

Performing Arts Laboratory Community Outreach & Enrollment Associate (Bloomington Opera Camp™)

Actively support and guide artists, families, and institutions in navigating the Performing Arts Laboratory's (PAL) programs, resources, and opportunities—beginning with the Bloomington Opera Camp™—ensuring each stakeholder finds the pathway that best aligns with their artistic, educational, and community goals.

LIMITED POSITIONS AVAILABLE!

Looking for **flexible, 100% commission-based income with weekly payments and the potential to earn \$6k+ per month**—while making a meaningful cultural impact in the U.S. and internationally? The Performing Arts Laboratory (PAL) is seeking motivated, arts-minded individuals to join our team as Community Outreach & Enrollment Associate, with an initial focus on expanding access to the Bloomington Opera Camp™. This three-month independent contractor role is intentionally designed as an entry pathway into PAL's broader Performing Arts ecosystem solutions and is ideal for proactive communicators who enjoy building relationships, guiding artists, families, and institutions through informed decision-making processes, and actively connecting diverse communities of all ages and skill levels with world-class Performing Arts experiences. Successful associates are comfortable with outreach and follow-up, inspired by global cultural exchange, and motivated to grow their income through commissions by expanding access to PAL's Productions, Services, and Resources; those who demonstrate strong mission alignment, relationship-building excellence, and impact-driven results may be invited to expand their scope beyond Bloomington Opera Camp™ to support additional PAL Productions, Services, and Resources across the US and internationally.

Why Join PAL as a Community Outreach & Enrollment Associate?

- **Cultural Impact:** Help artists, families, and communities' access prestigious, internationally recognized performing arts experiences.
- **Flexible & Remote:** Work remotely, manage your own schedule, and build experience in community engagement and program facilitation.
- **Performance-Based Earnings:** Earn commissions through meaningful outreach, with clear incentive tiers tied to impact and results.
- **Training & Support:** Receive guidance, communication tools, and marketing resources to support your success.
- **Growth & Perks:** Unlock expanded responsibilities within PAL and access special benefits for friends and family.

Commission & Earning Structure

- **Base Commission:** 7% per confirmed registration
(approximately \$115–\$385 per enrollment, depending on program selection)
- **Performance-Based Growth Tiers:** PAL recognizes consistent engagement and impact through graduated commission levels:
 - 10 registrations per month: 8% commission: *approximately \$1,050–\$3,500+*
 - 15 registrations per month: 10% commission: *approximately \$1,650–\$5,480+*
 - 20 registrations per month: 12% commission: *approximately \$3,960–\$13,150+*
 - 30 registrations per month: 14% commission: *approximately \$6,900–\$23,000+*

Your Responsibilities

Access & Pathways Engagement:

- Connect with warm and semi-warm leads provided by PAL and the Bloomington Opera Camp™.
- Provide thoughtful, personalized guidance to prospective students and families.
- Support the registration process and help secure confirmed enrollments.

Community Outreach & Relationship Development:

- Send approximately 30 introductory outreach emails per week.
- Place approximately 30 introductory outreach calls (or online meetings) per week.
- Complete around 60 follow-up emails and 60 follow-up calls (or online meetings) per week.

Impact Tracking & Engagement Reporting:

- Maintain an organized tracker of contacts, outreach, and outcomes.

- Share daily and weekly activity updates.
- Participate in a brief daily check-in (scheduled by mutual agreement) and a weekly review every Friday prior to weekly commission disbursement.

This is a 100% commission-based, independent contractor sales position focused on high-volume outreach. Expect to dedicate 25–35 hours per week to outreach, follow-up, and relationship-building activities in order to meet weekly contact goals- reaching the top commission tiers will require additional hours and exceptional performance. Success requires resilience, self-discipline, and comfort with performance-driven work, as your income will depend entirely on confirmed enrollments. Comprehensive training, tools, and warm leads are provided, but consistent effort and strong communication skills are essential to achieve the commission tiers outlined.

What You'll Receive

Weekly Commission Payments:

Receive commission payments every Friday (7% rate) for confirmed enrollments completed at least seven days prior. At the beginning of each month, any additional commission adjustments will be applied based on the previous month's performance tiers.

Training, Tools & Access Support

- **Program Orientation:** Approximately two hours of asynchronous online training covering the full structure of the Bloomington Opera Camp™ and its primary participant profiles.
- **Systems Orientation:** A 30-minute in-person session on managing the engagement and contact tracking system.
- **Access Starter Guide:** A comprehensive guide including outreach templates (email, calls, and online meetings) and a curated database of semi-warm contacts.
- **Marketing & Outreach Materials:** Professionally designed PDFs, images, and a dedicated program landing page.
- **Engagement Support Resources:** Access to an FAQ and common questions guide, conversation support tools, and enrollment facilitation strategies.
- **Program Access Tools:** Personalized Fellows discount codes designed to support timely and confident decision-making by participants and families.

First-Month Access Boost

- \$50 bonus for your first confirmed enrollment.
- A guaranteed 10% commission on all enrollments completed during the first month of the contract.

Pathways for Growth Within PAL

- **Senior Associate Level:** After two consecutive months of supporting 20+ confirmed registrations per month, associates become eligible for contract extension, expanded program access, one 20% discount for a friend or family member, and formal performance recognition (certification or letter of recommendation).
- **Principal Associate Level:** After two consecutive months of supporting 30+ confirmed registrations per month, associates become eligible for contract extension, expanded territories and PAL Productions, Resources, and Services access, three 20% discount vouchers, and formal performance recognition (certification or letter of recommendation).

Ideal Candidate

- Deeply interested in arts education, cultural programs, and expanding access to artistic opportunities.
- Self-directed and impact-oriented, with the motivation to set goals and follow through consistently.
- Strong written and verbal communication skills, with the ability to engage clearly and empathetically.
- Comfortable initiating conversations, building relationships, and engaging in proactive outreach.
- Highly organized and attentive to detail, with the ability to manage contacts, follow-ups, and engagement records.
- Prior experience in outreach, enrollment support, or sales is welcome but not required; comprehensive training is provided.

How to Apply

1. Submit your résumé and a short cover letter to solutions@performingartslab.com, sharing your interest in joining the Performing Arts Laboratory as a Community Outreach & Enrollment Associate (Bloomington Opera Camp™) and how you see yourself contributing to expanding stakeholders access to PAL's Productions, Services, and Resources.
2. Selected candidates will be invited to complete a brief assessment, followed by a one-on-one interview. Final selection is subject to a background check.
3. Once onboarded, Associates begin engaging with communities and earning commissions immediately.

Join us in opening pathways to world-class artistic experiences for artists and communities worldwide.

Apply today and help shape a more inclusive future for the Performing Arts.

