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"Canadians are active attendees of live events, with many reporting having gone to at least one event in the past year.

Availability to tickets is an issue, with affordability and tickets selling quickly being cited as attendance barriers.

Positively for marketers, FOMO (fear of missing out) is real and consumers see exclusive experiences as status symbols that are worth paying more for."

- Carol Wong-Li, Sr Analyst, Lifestyles and Leisure

This report looks at the following areas:

- Accessibility to tickets is a challenge
- Ticket costs are an issue
- Source of awareness for live events is primarily from friends and family

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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Brands invest in promoting Canadian music and festivals

Consumers see ticket access as an issue

Technology helps address FOMO

What's Working?

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Brand partnerships raising visibility of Canadian music and festivals

Canadian clothing retailer Roots gives Canadian artists greater exposure

Smirnoff's Sound Collective music platform brings attention to Toronto musicians

Fido brings music to consumers' ears

Spotify and KitKat encourage consumers to take a music break

Just for Laughs boosts comedy show attendance amongst Quebecers

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Promote early and let the consumers do some of the work

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Abbreviations

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