

How I made a million bucks doing comedy, without being famous...and YOU can, too!

***I also teach a SKYPE comedy class. Details at bottom of page 😊

My name is Michael Joiner. I started doing stand-up comedy in 1991. It took many several years before I started making money at it. And even longer before I started making GOOD money, FULL time. But, through much trial and error (and many “hell gigs”), I turned it into a very profitable career, and I am going to share with you the MAJOR steps I took to make that happen.

BTW, this process didn't just work for me. I have dozens of comedian friends, none of them really famous, who have not only made a great living at comedy using the secrets that I will share with you, but many of them have summer homes on the lake, own more than one house, and have paid their kids college tuition. Not a bad way to ride through life, if you ask me 😊

BTW, I also have friends who started out at about the same time as me, who did NOT apply these creative and business aspects that made me and my friends successful, and most of them (the ones who didn't quit) are still working \$200 per gig comedy clubs shows and struggling to make ends meet.

YOU decide which is the better life.

The good news is, you can STILL work the comedy clubs AND make the big bucks like I did (and like I do)...my process simply allows you to put first things first; your livelihood 😊

OK, so here's the MAJOR'S of what you need to do in order of importance;

NOTE; THIS PROCESS ASSUMES YOU HAVE COMEDY EXPERIENCE, A SET LIST ETC...IF NOT...GET THAT EXPERIENCE!

Ok, so before we get started on the HOW, let me briefly explain the WHAT.

WHAT you need to do to make the BIG bucks in the comedy world (without being super famous) Is Have at least ONE HOUR of CLEAN comedy the can be performed for CORPORATE, CRUISE SHIPS, COLLEGES and even HIGH SCHOOL ASSEMBLIES.

You DON'T have to throw your “edgy” comedy club set list away...but you do need to have a set list that you can do STRICTLY for these events.

Here's how to do adapt your set list for these type of shows;

#1. Divide your set list into THREE COLUMNS;

- A. JOKES THAT ARE ALREADY CLEAN.
- B. JOKES THAT I CAN REWRITE TO BE CLEAN.
- C. JOKES THAT IN NO WAY WILL EVER BE FUC\$%%^^ING CLEAN! (THROW THESE AWAY FOR THIS SET LIST)

Now, get to work on making the dirty jokes clean. Go on YouTube and watch other corporate/clean comedians. Get a “feel” for clean comedy. (It’s actually easier for me to write clean than not, anymore) TRUST ME YOU CAN DO THIS!

I coached several of my “R rated” comedian friends on how to do this and they are making BIG bucks at corporate gigs!

NOTE; it’s ok to be “hack” (routine subject matter) at corporate gigs...even a few “street jokes work well here and there...These audiences are VERY easy to please.

ONCE you get at least 45 minutes of CLEAN material, that you KNOW kills...here’s the NEXT STEP;

#2. Make yourself available to do ANY gig requiring a clean comedian for ANY price. That’s right, now you need EXPERIENCE in that atmosphere. Because a corporate/cruise ship or school assembly atmosphere is FAR from what you experience in a comedy club. But once you get a FEEL for what they want (and the corporate crowd is VERY easy to please) you are on your way! In a COMEDY CLUB people PAID to laugh. You can’t lose.

In a corporate? Well, they didn’t pay to see you. You have to WIN them. And it’s not easy. BUT YOU CAN LEARN IT. I KILL EVERY TIME ☺

#3. SO, NOW YOU HAVE A SOLID 45-50 MINUTES OF SOLID CORPORATE/CRUISE CLEAN COMEDY MATERIAL. YOU HAVE PRACTICED AND REHEARSED AND YOU KNOW YOU ARE READY TO GET PAID FOR CORPORATE WORK. SO...MOST IMPORTANTLY, YOU HAVE AN ONLINE VIDEO (YOUTUBE) THAT SHOWS YOU CAN WORK CLEAN...SO, HOW DO I GET THESE GIGS?

#4.THERE ARE SEVERAL GREAT WAYS TO ACQUIRE CORPORATE/COLLEGE/SCHOOL GIGS....HERES HOW;

- A. SUBMIT YOUR WEB PAGE, PROMO ETC...TO SPEAKERS BUREAUS.
- B. THEY ARE VERY EASY TO FIND, JUST GOOGLE THEM. A FEW OF THE BEST ARE;

www.apbspeakers.com/

www.eaglestalent.com/

<http://www.apbspeakers.com/>

<http://www.thelavinagency.com/>

ALSO;
CLEANCOMEDIANS.COM
CLEANCOMIC.COM

There are literally hundreds more...If the BIG DAWGS don't want a "NEWBY"...offer yourself to the smaller agencies. BE PERISISTENT! Once you get in, you'll thank me 😊

C.SUBMIT TO THE CRUISE SHIP AGENCIES.

Again, because the contact person changes so much, it's best to just do the work and GOOGLE this info. CALL each ship and tell them you want to submit yourself as a cruise ship comic. They will tell you who to get in touch with. Once you get the contact person on the phone, politely tell them you are a CLEAN comedian and you want to submit for work.

D, SUBMIT TO THE COLLEGE AGENCIES. This could be tough. Most of their acts have TV experience. But they are always looking for GOOD comics who can work REGIONAL. Be persistent.

- D. SUBMIT TO AGENCIES AS A SCHOOL ASSEMBLY COMEDIAN. I HAVE DONE TONS OF THESE GIGS. THEY PAY ABOUT \$1500 TO \$3000 A GIG AND THEY ARE USUALLY AT 10AM OR NOON! YOU NEED TO HAVE A MESSAGE; DON'T DO DRUGS, AVOID PEER PRESSURE ETC. BUT, START WITH YOUR LOCAL SCHOOLS AND TELL THEM YOU WILL WORK FOR \$500 AND YOU HAVE A MOTIVATIONAL AND INSPIRING MESSAGE (AND MAKE SURE YOU DO 😊)

NOTE; BEST WAY TO GET THESE KIDS TO LAUGH IS TO MAKE FUN OF CAFETERIA FOOD, TEACHERS ETC...IN A LIGHT MANNER...THEY LOVE IT 😊

BEST WAY TO GET EXPERIENCE? CALL THE LOCAL HOTELS, TELL THEM YOU ARE A CLEAN COMEDIAN AND CAN YOU HAVE A LIST OF COMPANIES BOOKED FOR CORPORATE MEETINGS AND DINNERS COMING IN. CONTACT THE PERSON IN CHARGE AND OFFER TO BE THEIR AFTER DINNER ENTERTAINMENT FOR \$500 OR SO.

CONCLUSION;

I REALIZE THIS ALL SOUNDS LIKE A LOT OF HARD WORK, AND IT IS...AT FIRST. BUT ONCE YOU GET THE EXPERIENCE, AND YOU KNOW YOU HAVE A GREAT SHOW TO OFFER, AND YOU ARE SIGNED WITH SEVERAL AGENTS AND CRUISE SHIPS AND COLLEGE BOOKERS WHO WHERE THEY ARE CALLING YOU BECAUSE YOU HAVE DEVELOPED A REP AS AN ENTERTAINER WHO DELIVERS THE GOODS.....AND YOU ARE MAKING MORE THAN ENOUGH MONEY TO PAY YOUR RENT, FOOD, AND CAR PAYMENTS AND HAVE PLENTY LEFT OVER...YOU CAN THEN PURSUE YOUR COMEDY CLUBS AND TV GIGS WITH A RELAXED AND CONFIDENT ATTITUDE....AND LET ME TELL YOU..IT'S SO FUN AND AWESOME TO PERFORM A GIG WITH NO PRESSURE THAT YOU NEED THE MEASLY \$100 IT PAYS....BECAUSE YOU HAVE MONEY IN THE BANK FROM YOUR CORPORATE GIGS 😊

UPDATE; SINCE I FIRST PENNED THIS "HOW TO" IN 2012, I SIGNED A RECORD DEAL WITH LARRY THE CABLE GUY'S "GIT R DONE" RECORDS. MY FIRST CD DROPPED APRIL 17, 2020 AND WAS DISTRIBUTED ON ALL PLATFORMS BY THE BIGGEST COMEDY DISTRIBUTOR IN THE WORLD, COMEDY DYNAMICS.

WHEN LARRY (REAL NAME DAN WHITTEN) FIRST CONTACTED ME ABOUT SIGNING ME TO HIS LABEL, HE SAID HE HAD BEEN A FAN FOR MANY YEARS OF MY CLEAN AND EDY STYLE.

ALSO, HUNDREDS OF COMEDIANS HAVE GOTTEN MILLIONS OF HITS/VIEWS AFTER PERFORMING FOR "DRY BAR" COMEDY, ME INCLUDED. CONTACT THEM VIA THEIR FACEBOOK PAGE ONCE YOU HAVE A SOLID HOUR OF CLEAN MATERIAL. YOU WILL GET SOME GREAT EXPOSURE AND A KILLER 5 CAMERA VIDEO OUT OF IT 😊

CONCLUSION; IT PAYS TO BE CLEAN 😊

GOOD LUCK AND KEEP PRESSIN ON!

WHAT YOU JUST READ WERE GENERAL, MAJOR STEPS TO TAKE FOR A SUCCESSFUL COMEDY CAREER. IF YOU WOULD LIKE ME TO PERSONALLY SHARE THE SPECIFICS OF THE BUSINESS AS WELL AS THE CREATIVE END OF COMEDY, PLEASE SIGN UP FOR ONE OF MY SKYPE ONE ON ONE COACHING CLASSES :)

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