

Making a Living as a Voice Expert: Side Hustles to Diversify Your Income Stream

“Time is Money” ... at least it is for many independent voice teachers. But this routine doesn’t allow us space to explore our other passions or enjoy life. A little over ten years ago, as the co-chair of a NATS committee addressing needs of independent and collegiate teachers, I was part of a very successful NATS survey of members which contained a few quality of life questions. It struck me that the vast majority of respondents commented that they were too busy; too busy to volunteer, too busy to seek more education, too busy to enjoy life. At that time those responses seemed so backward to me; that we are all following our passion to make the world a better place through music, but sacrificing our own lives to do it. Their sacrifices seemed to be too great to me then and have haunted me for all of these years. Voice teachers give every ounce of their beings’ to their students, their choirs, and their musicals – one student at a time – until their own dreams fall by the wayside.

The elephant in the room is the exchange of time for money. This exchange rarely leads to financial freedom, and can take a big hit when a voice teacher gets sick, takes a vacation, or experiences a summer or holiday lull of paying students. The goal must be to get away, in part, from the Time for Money routine. With financial freedom we have the option of teaching less without hampering income.

Achieving financial freedom can be hard to do as a voice teacher, especially if the teacher has no time because they are too busy making ends meet at teaching. However, many independent voice teachers are naturally entrepreneurial. This presentation will explore a variety of side hustles that are just one or two steps away from teaching students, and can lead to financial freedom.

“Side hustle” is a popular phrase for jobs that a person can do outside of work to generate income, and hopefully royalties or ongoing pay with no additional effort. There are many books, podcasts, and blogs dedicated to general side hustles that anyone can explore. In this presentation I will focus on side hustles that are just one or two steps away from being a voice teacher, such as writing books about singing, monetizing singing related blogs and podcasts, leasing out studio space when not in use, starting a music school, voice over work, officiating ceremonies, and YouTube revenue. We will also look at ways to diversify income sources through Fiverr and UpWork (and whatever platform is relevant in June 2018). We will end with an opportunity for audience members to volunteer other ideas, thereby building a support community of experts.

SESSION ABSTRACT - “Time is Money” ... at least it is for many independent voice teachers. But this routine doesn’t allow us space to explore our other passions or enjoy life. With financial freedom we have the option of teaching less without hampering income. Achieving financial freedom can be hard to do as a voice teacher, especially if the teacher has no time because they are too busy making ends meet at teaching. However, many independent voice teachers are naturally entrepreneurial. This presentation will explore a variety of side hustles that are just one or two steps away from teaching students, and can lead to financial freedom.