



CAREER PATH

Arts & Communications

CAREER CLUSTER

Arts, Audio-Visual Technology & Communications

CAREER PATHWAY

Performing Arts



AGENT / BUSINESS MANAGER OF ARTISTS, PERFORMERS AND ATHLETES

Represent and promote artists, performers, and athletes to prospective employers. May handle contract negotiation and other business matters for clients.

Knowledge and Skills Needed

In addition to courses required for high school graduation, essential skills and knowledge needed for a career as an agent or business manager are reinforced by taking rigorous and relevant courses, as well as participating in work-based experiences and student organization activities.

(See the Sample Personal Plan of Study for suggested coursework, activities, and knowledge and skills to pursue in preparation of an occupation in this Career Cluster.)

Education Requirements

Occupation	Percent of Missouri employees aged 25 to 44 in the occupation whose highest level of educational attainment is:		
	High School or Less	Some College	Bachelor Degree or More
Agents & business mgrs. of artists, performers & athletes	17.6%	23%	59.4%
Business Operations Specialists	18.5%	32.2%	49.4%
Business & Financial Operations	15.5%	29.6%	54.9%

Most Common Educational Level: Bachelor's or higher degree, plus work experience
 Apprenticeships are available for more than 240 occupations. Visit www.oe.doleta.gov/bat.cfm
 Note: Be sure to learn whether your occupation has a specific requirement for education or licensing.

National and State Wage Information

Location	Pay Period	2008		
		Entry*	Median	Experienced**
United States	Hourly	\$18.52	\$30.26	\$48.21
	Yearly	\$38,500	\$62,900	\$100,300
Missouri	Hourly	\$20.99	\$23.50	\$25.87
	Yearly	\$43,700	\$48,900	\$53,800

Based on (*) lower 25% and (**) upper 25% percentile of wages

National and State Employment Trends

Agent, Business Manager	Employment		Percent Change	Job Openings*
	2006	2016		
United States	24,900	27,300	+ 10%	920
Missouri	300	300	N/A	N/A

*The estimate for Job Openings includes both turnover that results from people who leave the occupation (e.g. quit, retire, death) and new jobs that are created.

Educational Opportunities

Note: This list may not be all inclusive. For more information about Missouri schools and programs, visit www.dhe.mo.gov

Culver-Stockton College

Canton, MO
 (573) 288-6000
www.culver.edu

Drury University

Springfield, MO
 (417) 873-7879
www.drury.edu

Lindenwood University

Saint Charles, MO
 (636) 949-2000
www.lindenwood.edu

Saint Louis University

Saint Louis, MO
 (314) 977-2222
www.imagine.slu.edu

Webster University

Saint Louis, MO
 (314) 961-2660
www.webster.edu



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