

Performer Offer Comparison Worksheet

The fastest way to overpay is to compare quotes on price alone. Normalize every offer to its true delivered cost, then weigh the things that aren't price — before you choose.

Companion to the guide “How To Compare Performer Offers Like A Professional Event Planner” · arrivebooking.com/en/blog

1 Normalize to Total Delivered Cost

Rebuild each offer as the all-in cost to actually pull off the night. The cheapest headline rate is frequently the most expensive booking once you add the gaps back in.

Line item	Offer A	Offer B	Offer C
Performer name			
Base performance fee	\$	\$	\$
Set length it buys			
Travel / lodging / per diem	\$	\$	\$
Production (PA, lighting, backline)	\$	\$	\$
Deposit / cancellation exposure	\$	\$	\$
Platform / processing fees	\$	\$	\$
Total delivered cost	\$	\$	\$

2 Weight What Isn't Price

Reliability, reviews, responsiveness, and audience fit decide whether the night succeeds. Score each 1–5 so a pricier, far more reliable act doesn't lose on a spreadsheet technicality.

Factor (score 1–5)	Offer A	Offer B	Offer C
Reliability / track record			
Reviews & ratings			
Responsiveness			
Fit for your audience			
Total score (out of 20)			

3 Decision

	Offer A	Offer B	Offer C
Total delivered cost	\$	\$	\$
Total fit score			
Cost per fit point			
Chosen?			

The right question is never “who is cheapest?” — it’s “who delivers the night I promised, at a price I can defend?” Lowest cost per fit point usually wins.

Collect apples-to-apples offers in one place.
Post your event and compare structured offers on ARRIVE — arrivebooking.com/request-quote