

## Who does what at the conference

**Presenters:** **Presenters** facilitate performing arts events and/or programming for a venue or community.

Representatives from performing arts venues, multiple venues, and presenter consortia/networks attend to learn about and book artists, to gain knowledge and skills from professional development sessions and to network with colleagues.

**Exhibitors:**

- **Self-Managed Artists** do their own booking and management.
- **Artist Managers/Agents** seek performance opportunities for performing artists and ensembles on their roster.

Self-represented artists and artist managers/agents attend to sell themselves or the artists on their roster in the Exhibit Hall, to gain knowledge and skills from professional development sessions and to network with colleagues.

**Services:** **Service Organizations** provide services to the performing arts field.

- **Arts Councils** offer services to the state, region, or locality they represent.
- **Consultants** provide consulting services to the performing arts field, from Web site design to fundraising to venue construction and planning.

Representatives from service organizations, arts councils, consultants, etc. also attend the Conference. Many are available to you as resources, and also attend to gain knowledge and skills from professional development sessions and to network with colleagues.

## Special categories

**Sponsors** contribute money or in-kind donations to the Conference, often for a specific function or event.

A **Guest** is a colleague, spouse or partner who is attending the Conference in a non-professional capacity.

**Speakers** share their knowledge by leading or co-leading a professional development / workshop session.

**Volunteers** are attendees who participate in the Volunteer Program, assisting with Conference activities and events.

**New Colleagues / First Timers** are performing arts colleagues new to the field and/or attending the Northwest Booking Conference for the first time.

**Mentors** are experienced colleagues in the field who share their knowledge as a part of the New Colleague/First Timer Mentor program.

Name tags **identify who's who at the conference:** presenters and exhibitors each wear a different color, and representatives from service organizations wear a third color. Key individuals wear identifying ribbons on name tags.

## Conference events, publications & terms

**Juried Showcases:** Panel-selected showcases of performing artists, presented each year at a well equipped theater. The artists chosen as Juried Showcase artists are listed in the Program Book as well as on line at [www.artsnw.org](http://www.artsnw.org)

**Sessions Showcases:** Usually held in the conference hotel, the sessions showcases are more informal, with less technical support, yet still well attended and of high quality.

**fivepointO sessions:** five-minute showcase open to artists who do not have a Juried or Sessions Showcase, and agencies not representing a currently showcasing artist. This is a live, in-person event. Sign-up takes place at registration and is first come, first-served.

**Conference Program:** Given to each attendee on-site, the Program Book includes information on the Conference schedule, events, and activities; advertisements; and other Conference information like maps and speaker biographies.

**Plenary Sessions:** During the NW Booking Conference, there will be several "plenary" sessions that bring the entire conference together. Typically, these include a Keynote luncheon or dinner, an opening reception and possibly other events. You are encouraged to attend all of them. They provide great learning as well as networking opportunities.

**Block Booking Meetings:** There are two official block booking meetings during the ANW Booking Conference. These are for presenters only, and gives a chance for presenters to discuss artists they are considering for their season or event. Block Booking is often critical to both presenter and artist in terms of making a tour affordable and viable for all concerned.

