

KULT Music Agency

Are you looking for performance opportunities during your studies? Then KULT is the right place for you!

The KULT Music Agency has been arranging artistic engagements for HKB students in private and public settings since 2004. KULT can draw on a large regional and national network of private clients, companies, festivals, and public institutions.

KULT offers

- practical experience on stage, as well as everything leading up to it
- fair fees
- social security as part of your job
- building a professional network
- portfolio consulting

Information and registration: www.hkb.bfh.ch/kult

FAQ

What kind of performances do we help facilitate?

- Diploma ceremonies
- Embassy events
- Corporate events
- Weddings
- Funeral services
- Private birthday parties
- Aperitifs
- Anniversary celebrations
- Award ceremonies
- Vernissages
- ... and many more!

Who can register?

- Students at the HKB.
- Students who are willing and able to perform as solo artists or with an ensemble at a high level of quality.

- Students who have a professional portfolio (photos, bio, audio and video samples, website) or are planning to create one.
- International students who have a residence permit in Switzerland or whose place of residence is abroad.

What is in demand?

Basically, all instruments and projects. Unique and surprising line-ups with “accessible” repertoire are particularly in demand. Projects that are not directly related to studies at the HKB, such as DJs and projects from the fields of folk, pop, rock, or EDM, should also (but not only!) be submitted.

How can I register?

Fill out this online form and we will get in touch with you:

<https://www.hkb.bfh.ch/en/research/all-our-consulting-services/kult/for-students/registration/>

Why should I register?

- You can earn an income through artistic performances during your studies.
- You will expand your network and position yourself for follow-up engagements.
- You benefit from personal consultations in connection with KULT engagements.
- You do not have to worry about negotiating with clients and your administrative work (drawing up contracts, invoicing, etc.) is kept to a minimum.
- If you are not self-employed, you will be employed by BFH for the performance/engagement.

How many engagements can I expect?

This depends on the actual needs of the client. It is possible that no engagements will materialize for a longer period of time. Requests often come at very short notice.

How high are the fees?

The fees are negotiated by KULT directly with the client and are based on the recommendations of the industry associations. The gross fee is calculated from the invoice amount minus 22%. This deduction includes 8.53% social benefits (AHV/IV/EO: 5.3%, AHV/IV/EO administrative costs: 0.5%, ALV: 1.1%, BU: 0.118%, AIA supplementary insurance: 0.012%, FAK: 1.5%) as well as the agency commission for KULT (13.47%). Expenses can be reimbursed additionally by prior arrangement. If you are self-employed, only the commission from KULT will be deducted.

AHV: Old-age and survivor's insurance; IV: Disability insurance; EO: Income compensation allowance in the event of service or maternity; ALV: Unemployment insurance; BU: Occupational accident insurance; AIA: Accident insurance act; FAK: Family equalization fund.

How do I get more gigs?

The following points will increase your chances without any guarantee:

- reliable, spontaneous and fast communication
- professional and online accessible portfolio (website)
- interesting videos
- for ensembles: good-sounding and memorable name
- stylistic breadth
- projects that attract great interest from the clientele (usually "accessible" music of all genres, not too experimental – although there are certainly opportunities to convey more avant-garde projects too!)
- professional and winning demeanor

How is KULT financed?

KULT is a small company under the umbrella of the HKB. Through the agency commission (see left), we finance the employer's contribution to social benefits, the salaries of KULT employees, advertising costs, and pay a contribution to the administrative costs of the HKB.

Who is behind KULT?

Since 2024, KULT has been headed by musicologist and cultural manager **Hannes Liechti**, supported by our student assistant **Mira Pozzi**.

I have further questions or would like to get a personal consultation.

Get in touch with us via kult@hkb.bfh.ch. We would be happy to advise you on putting together an ensemble, creating a portfolio, or expanding your repertoire list.