
Chapter 9

Tipping



The DJ at my club used to always announce over the microphone that “Tipping isn’t a city in China.” This illustrates how much guys at the club need to be reminded that tipping is how dancers make their money. There are two ways to make money while dancing 1) getting tips from dancing on stage and 2) getting money from performing personal dances (private dances, personal dances, lap dances, table dances—these terms are used interchangeably).

Dancing on stage is a way to get guys to notice you. It’s a way for guys to see how you move and how sensual you are. Give them a killer show and you’re more likely to get a private dance from them. We’ll discuss how to get a private dance in more detail in chapter 12.

As an independent contractor, you won't be getting paid for your services by the club. Remember, you are paying *them* to be there and not the other way around. So making money off the stage and personal dances are extremely important.

Getting tips off the stage will be about 30% of the potential money you can make for the night. You can make anywhere from \$100 to \$1,200 a night depending on how you work the stage and how many dances you can get. If you only work the stage you will probably make between \$15 and \$60 per set depending on how many guys are around your stage. If there are multiple stages you won't be able to go around to the guys sitting at the other stages because they probably didn't even see you dance. How many of them do you think will tip a girl they didn't even see get topless or naked?

If you're collecting your tips in your garter, make sure you hold on to the bills as you pull your garter out to collect a tip. You don't want all your money falling out of your garter! It's a good idea to push your bills over to one side of your leg so you have them bunched up together. This makes it easier to keep track of.

Once you get off stage, grab *some* the bills out of your garter and stuff them in your money box. You want to minimize possible loss if someone should happen to try and walk by and steal a few dollars, while still making it apparent that you just got off stage and are collecting tips. Stealing tips out of someone's garter isn't a common practice, but it never hurts to be money wise.

Sticking your leg out to a guy with an empty garter may look weird to a customer if he wasn't paying attention to your show. Sticking your leg out to a guy with money in your garter shows the customer that its time to tip.

Make sure you take your money box with you everywhere you go. Do not leave it alone at any time. At any one time during the night, your box could have \$100-\$1,200 in it so you don't want to let it out of your sight.

When you get on stage, put your box somewhere out of reach from customers who are sitting at your stage. Put it by the pole if you have to, but make sure no one can just lean over the bar and get it. Make it a point to never leave the stage without checking to see if you have your box with you. If you set it down, double check that you have it with you when you leave. A good idea is to set it down right in front of you if you do set it down. Don't put it on the floor or on a seat next to you. You might forget it.

Once you collect any money, put it in the box immediately. It's a good idea to go into the back room and organize your money periodically throughout the night. You don't want a bunch of crumpled up dollar bills to straighten out at the end of the night when you're tired and just want to go home. Also, opening up your box in front of customers is not that great of an idea. If you open it up, it gives them a chance to see that you have hundreds of dollars overflowing from your box. Don't give people any incentives to steal your box from you.

Trading in your \$1 bills for larger denominations is a good idea. Not only will you have less bulk to hide on you on your way home, but you'll be making room in your box for more cash. Get a few paperclips or rubber bands and section off groups of \$20 or \$25 sections so if a customer asks you to break a \$20, you can do it easily. Always count out the change you make out loud and in front of him so that you both agree he got the right amount. This is important because you don't want him to come back later and say you short changed him. This will cost you money. You should also go to the manager and exchange your \$1 bills because this gets the ones back into circulation at the club. It's a win-win for you and the club.

When collecting tips after your stage dance you'll want to pay attention to who is tipping you more than the average tipper. If you normally get \$1 or \$2 per person and someone gives you anything larger than a \$5 bill, a red light should come up in your mind.

If a guy is tipping you more than the average person, he is interested in you. This is your opportunity to make more money off of this guy.

There is a really good chance that he will get a dance from you. If he tips you a \$20 bill, you make sure you pay extra special attention to him.

Once you get off stage walk by him and wink or give him a little sly look as you walk by. Let him know you noticed him. As soon as you are done with your rounds go back and say hi to him. Don't be too pushy at this point. You know he wants you, but don't make it obvious that all you want is his money. Ask him how his day is going and if he is having fun tonight. Try to talk to him about his day a little.

Word of advice here, you don't want to become the customer's friend by talking to him too much. There is a fine line that you don't want to cross where the customer stops seeing you as a sexy temptress. Keep your conversation short and sweet.

Expect that not everyone will tip you. This is a fact that you'll just have to get used to. Don't feel like you're entitled to get money from guys just because they are at your stage. Yes, if a guy is sitting directly at your stage they should be tipping you and you have a right to be upset if they don't, but if a guy is just sitting near your stage and not really paying attention to you, they might not tip you. Have it clear in your mind that guys don't *have* to tip you if they don't want to.

Most of the time guys will be happy to tip you, but there will be some customers who are rude or mean and will blow you off. My best advice here is to be sweet as pie to them. Smile and say, "Ok, thank you, maybe next time!" You'll be surprised how this can work in your favor. Every other girl in the club who they aren't tipping will be rude to them. The next time you come around after your stage dance, you'll be a breath of fresh air. They'll remember how nice you were compared to the other girls and 9 times out of 10 they will tip you from then on out.

If they guy still doesn't tip you, just keep your smile and your cool. It's not worth getting upset and ruining your night for \$1. I know you'll rationalize your anger by thinking about how all those \$1's you're missing out on are adding up, but remember that some guys tip \$2 or \$3. It all evens out in the end, so don't ruin your night over it.

There was a regular customer at my club who sat at the cocktail bar every Monday through Thursday from 11 am till 4 pm and watched TV. I'd always go up to him and say hi when I was collecting my tips off the stage. I would never get a tip from him, but I saw that he tipped a few of the other girls. I was determined to get a tip from him. It took me 2 years to get a tip. It wasn't so much that I wanted his dollar bill, but that I was determined to get him to break. I found it to be a fun challenge. When I finally did get a tip, I couldn't believe it. I couldn't believe that I was really that stubborn that I tried and tried for so long. Most girls would give up after their first let down from this guy, but I knew that if he was tipping some of the girls there had to be a breaking point for him.

You'll have to remember that lots of guys go in to a strip club hoping to just get in and out without spending too much money. Either they don't have money to spend or they are just tight asses. Either way, they made their way into your club and you just have to deal with them.

Usually guys who don't want to part with their money make it pretty apparent. They always say no to a dance and they stand as far away from the stage as possible. They act like they are watching TV or not paying attention to your dance and try to avoid talking to you. It's ok to have this type of customer in your club, but once you know that you're not going to get anywhere with him, just stay away. Don't waste your time trying to get money out of him because guys like this usually only come in once in a blue moon. Getting any headway with him will prove useless for potential future profits.

The best way to get tips is to use your shinning personality. Showing guys that you are there to have fun and entertain them is a crucial element to your success. If you look upset, bored and uninterested in being there customer will pick up on it. You will most certainly have days where you absolutely don't want to be at work, but you can't let it show on your face. If you do, your profits will suffer.

Smile and be nice to everyone you meet at the club, even if they don't seem interested in you. When other girls at your club are in bad moods,

you'll stand out as a friendly face. Customer will be more likely to tip you and buy dances from you.

Make sure you thank everyone who tips you and even those who *don't*. I know it seems weird to thank customers who aren't tipping you, but think of this as planting a seed in his mind.

Usually, how much you're making in tips determines how much you'll be tipping out for the night. The DJ, bouncers, managers, bartenders, waitresses, and the guy who walks you out to your car at the end of the night all want to be tipped. Some clubs have rules about who you are to tip out and by what percent. Other times it's up to you on who you want to tip.

A good idea is to ask other girls at your club how much they are tipping out and to whom. I would only tip the DJ, waitresses, bartenders, and guy who walked me to my car. At my club it wasn't common practice to tip the managers or the bouncers. If a bouncer was helpful to you in any way, whether they helped you with a problematic customer, or pointed you to a cash cow, make sure you tip them. It will be hard to part with your hard earned money at the end of the night, but it's something you have to do.

The person you want to give the most money to is the guy who walks you to your car at night. He is your protector and you want to make sure he takes good care of you. If you just give him a couple dollars, he might walk you to your car and just walk away. If you give him \$5 or more there is a better chance that he'll actually wait till you get in your car and drive away. Your personal safety is important.