like I was.

1791

01:09:32,430--> 01:09:33,660

One more practical question

1792

01:09:33,660--> 01:09:38,660

before we move on to some of
the more existential ones.

1793

01:09:38,970--> 01:09:40,680

Question about commissions.

1794

01:09:40,680--> 01:09:44,490

Is it normal to ask for some
kind of upfront payment.

1795

01:09:44,490--> 01:09:48,333

And actually, a practical one

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here about scope of delivery?

1796

01:09:49,770--> 01:09:50,603

Yeah.

1797

01:09:50,603--> 01:09:53,220

Disagreements, how you might handle that.

1798

01:09:53,220--> 01:09:57,360

Edits, requests, dealing with
those sorts of things as well.

1799

01:09:57,360--> 01:10:01,263

So who wants to take that, Belinda?

1800

01:10:02,310--> 01:10:04,140

- Yeah, I was just gonna
answer on, like, commissions

1801

01:10:04,140--> 01:10:06,480

and, like, taking money upfront.

1802

01:10:06,480--> 01:10:07,996

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Yeah, I think that

that's, like, also, like,

1803

01:10:07,996--> 01:10:11,130

common practise in many industries

1804

01:10:11,130--> 01:10:15,480

and spaces for people to be like 50%

1805

01:10:15,480--> 01:10:19,680

of the invoice or, like, 30%, whatever,

1806

01:10:19,680--> 01:10:20,790

or for it to be offered.

1807

01:10:20,790--> 01:10:22,290

So I would encourage it

1808

01:10:22,290--> 01:10:23,610

because then if it's a commission,

1809

01:10:23,610--> 01:10:24,540

then when you're working on it,

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1810

01:10:24,540--> 01:10:27,030

you don't actually feel
like you're just working

1811

01:10:27,030--> 01:10:28,623

for nothing, quote marks.

1812

01:10:29,730--> 01:10:31,200

And also just keeps you on track as well

1813

01:10:31,200--> 01:10:33,120

to get the work done, 'cause, you know,

1814

01:10:33,120--> 01:10:35,472

you've already been paid, kind of.

1815

01:10:35,472--> 01:10:37,350

So, and you wanna get
the rest of your money.

1816

01:10:37,350--> 01:10:42,350

But yeah, I encourage it, and

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I think if it's possible then,

1817

01:10:43,650--> 01:10:46,253

for me it's worked out,

helped that quite great.

1818

01:10:47,105--> 01:10:50,730

- I think I'm very lovely to

deal with a lot of the time,

1819

01:10:50,730--> 01:10:53,280

but I do think a couple of

things I've slipped up on,

1820

01:10:53,280--> 01:10:55,740

I wish that I'd got

some contracts in place

1821

01:10:55,740--> 01:10:56,573

for certain things,

1822

01:10:56,573--> 01:10:59,133

especially working with

other artists as well,

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1823

01:10:59,970--> 01:11:03,053

because that, sort of,
ended difficult, you know?

1824

01:11:03,053--> 01:11:05,580

There's been difficulties
if the project ends

1825

01:11:05,580--> 01:11:07,770

or someone wants to do
something else with it.

1826

01:11:07,770--> 01:11:11,010

So just getting something
in writing's really great.

1827

01:11:11,010--> 01:11:12,570

I get people to help me look through

1828

01:11:12,570--> 01:11:13,920

a contract occasionally.

1829

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01:11:13,920--> 01:11:17,220

I've got some really amazing
friends that helped me out.

1830

01:11:17,220--> 01:11:18,510

And then at times, I've had agents

1831

01:11:18,510--> 01:11:19,470

doing that, kind of, stuff.

1832

01:11:19,470--> 01:11:21,330

But yeah, I think that's really good.

1833

01:11:21,330--> 01:11:24,213

And also with the edits
thing, I find that, you know,

1834

01:11:25,260--> 01:11:26,880

when you've got a big creative team

1835

01:11:26,880--> 01:11:29,100

and it's just you or you've
got a board of teachers

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1836

01:11:29,100--> 01:11:31,500

and you're the poet, it
can be quite difficult.

1837

01:11:31,500--> 01:11:32,910

So sometimes I think,

1838

01:11:32,910--> 01:11:35,370

or a group of anyone
in a corporate setting

1839

01:11:35,370--> 01:11:36,330

and you're the poet,

1840

01:11:36,330--> 01:11:39,450

I think discussing and
managing expectations

1841

01:11:39,450--> 01:11:40,440

is really, really good.

1842

01:11:40,440--> 01:11:43,320

Because I think sometimes

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they might think something

1843

01:11:43,320--> 01:11:45,000

and it's not realistic and vice versa.

1844

01:11:45,000--> 01:11:47,130

So having conversations is so important.

1845

01:11:47,130--> 01:11:48,630

You don't have to be, you know,

1846

01:11:48,630--> 01:11:50,674

you can be a nice person and do that.

1847

01:11:50,674--> 01:11:53,190

But also, I do think

sometimes laying it down

1848

01:11:53,190--> 01:11:55,230

and going, "Okay, realistically

1849

01:11:55,230--> 01:11:56,910

this is how much time I have,

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1850

01:11:56,910--> 01:11:58,830

this is how many edits I'm prepared to do,

1851

01:11:58,830--> 01:12:01,080

and anything over that is gonna cost this.

1852

01:12:01,080--> 01:12:04,133

And you just have to

factor your time in a lot.

1853

01:12:04,133--> 01:12:05,940

I think that's when I get annoyed

1854

01:12:05,940--> 01:12:08,796

with jobs is when I haven't

laid the groundwork, you know?

1855

01:12:08,796--> 01:12:10,598

- Yeah, yeah.

1856

01:12:10,598--> 01:12:11,850

Okay. That's super.

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1857

01:12:11,850--> 01:12:13,014

Thank you.

1858

01:12:13,014--> 01:12:13,847

All right.

1859

01:12:14,730--> 01:12:19,730

The slightly bigger, bigger
questions shall we say?

1860

01:12:21,660--> 01:12:25,230

Emily's asked a chewy
and an interesting one

1861

01:12:25,230--> 01:12:27,723

around ethics and collaboration.

1862

01:12:29,056--> 01:12:30,810

And yeah, let me read it out in full

1863

01:12:30,810--> 01:12:32,857

and you can take it as you wish.

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1864

01:12:32,857--> 01:12:35,700

"How do you balance the ethics
about taking money from those

1865

01:12:35,700--> 01:12:38,820

able to afford it versus not aligning

1866

01:12:38,820--> 01:12:40,590

with folks who aren't maybe

1867

01:12:40,590--> 01:12:42,390

directly politically problematic

1868

01:12:42,390--> 01:12:45,480

but are part of capitalism
and all its problems?

1869

01:12:45,480--> 01:12:46,830

I keep wondering if it's better

1870

01:12:46,830--> 01:12:49,350

to charge aspiring poets

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workshops than charging

1871

01:12:49,350--> 01:12:51,690

a corporation for work

that could challenge

1872

01:12:51,690--> 01:12:54,330

or subvert the assumptions

on which they're based.

1873

01:12:54,330--> 01:12:55,500

But it's complex and nuanced."

1874

01:12:55,500--> 01:12:56,497

It is.

1875

01:12:56,497--> 01:12:58,620

"How do you grapple

with this in situations

1876

01:12:58,620--> 01:13:00,170

that are less black and white?"

1877

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01:13:04,740--> 01:13:06,300

There is a silence because it is not

1878

01:13:06,300--> 01:13:08,163

an easy question at all.

1879

01:13:12,277--> 01:13:14,490

If I give you a perspective from someone

1880

01:13:14,490--> 01:13:18,060

who has been a handmaiden to
capitalism in its various forms

1881

01:13:18,060--> 01:13:22,683

for the last 25 years, I think, yeah,

1882

01:13:24,450--> 01:13:27,030

everyone in the industry
in and around advertising

1883

01:13:27,030--> 01:13:30,510

and design and branding has
a certain level of awareness

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1884

01:13:30,510--> 01:13:32,430

that they know that there are
some things which aren't great

1885

01:13:32,430--> 01:13:36,210

to work on, and absolutely,
people will have lines.

1886

01:13:36,210--> 01:13:37,890

I personally have never worked on

1887

01:13:37,890--> 01:13:40,367

tobacco, you know, products.

1888

01:13:40,367--> 01:13:42,000

I know plenty of people who haven't.

1889

01:13:42,000--> 01:13:44,910

I know people who are
refusing to work on oil

1890

01:13:44,910--> 01:13:47,190

and gas clients now,

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1891

01:13:47,190--> 01:13:51,390

people who have not worked
on defence projects.

1892

01:13:51,390--> 01:13:56,390

So I think as somebody
said earlier, it is...

1893

01:13:56,880--> 01:13:58,890

Yeah, I think, Belinda, you
were saying this, you know,

1894

01:13:58,890--> 01:14:02,430

it comes back to fundamentally
interrogating, yeah,

1895

01:14:02,430--> 01:14:03,982

and knowing what your
values are and knowing

1896

01:14:03,982--> 01:14:07,410

where and what your lines will be,

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1897

01:14:07,410--> 01:14:10,830

knowing that they will be
different from other people's

1898

01:14:10,830--> 01:14:15,780

and knowing that that is
in of itself, you know,

1899

01:14:15,780--> 01:14:17,100

it is what it is.

1900

01:14:17,100--> 01:14:22,100

I mean, for all that we might
want to overthrow capitalism,

1901

01:14:22,110--> 01:14:24,750

reform capitalism in its way, we,

1902

01:14:24,750--> 01:14:28,380

there is an extent to
which we are in the system,

1903

01:14:28,380--> 01:14:33,240

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and it is not necessarily a
bad and/or hypocritical thing

1904

01:14:33,240--> 01:14:35,850

to be trying to make that
system better at the edges,

1905

01:14:35,850--> 01:14:39,660

making work at the edges
that can take the money

1906

01:14:39,660--> 01:14:42,600

that comes from that and puts it to other

1907

01:14:42,600--> 01:14:44,223

and different uses.

1908

01:14:45,450--> 01:14:46,320

That'd be my take.

1909

01:14:46,320--> 01:14:48,213

Does anyone want to advance on that?

1910

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01:14:50,610--> 01:14:53,070

- This just feels like the
kind of question that you want,

1911

01:14:53,070--> 01:14:56,760

like, you know, a big
roaring fire and like a...

1912

01:14:56,760--> 01:14:57,593

- Yes

1913

01:14:57,593--> 01:15:00,531

- cold wine and, like, hot apple juice

1914

01:15:00,531--> 01:15:01,920

with all the poets

1915

01:15:01,920--> 01:15:03,928

and everybody talks about all that stuff,

1916

01:15:03,928--> 01:15:06,270

and then you find out who's
been approached by who

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1917

01:15:06,270--> 01:15:08,160

and who said yes and who said no,

1918

01:15:08,160--> 01:15:10,340

and then you're shocked.

1919

01:15:10,340--> 01:15:12,600

But I think we've spoke a bit about this.

1920

01:15:12,600--> 01:15:14,070

I'm really glad that I turned down

1921

01:15:14,070--> 01:15:15,723

that property developer's poem

1922

01:15:15,723--> 01:15:19,290

because that wasn't in line with my work.

1923

01:15:19,290--> 01:15:22,143

I think you know in your gut, you know,

1924

01:15:23,094--> 01:15:25,590

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I think it's about, it's getting balance.

1925

01:15:25,590--> 01:15:28,020

I think the hardest thing for
me is when a charity asked me

1926

01:15:28,020--> 01:15:29,413

to write for them, like,

1927

01:15:29,413--> 01:15:31,950

I got approached by a charity trying

1928

01:15:31,950--> 01:15:34,350

to combat homelessness and
the housing crisis, right?

1929

01:15:34,350--> 01:15:36,210

I'm really passionate about that.

1930

01:15:36,210--> 01:15:40,290

But at that time, I was
giving thousands of pounds

1931

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01:15:40,290--> 01:15:44,880

of my workshop takings for the year

1932

01:15:44,880--> 01:15:47,520

because I could that year to choose love,

1933

01:15:47,520--> 01:15:50,067

and that's where my heart

was, and that's where,

1934

01:15:50,067--> 01:15:51,450

and I was collaborating with them,

1935

01:15:51,450--> 01:15:53,070

and I think that was very difficult

1936

01:15:53,070--> 01:15:54,720

to have to turn that down.

1937

01:15:54,720--> 01:15:56,937

But I did ask for some money,

and they didn't have it.

1938

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01:15:56,937--> 01:15:59,490

And actually, that was
gonna be a global campaign

1939

01:15:59,490--> 01:16:01,860

that was gonna go on telly,
it was gonna use my voice.

1940

01:16:01,860--> 01:16:03,390

Other people then might not approach you

1941

01:16:03,390--> 01:16:05,469

if you've already been
used for a campaign.

1942

01:16:05,469--> 01:16:07,237

So you have to balance all those things.

1943

01:16:07,237--> 01:16:09,130

But if they came back and asked me now,

1944

01:16:09,130--> 01:16:10,890

I might think very differently,

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1945

01:16:10,890--> 01:16:12,900

and I might have the
capacity to do it, you know?

1946

01:16:12,900--> 01:16:13,920

- Sure.

1947

01:16:13,920--> 01:16:17,190

- So it's not like,
Stephanie was saying as well,

1948

01:16:17,190--> 01:16:18,280

stuff comes back,

1949

01:16:18,280--> 01:16:21,047

and I think, you know,
like, you know, you know.

1950

01:16:21,047--> 01:16:22,890

And it is hard to balance it,

1951

01:16:22,890--> 01:16:24,246

but do your research, you know,

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1952

01:16:24,246--> 01:16:28,034

and only you can make the call, really.

1953

01:16:28,034--> 01:16:28,867

I don't know how helpful that is.

1954

01:16:28,867--> 01:16:31,760

And if anyone has got a mild cider.

1955

01:16:31,760--> 01:16:32,593

(Rishi laughing)

1956

01:16:32,593--> 01:16:33,450

(Laurie laughing)

1957

01:16:33,450--> 01:16:34,773

You know what I mean?

1958

01:16:34,773--> 01:16:36,180

It's so overwhelming.

1959

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01:16:36,180--> 01:16:38,010

Why would you even get up
and write a single thing

1960

01:16:38,010--> 01:16:38,843

at the moment?

1961

01:16:38,843--> 01:16:42,300

But, you know, it's also, yeah,

1962

01:16:42,300--> 01:16:43,444

it's just protecting your work

1963

01:16:43,444--> 01:16:47,853

and doing some good when
where you can, I think.

1964

01:16:49,668--> 01:16:52,590

- Yeah, I think reasonable
to say that it's very hard

1965

01:16:52,590--> 01:16:54,870

to draw hard and fast rules.

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1966

01:16:54,870--> 01:16:55,800

Very hard.

1967

01:16:55,800--> 01:16:57,810

I mean, God bless you if you can,

1968

01:16:57,810--> 01:17:02,430

but I struggle to think

of any peers who do that.

1969

01:17:02,430--> 01:17:05,195

These are all decisions

that are negotiated almost

1970

01:17:05,195--> 01:17:08,391

on a case-by-case individual basis,

1971

01:17:08,391--> 01:17:11,310

depending on who is commissioning,

1972

01:17:11,310--> 01:17:12,782

who the organisation is,

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1973

01:17:12,782--> 01:17:15,240

deeper links back to the organisation.

1974

01:17:15,240--> 01:17:17,910

And so it goes, yes, Laurie,
as you say, talk to each other.

1975

01:17:17,910--> 01:17:20,100

Stephanie, your hand was waving.

1976

01:17:20,100--> 01:17:21,600

- Yeah, just to say,

1977

01:17:21,600--> 01:17:24,749

so I haven't had the big offer
from the corporate (laughs)

1978

01:17:24,749--> 01:17:27,390

with something that
went against my values,

1979

01:17:27,390--> 01:17:29,471

so that I didn't ever

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have to deal with that.

1980

01:17:29,471--> 01:17:32,370

For me, it's more the other

end, Laurie, as you said,

1981

01:17:32,370--> 01:17:35,310

when you're wanting to support, you know,

1982

01:17:35,310--> 01:17:39,180

maybe charities or community things

1983

01:17:39,180--> 01:17:41,220

that don't have the funding that others,

1984

01:17:41,220--> 01:17:43,738

it's more balancing that end of it.

1985

01:17:43,738--> 01:17:46,995

And yeah, you can't

always be the good guy,

1986

01:17:46,995--> 01:17:48,857

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and it's okay when you can,

1987

01:17:48,857--> 01:17:51,210

and it will always be the, you know,

1988

01:17:51,210--> 01:17:53,130

your own circumstances at the time.

1989

01:17:53,130--> 01:17:54,180

You know, how's your own work?

1990

01:17:54,180--> 01:17:55,680

How's your own finances at the time?

1991

01:17:55,680--> 01:17:56,513

All of that.

1992

01:17:56,513--> 01:17:58,020

So as you say, Rishi,

1993

01:17:58,020--> 01:17:59,850

it's definitely not hard and fast rules.

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1994

01:17:59,850--> 01:18:02,493

It'll kind of be

situational as you go along.

1995

01:18:05,610--> 01:18:10,359

- Okay, I'm just looking at, yeah,

1996

01:18:10,359--> 01:18:13,620

we've had, yeah, a couple

more things about, you know,

1997

01:18:13,620--> 01:18:16,410

prepping for school visits,

1998

01:18:16,410--> 01:18:17,790

getting them getting involved

1999

01:18:17,790--> 01:18:21,654

in literary festivals here as well.

2000

01:18:21,654--> 01:18:23,940

Does anyone have any, sort of,

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2001

01:18:23,940--> 01:18:27,569

like, specific advice on, you know,

2002

01:18:27,569--> 01:18:29,370

on those things?

2003

01:18:29,370--> 01:18:30,877

Stephanie, your hand went up immediately.

2004

01:18:30,877--> 01:18:32,580

(Rishi and Stephanie laughing)

2005

01:18:32,580--> 01:18:34,530

- Just with the literary festivals.

2006

01:18:34,530--> 01:18:39,330

They are planned way in

advance in most cases,

2007

01:18:39,330--> 01:18:42,030

you know, so you're not

going to put in a proposal

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2008

01:18:42,030--> 01:18:44,430

and be there in three months time.

2009

01:18:44,430--> 01:18:45,623

It might be in two years time.

2010

01:18:45,623--> 01:18:47,440

So it's just knowing that the process

2011

01:18:47,440--> 01:18:49,261

is generally a long one.

2012

01:18:49,261--> 01:18:51,900

If you have an in, it
can also be very hard

2013

01:18:51,900--> 01:18:55,491

to find the person who you
need to speak to or email.

2014

01:18:55,491--> 01:18:58,140

They don't always make that easy.

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2015

01:18:58,140--> 01:19:00,360

And I have gone down
rabbit holes of trying

2016

01:19:00,360--> 01:19:01,230

to contact people,

2017

01:19:01,230--> 01:19:03,450

but just to know that
there is a long, yeah,

2018

01:19:03,450--> 01:19:05,343

a long process for those things.

2019

01:19:06,359--> 01:19:08,995

- And we've had a couple of
specific questions around

2020

01:19:08,995--> 01:19:11,940

how you might approach

2021

01:19:11,940--> 01:19:15,393

actually planning workshops for schools.

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2022

01:19:17,340--> 01:19:20,370

Does anyone have any particular thoughts or views on that?

2023

01:19:20,370--> 01:19:22,020

Belinda, your hand went up.

2024

01:19:22,020--> 01:19:24,570

- Yeah. Yeah.

2025

01:19:24,570--> 01:19:26,629

I think that if you are new to this

2026

01:19:26,629--> 01:19:27,840

and you've never done it before,

2027

01:19:27,840--> 01:19:31,620

it's just good to find guidance online of, like,

2028

01:19:31,620--> 01:19:32,970

through resources that are available

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2029

01:19:32,970--> 01:19:35,850

through organisations like First Story,

2030

01:19:35,850--> 01:19:39,720

on their website they have resources

2031

01:19:39,720--> 01:19:41,550

for, like, school professionals

2032

01:19:41,550--> 01:19:44,190

who wanna bring poetry into the classroom.

2033

01:19:44,190--> 01:19:46,640

So organisations similar

to that always have...

2034

01:19:47,610--> 01:19:50,730

I think poetry.com as

well has got a section

2035

01:19:50,730--> 01:19:54,090

with some like old,

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but, you know, it's not,

2036

01:19:54,090--> 01:19:55,230

obviously it's about, kind of,

2037

01:19:55,230--> 01:19:57,540

finding a way also to

balance it with the children

2038

01:19:57,540--> 01:19:59,190

that you're working with and your style

2039

01:19:59,190--> 01:20:00,450

and what you actually

wanna say through them.

2040

01:20:00,450--> 01:20:02,310

But in terms of like just getting

2041

01:20:02,310--> 01:20:03,810

a structure of what, let's say,

2042

01:20:03,810--> 01:20:05,550

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I think somebody's asking
a question about a six

2043

01:20:05,550--> 01:20:07,890

to eight-week workshop, like,

2044

01:20:07,890--> 01:20:08,723

that would help a lot

2045

01:20:08,723--> 01:20:10,767

'cause you can just see the
range and variety that is there

2046

01:20:10,767--> 01:20:12,466

and the different ways you can do it.

2047

01:20:12,466--> 01:20:14,490

And then you can tailor it
in a way that works for you.

2048

01:20:14,490--> 01:20:16,803

And then from there, I
think, the more you do

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2049

01:20:16,803--> 01:20:18,148

that kind of work,

2050

01:20:18,148--> 01:20:20,730

the more you are able to kind
of devise your own workshops

2051

01:20:20,730--> 01:20:22,480

and, like, feel less of that panic.

2052

01:20:23,520--> 01:20:25,590

But yeah, there is support out there.

2053

01:20:25,590--> 01:20:27,309

You just gotta look for it a bit

2054

01:20:27,309--> 01:20:31,233

and see how you can, like,
apply to your own practise.

2055

01:20:32,520--> 01:20:33,353

- Absolutely.

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2056

01:20:33,353--> 01:20:35,133

All right, thank you for that.

2057

01:20:36,720--> 01:20:39,153

I'm gonna call it, that is our time.

2058

01:20:40,500--> 01:20:43,110

Yeah, like I said, this has been, yeah,

2059

01:20:43,110--> 01:20:46,110

absolutely stimulating

and information-rich

2060

01:20:46,110--> 01:20:47,340

and packed for me.

2061

01:20:47,340--> 01:20:51,243

So I hope it has been for you all as well.

2062

01:20:52,770--> 01:20:55,800

I just want to reiterate the

three things that Belinda,

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2063

01:20:55,800--> 01:20:59,010

Laurie, and Stephanie said
just at the top of the hour,

2064

01:20:59,010--> 01:21:01,020

looking for the work, you know,

2065

01:21:01,020--> 01:21:02,340

it's not gonna come to you.

2066

01:21:02,340--> 01:21:04,500

So please make sure
that you're doing that,

2067

01:21:04,500--> 01:21:06,510

advocating for yourself

2068

01:21:06,510--> 01:21:11,510

because that is a vital thing
and enjoying the process

2069

01:21:11,730--> 01:21:13,380

and not being scared, you know?

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2070

01:21:13,380--> 01:21:16,590

It can, yeah, it will

feel daunting to actually

2071

01:21:16,590--> 01:21:20,430

start making your living

out of this crazy thing

2072

01:21:20,430--> 01:21:22,380

that we call poetry

and art more generally.

2073

01:21:22,380--> 01:21:24,150

But it is possible.

2074

01:21:24,150--> 01:21:27,420

And you know, our three

panellists are testament

2075

01:21:27,420--> 01:21:29,520

to that fact that it can be done.

2076

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01:21:29,520--> 01:21:33,930

So, thank you, Stephanie, Laurie,

2077

01:21:33,930--> 01:21:36,240

and Belinda for joining us today

2078

01:21:36,240--> 01:21:38,640

and sharing all your wisdom and insight.

2079

01:21:38,640--> 01:21:40,534

It's been wonderful to hear all that.

2080

01:21:40,534--> 01:21:43,080

Thank you, Tilly at Society of Authors,

2081

01:21:43,080--> 01:21:45,870

for ably and skillfully moderating

2082

01:21:45,870--> 01:21:50,133

and navigating us through

our time together.

2083

01:21:51,000--> 01:21:54,336

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And thank you to all of
you for joining us as well.

2084

01:21:54,336--> 01:21:56,700

If you have enjoyed it

2085

01:21:56,700--> 01:21:59,550

but aren't yet a member
of the Society of Authors,

2086

01:21:59,550--> 01:22:01,980

please do consider joining

2087

01:22:01,980--> 01:22:06,510

with the Special Society at
Home, at #SoAatHome offer,

2088

01:22:06,510--> 01:22:09,960

and you will get 20% off your
first year of membership.

2089

01:22:09,960--> 01:22:11,910

That's a pretty good deal there.

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2090

01:22:11,910--> 01:22:14,433

You just need to use the code SOAATHOME20.

2091

01:22:18,570--> 01:22:23,570

And well, no rest for the wicked here

2092

01:22:23,580--> 01:22:27,814

because the next #SoAatHome
event starts at 2:30

2093

01:22:27,814--> 01:22:31,710

this afternoon, and Vaseem Khan,

2094

01:22:31,710--> 01:22:36,710

the brilliant Vaseem Khan is
taking you through How I Write.

2095

01:22:37,140--> 01:22:38,790

That's gonna be actually pretty good

2096

01:22:38,790--> 01:22:41,640

because he's a lovely, lovely
chap and a great writer.

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2097

01:22:41,640--> 01:22:44,613

So do head on to that.

2098

01:22:46,200--> 01:22:48,480

And yes, as a reminder, this event is free

2099

01:22:48,480--> 01:22:51,210

to a Society of Author members,

2100

01:22:51,210--> 01:22:53,610

but if you can afford to,

please consider donating

2101

01:22:53,610--> 01:22:58,350

to the SOA's Access Fund

to help keep it free.

2102

01:22:58,350--> 01:23:00,600

And you can help that fund as well

2103

01:23:00,600--> 01:23:05,600

by making a purchase at the

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SOA's bookstore on bookshop.org.

2104

01:23:08,745--> 01:23:13,745

As all of these things,
there is a #SoAatHome,

2105

01:23:15,060--> 01:23:17,520

please have a look for
that on the various socials

2106

01:23:17,520--> 01:23:20,310

where you can carry on the conversation.

2107

01:23:20,310--> 01:23:22,290

And I'm sure there will be other things

2108

01:23:22,290--> 01:23:23,673

flying about as well,

2109

01:23:24,630--> 01:23:27,270

which only leaves me to thank again,

2110

01:23:27,270--> 01:23:28,890

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Belinda, Laurie, Stephanie,

2111

01:23:28,890--> 01:23:33,870

and you all for joining us
this morning into afternoon.

2112

01:23:33,870--> 01:23:37,980

And hopefully we'll see
you out and about at gigs,

2113

01:23:37,980--> 01:23:40,620

doing your commissions,

2114

01:23:40,620--> 01:23:43,860

and out in the wonderful world of poetry.

2115

01:23:43,860--> 01:23:45,780

Until then, I've been Rishi Dastidar,

2116

01:23:45,780--> 01:23:47,220

thank you so much for coming along,

2117

01:23:47,220--> 01:23:49,080

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and see you all very soon.

2118

01:23:49,080--> 01:23:49,913

Bye now.

2119

01:23:50,970--> 01:23:51,963

- Thank you, Rishi.