



Fees Survey 2007

This fee information is based on a survey of fees charged by members of the ISM's Private Teachers Section between September 2006 and September 2007. The survey was carried out by the Statistical Services Centre at Reading University.

How to use the Survey

The fees are presented at the 10%, 30%, 50%, 70% and 90% points in the data. In the adapted staff used to display the results, the first line corresponds to 10 per cent of the responses, the second to 30 per cent and so on until the fifth line that corresponds to 90% of the responses. Figure 1, for example, shows that 10 per cent of teachers were charging hourly fees of £20 or less (the bottom line of the staff), 30 per cent charged fees of £24 or less, and so on as you move up the staff. The top of the staff represents the point where 90 per cent of the fees charged were £35 or less. Above the staff represents another 10 per cent of teachers who charged £35 or more.

Where a range is given, this shows the highest and lowest fee that respondents actually charged.

Hourly Teaching Fee

Respondents were asked to quote their normal hourly teaching fee in 2006-07. The fees ranged from £9 to £70 per hour and are illustrated in Figure 1.



Figure 1 – Percentiles of normal hourly teaching fee

Fees for Adults and Children

Some respondents (less than 9%) charged a different rate for children. Comparing the differences between the normal hourly fee and the child fee, it was found that four respondents charged between £1 and £7 more for children. The remainder charged between 40p and £30 per hour less for children. The differences in the lower fees charged for children are illustrated in Figure 2.



Figure 2 – Percentiles of differences between hourly fees for adults and children

Shared or Group Lessons

For those respondents (less than 8%) who taught in groups, the hourly fees ranged from £3 to £60 per pupil per hour. These are illustrated in Figure 3a. It should be noted that these results omit those who quoted fees for the entire group and those who only taught theory in groups.



Figure 3a – Percentiles of hourly fee per pupil for group tuition

Experience & Qualifications

Experience

Previous surveys have found that the length of time respondents have been teaching privately has a significant bearing on the level of fees charged. In 2007, it was found that 86.9% had been teaching privately for more than 15 years and 13.1% for less than 15 years. The results for each group are illustrated in Figure 4.



Figure 4a – Percentiles of hourly fee for those teaching for less than 15yrs



Figure 4b – Percentiles of hourly fee for those teaching for more than 15yrs

Statistical tests conducted on these two groups did not conclusively show, however, that the average differences between them were significant. What was significant was that the group who had been teaching for more than 15 years quoted a greater variety of fees, including one outlier of £130, although this fee was excluded from the results shown in Figure 4.

Qualifications

Previous surveys have found that holding a postgraduate qualification has a significant bearing on fees charged. In the 2007 survey, 25.8% of respondents said they held a postgraduate qualification and just under 74.2% said they did not. The results for each group are illustrated in Figure 5.

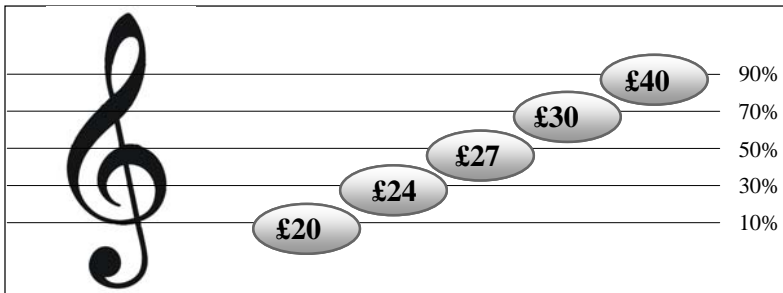


Figure 5a – Percentiles of hourly fee for those with Postgraduate Qualification



Figure 5b – Percentiles of hourly fee for those without Postgraduate Qualification

Regional Variations

The 2005 and 2006 surveys found that those private teachers living in London appeared to charge higher fees than those living in the rest of the UK, and fees for Inner London tended to be higher than those for Greater London. Fees in South and South East England were also higher than the rest of the UK with the exception of London. For the 2007 survey, respondents were therefore asked to group themselves into one of four regions: Inner London, Greater London, South & South East and Rest of UK. The fees for the teachers in each of these groups are shown in Figure 6.



Figure 6a – Percentiles of hourly fee for those living in Inner London



Figure 6b – Percentiles of hourly fee – Greater London



Figure 6c – Percentiles of hourly fee – South & South East



Figure 6d – Percentiles of hourly fee – other areas of the UK

Notes

Ethics

ISM members who are listed in the *Register of Professional Private Music Teachers* are reminded that they have agreed to abide by the ISM Code of Ethics for Private Music Teachers.

Notice of Increase of Fees

Fees may be adjusted on an annual basis, to reflect accumulating experience as well as inflationary increases. Increases in fees are provided for in the ISM's Agreement for Private Music Tuition. Teachers are required to give parents/pupils written notice of proposed increases by no later than the start of the series of lessons preceding the series when the increase is to take effect. It is advisable to obtain the parent's/pupil's written agreement to the change of fee.

Teachers who work in areas of particular financial hardship, and who are concerned to keep fee increases as low as possible, sometimes reduce the length of lessons, and set their fees accordingly.

The latest available rate of inflation – the Retail Price Index (RPI) – at the time this information sheet was published (August 2008) was 5.0%. Inflation rates are published monthly by the Office for National Statistics at www.statistics.gov.uk.

Consultation and Audition Lessons

It is not customary to charge for auditioning pupils or interviewing them and their parents before deciding to accept them, since such costs come under the provision for overheads. Where teachers give consultation lessons and propose to charge for them, it is advisable to remind pupils/parents at the time the lesson is booked, that a fee will be payable on the day of the lesson, and state the amount. An appropriate level of negotiation of fees for consultation lessons might be one-and-a-half times the teacher's usual lesson fee, hourly or pro rata.

Shared and Group Lessons

The 2007 Fees Survey includes fees charged for shared or group lessons. Many teachers charge for shared and group lessons at a proportion of the fee for individual tuition according to the number of pupils taught. One possible method would be to charge two pupils sharing a lesson two-thirds of the fee for individual tuition. For groups of three to four pupils, the total fee could be one-and-a-half times the individual tuition fee, while for groups of 5 to 6 pupils, the total fee could amount to twice the individual tuition fee. Many teachers commented that there was more preparation and administration time involved in teaching a group rather than one pupil for an individual lesson.

Level Taught

Some Teachers have a scale of fees and charge more for advanced pupils but, more commonly, higher fees are charged for adult pupils than for children. For details of the differences in fees charged for adults and children, see page 1.

Bursaries

Teachers who wish to make special concessions in cases of hardship may like to award bursaries for a specified limited period, which effectively reduce the amount payable by the pupil. Such awards should be treated confidentially and made only to especially deserving pupils.

The terms of the bursary should be put in writing, as it constitutes a variation to the terms of tuition. It is advisable to make clear that the bursary is made at the teacher's discretion, that it lasts for the stated period only and that it is not necessarily renewable. Bursaries should be shown on pupils' accounts as a deduction from the full fee.

Independent Self-employed Teachers in Schools

Self-employed visiting instrumental, singing and music teachers in schools normally have individual contracts with parents of pupils, will invoice them direct and be responsible for their own fee collection. They have the right to determine their own fees. Subject to child protection procedures, they should also be able to appoint a deputy to teach in their absence.

It is expected that self-employed teachers providing teaching and/or other services direct to schools will receive payment promptly upon submission of their invoices. A separate contract with the school should ideally be agreed with the teacher to provide services to the school's pupils. This should make clear that the teacher is self-employed and contracted by the school to provide services on the teacher's own account to pupils (as opposed to an employment contract of service).

Self-employed teachers may be required to pay for the use of school premises or for overheads. In this situation, the agreement with the school should stipulate the charge for rental of accommodation and for the use of any facilities.

Guidelines for setting fees

Fees are not standard and are a matter for negotiation between the teacher and the client. The ISM's Fees Surveys have shown that more established teachers may charge higher fees to take account of their experience and/or qualifications.

The Fees Surveys have also shown that teachers often charge higher fees to take account of the additional costs attached to the cities or regions where they live.

Tuition fees pay not only for the time spent teaching but for the non-contact work that is a necessary aspect of running a teaching practice. It is advisable to bear in mind this work

and the current cost of the overheads of running a private practice when annually revising tuition fees. Such costs might include:

- instrument maintenance and repairs
- insurance for instruments, property, motor car, health, public liability*
- private pension contributions
- income tax, and national insurance contributions
- accounting and audit fees
- bank loan interest rates or mortgage
- music, books, stationery, tapes, records, advertising
- subscriptions to professional associations and periodicals
- secretarial, telephone and answering services
- time spent on lesson preparation
- time spent on updating pupils' records, marking, writing reports
- time spent on interviews with prospective pupils; pupils' concerts and workshops
- studio lighting, heating and maintenance; studio hire charges; cost of transport or car mileage; and time spent travelling, if tuition is given in pupils' homes

*The ISM's public liability insurance covers Full Members of the ISM.

ISM Information Sheets related to this advice:

Generally available:

- 01/1 *ISM Private Teachers Section Code of Ethics*
- 01/2 *ISM Private Teachers Section Code of Practice*
- 03/5 *A Career in Private Teaching*

Available to ISM Full Members only:

- M2/3 *Using the ISM's Private Teaching Agreements*