



Ep. 106 - The Actor Survival Guide Part 1 - Transcript

FYI: Timestamps listed here are not correct, but know that all of the content from the interview is here.

Speaker 1 ([00:00:02](#)):

Hello everyone. Welcome to the Actor Survival Guide. I feel like I have the brain trust of coaches here with me today, and I'm so excited to have this conversation. But since I want you to know who's talking, when they talk, as we jag into this stuff today, I'm gonna give everyone a chance to introduce themselves, uh, and start. Let's start with you, Monica Plant. Why don't you tell us a little about what you do?

Speaker 2 ([00:00:24](#)):

Well, hello there. Uh, my name is Monica Plant with Monica Plant Wellness. I'm an actor and a certified health, life and confidence coach who helps creatives stop obsessing, feel really good in their own skin and crazy confidence so they can bring the best of themselves to everything they do.

Speaker 1 ([00:00:44](#)):

She sure does. I'm so glad you're here. Thank you, Monica. Heidi, how about you? You wanna introduce yourself?

Speaker 3 ([00:00:50](#)):

Yes. I'm Heidi Dean. I'm a social media strategist for actors, and I'm the creator of Marketing for Actors. It's the number four, and it's my job and mission to turn social media rookies into rock stars.

Speaker 1 ([00:01:01](#)):

And if you're not watching this on YouTube right now, you should head over because Heidi Dean has the most incredible microphone you've ever seen. It's sparkling and it's up staging all of us, even though we all have bright shiny smiles. So happy to be here. Elise, will you introduce yourself?

Speaker 4 ([00:01:14](#)):

Yes. Hi everyone. I'm Eliza Snow. I am an actor and coach narrator of over 160 audiobooks, the founder of the Global Actor, where I help actors live where they want and work when they want. And I'm the creator of the great Audiobook Adventure where I help actors build thriving income streams through acting to support the rest of their creative careers and lives.

Speaker 1 ([00:01:37](#)):

Love it. And Duwan. Hey Mr.

Speaker 5 ([00:01:40](#)):

Hey,

Speaker 1 ([00:01:41](#)):

Introduce yourself. Hi. Hi. Hi.

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Speaker 5 ([00:01:43](#)):

I'm, you know, I'm gonna go get a mic like Heidi, first of all, <laugh>

Speaker 1 ([00:01:47](#)):

<laugh>.

Speaker 5 ([00:01:49](#)):

Um, but I am Dewan Johnson and I help actors book off of self tapes and get to their dreams faster, uh, with a booking mindset. And as a result of working with me, you know, they get a repeatable step-by-step process that they can confidently submit an audition within 24 hours and, you know, book my rules. And I'm also a consistently working actor.

Speaker 1 ([00:02:07](#)):

Sure is. Hello, Amy. Amy. Who's Amy? Who's Amy? Who's this ghost named Amy that I just said <laugh>? When I read, when I looked at your name, Emily, I turned it into Amy. So everyone forgive me. Please welcome to the stage, Emily Grace, will you introduce yourself?

Speaker 6 ([00:02:20](#)):

Hello, I am not Amy <laugh>. Sorry, Amy. Uh, my name is Emily Grace and I'm the founder of Pickford West Society. I am a career coach and a Sundance Award-winning actress. And I help actors write and produce their dream role.

Speaker 1 ([00:02:39](#)):

She sure does. I have so many people to talk to, to about can't wait. Period. And that's on period. Joe Kelly, how about you? Why don't you introduce yourself?

Speaker 7 ([00:02:48](#)):

Hello, I'm Joe Kelly. I have a cat in my throat. It's a French expression <laugh>. And that's not what I do for a living. I guide actors to undo all social and emotional conditioning so that they can be reminded how to just be and not to act in full authenticity and freedom in order to deve defend incredibly alive, raw and truthful characters.

Speaker 1 ([00:03:13](#)):

Hmm. Thank you Joe Kelly, and thank you every thank you all for being here today. I really look forward to recording this episode because it's rare that we all get to be in the same room, even if it's a, a zoom room of sorts together. Right. Um, and, uh, to have this conversation. And, um, I want everyone to know as we're listening to here, you know, my goal is that you are hearing authentically from the many different points of views that we have gathered from some topics that I think are important, especially as we're starting into a new year. So I thought I'd kick us off right away and talk about what is one piece of advice you have found yourself repeating? You could say over the past year, or the past last time we were gathered this way was over a, uh, a year ago. And Heidi, you're new to the brown table this year, cuz you, we weren't able to have you ledge. I'm so glad you're here this year, right? Mm-hmm. <affirmative>. So since then, what's something you've heard yourself saying in, you know, as we're going outta the cusp of 2022, we're moving into 2023, something you found yourself saying again and again, and I see a nodding head for Elise. Can I come to you first, Elise?

Speaker 4 ([00:04:08](#)):

Yeah, absolutely. The thing I've been saying to myself and to actors I work with is, you are enough. You don't need to do anything extra to stand out. It's about mining for who I already am. It's about you mining for who you already are, your taste, your life experience, your relationships. Uh, the energy you give is all valid and beautiful. Um, and this is where to begin when authentically creating your marketing materials, your reach outs, how you show up on social media and all the things. And, um, I've experienced, I've experienced it deeply for myself this year. And so it's been really fun to notice that theme with my clients too.

Speaker 1 ([00:04:51](#)):

Wait, Elise, you said you've experienced it a lot with yourself this year. Will you go a little deeper, tell us what that means?

Speaker 4 ([00:04:56](#)):

Oh, absolutely. And it's so interesting. I was thinking about what I talked about last year, which was, um, at one point you, you were asking everyone last year whose voices we were listening to, like, whose books we were listening to and everything mm-hmm. <affirmative> and I boldly said, I'm listening to myself this year. And I did. And that was in 2022, was all about like deepening my inner wisdom and really recognizing what's already within me. I did that with a help of, uh, shout out to Sasha Alexander, who's a coach I worked with last year and I'm working with this year, um, who really helped me just build a project around inner work mm-hmm. <affirmative>. Um, and so because of all the deep inner work I've done, I just feel so much more clear this year in what the new goals are. Um, last year I, I didn't even have an exact goal besides some inner work stuff, but I didn't have an outward goal, which is unusual for me because I teach people how to create goals, how to, to break them down. I'm a Virgo. I always have some kind of map in front of me. So it was, it was a year of really uncomfortable growth, um, and, and some really cool transformation.

Speaker 1 ([00:06:09](#)):

That's awesome. I love that. Elise, how about you, Monica? What about you? What's your advice you find yourself saying all the time?

Speaker 2 ([00:06:16](#)):

Um, this is kind of piggybacking a little bit off of what Elise said, is when you finally learn to put yourself and your wellbeing first, your mind, your body, your spirit, you will bring the best of yourself to everything you do. You cannot give from an empty cup. Uh, you will be a better partner, a better parent, a better friend, a better entrepreneur, and yes, a better actor because you'll be bringing the best of yourself, like I said, rather than just what's left of yourself. And like Elise, I had to walk my walk this past year and, you know, it manifested in some really cool things. And it's nice when we actually do walk our walk and we're like, oh yeah, this really works.

Speaker 1 ([00:07:02](#)):

<laugh>. Totally, totally.

Speaker 5 ([00:07:05](#)):

Uh,

Speaker 1 ([00:07:06](#)):

The one, how about you? What's your repeatable advice?

Speaker 5 ([00:07:08](#)):

You know, one of the things I think I've said, and maybe you all have uh, heard it or said it yourself too, is when I'm working with actors is stop worrying about what anybody else wants or stop worrying about what casting directors want. Stop worrying about what you think the director or the producer they want in these auditions or these scenes. It is something that I have repeated so much at nauseum, but in a good way. I think it's getting through to actors. I think they're understanding that auditioning is kind of like acting or auditioning is kind of like being on set. The old way we used to think about it is, whatever we did in an audition, we're gonna bring it to the set. But like, they're not looking at this always like that. And so stop worrying about I, what do the cast cast directors want from me to book?

Speaker 5 ([00:07:51](#)):

That's not what we should be worrying about. They, the newflash, here's a spoiler alert. They want you, they want you. But if you're not tapped into you and what you bring and what makes you unique and trusting yourself and bringing the confidence to that, then you're gonna be, it's like this empty shell. And I think a lot, a lot of it, you know, stem from also me coming off of a show and having to get back into what do I really think about these characters? Or what do I really think about these people? Instead of like, oh, I've been on a set before so I know how to move and step here and do this. And it's just like kind of permeated that way.

Speaker 1 ([00:08:25](#)):

I love that. I love that. I also love, you know, some, there's a thread that I'm fighting through this a little bit is like, at least you started when you said your own taste level is even a part of that. Like, that your own taste of like your own desire. This is how I think this character, this is what I think this is about, as opposed to what does someone else want in it. And then that, you know, I love what Monica brought to is like, and none of that gets to happen. Get a good night's sleep, drink some water. Like the, the, there's more than the basics of that. I wanna make sure that I'm saying that, but like that, that we, we filled this empty cup. Can you say that phrase again Monica? Cuz it was so good. The last one you said like, instead of what's left, whatever you said, I was like, that is me, that is me. That is me. Sometimes

Speaker 2 ([00:08:59](#)):

That's, that's been me many times, which is why I'm drilling it into everyone else's heads. Like, you cannot give from an empty cup. And when you do finally take care of yourself, you will be bringing the best of yourself rather than just what's left of yourself.

Speaker 1 ([00:09:14](#)):

Yeah. Tell how dare you read me on my own freaking show. Heidi. What's some advice that you're saying over and over again?

Speaker 3 ([00:09:21](#)):

Well, something I say all the time with actors and to myself, because I'm a recovering perfectionist, I deal with it every day, um, is to focus on connection, not perfection on social media. Uh, I've had viral posts, I've had clients who have had viral posts that have surpassed mine. And guess what, none of these posts were perfect. In fact, one of my best

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performing posts ever on any platform had a huge glaring grammatical error right in the center of it, <laugh>. And it still went viral. And why? It's cuz it connected with my audience on a deep level. Um, it didn't matter that it said a instead of Anne on it, right. <laugh>.

Speaker 1 ([00:10:00](#)):

You remembered. Has the recovering perfectionist noticed though?

Speaker 3 ([00:10:03](#)):

<laugh> I remembered I have a college degree and you know, it <laugh> Yeah, I, I've dealt with this a long time and, but what I've realized and what I teach, um, you know, on social and with my clients is, you know, trying to be perfect on social media with your posting, it leads to posting paralysis or what my community calls f fear of posting. Mm-hmm. <affirmative>, you know, where you find yourself staring at that tweet, staring at that caption forever tweaking it, and most of the time you just never end up posting it. Right. And you just have to know your, your videos will never be perfect. Your tweets may sometimes have a typo, thank you, auto correct right <laugh>, but just post them with the intention of making a connection with your followers, even if it's, even if it's just one person. Okay. Mm-hmm. <affirmative>. And just remember that on social media it is about connection, not perfection.

Speaker 1 ([00:10:53](#)):

That's so good. That could be taken in so many other places. We're thinking about our marketing as well. I think we really have that. We have that, that disastrous, like if I say this the wrong way, they're gonna hate me and never call me in again, or they're never gonna talk to me again. Or I did the wrong thing by sending a thank you because I'm more worried about how I say it than sending it. Right. Emily, how about you? What's some stuff you're repeating this year you've been finding yourself? Saying again, it again,

Speaker 6 ([00:11:15](#)):

<laugh> so many things I could choose. It was hard to choose just one thing. Um, but I think the, the main thing I've been repeating a lot and to myself to take my own advice is don't create in a vacuum. So we help actors learn how to write. They learn story structure and they have an idea. And a lot of times what I see actors really struggle with is this idea that they should, that they know more about writing than they actually do. So then they sit at home alone at their laptop and they try to figure it out by themselves. And then it leads to what Heidi was mentioning, that paralysis of like, I need to think about this idea and it has to be perfect before I can get it down on the page, but I also don't know how to get it on the page.

Speaker 6 ([00:12:01](#)):

And they sort of spin around in this painful place for a very long time. And one of the things that I love about what I get to do is feedback groups, creating a script. Of course you have to do the writing by yourself, but there's something so magical that happens when we come together in collaboration, in support of one another. And there's, uh, you know, this magic that happens that someone else can see something in your script that you didn't see or uncover something that, that was there the whole time that didn't quite click with you or give, uh, one piece of feedback that kind of unlocks this amazing turn that your story can take. And I had to take my own advice on that as well because I have had a, uh, script, I've been kind of writing on and off for a long time in a vacuum <laugh>. Mm. And I finally Louis like, wait a minute, I run a feedback group, like I could come to to the group too. And so I finally totally pushed myself to really get it

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done and then I was able to finish the script, which is very exciting. Um, but yes, don't create in a vacuum, get yourself into a group of other creatives. It just, it makes the process so much more enjoyable and it keeps you moving towards some momentum.

Speaker 1 ([00:13:24](#)):

Yeah, I love that. One of the things, Emily, it reminds me of this phrase, my own best thinking got me here. That's a phrase from, I'm not in recovery, but I'm no kind of people who are but your own best thinking got you're here as a phrase. It, they, you they will be using, they use. And so I was like, some other thinking needs to interrupt the thinking that you've got in your own head to help you, to knock you off your, you know, and especially when someone says, I know I'm gonna write something, and they sit down and they're buying them like, this was really too hard. I need to walk away. And that, that, that, you know, you have those many moleskin notebooks full of no ideas that never get opened after three years and 10 years that that's full of ideas that got started or 20 pages got written and then you put it back down again. And that other part of that feedback loop that I think also shows up, and I'm sure you see this, is you're like excited to have those people you've created safety with. Hear it. Yeah. And to share it. And like, I'm, I'm doing the writing because I can't wait to share it again as opposed to I'm doing the writing just to get it right. Which is kind of ties us all together. Joe Kelly, definitely. What are you, what have you been repeat to people? Yeah,

Speaker 7 ([00:14:23](#)):

Well definitely ties all together. I keep repeating a question, which is, are you being really interested right now? Or you trying to be interesting? And they're of course very two very different things. Are you being interested right now in your human experience in this moment, in this room, in this tape with this character, with this story? Or are you trying to look good in it? Are you trying to be interestingly perceived from the outside? Right? Because whenever anyone gets stuck, it's because that presence in being interested, paying attention and focusing is no longer there. And you're focusing in the next moment. I'm trying to be interesting, I'm trying to manipulate the outcome. I'm trying to look good, I'm trying to do it right. Whether it's in writing or in acting and going back to the, you know, to am I good enough? It doesn't even exist.

Speaker 7 ([00:15:18](#)):

Good enough is an invented concept. The question is, are you human enough? If you're human enough because you are human, what you've got going on is interesting. It will be interesting if you would just be interested enough in what's happening right here, right now. It's everything. It's the only reality that exists. Everything else is delusional for you to try and be interesting in the future because you think that what they want is this thing. And if you push that thing, then you will hit the mark. I mean it's, it's absolute delusional. It doesn't exist. What you have is right now, stay interested in your experience in your character rather than your ego. Right. Because when I'm trying to manipulate the outcome, I'm paying attention to my ego's needs. I'm not paying attention to my character's needs. So just stay interested and if you stay interested, it keeps you away. Or far Or is that English? It keeps you away. Yeah. It keeps you away. Uh, or far from trying to be interesting. <laugh>, I should worry more about trying to be interested

Speaker 1 ([00:16:26](#)):

<laugh>.

Speaker 7 ([00:16:27](#)):

You know what I mean? Does that make sense?

Speaker 1 ([00:16:30](#)):

Yes, totally. I think it, it also makes a lot of sense because I think, you know, I'm sure we all of you have seen an actor or sat down with an actor or that anyone listening has been an actor with in a class or somewhere where the actor is so focused on the outcome, the outcome, the outcome that you doing it right, you are. Yeah. Yeah. And it's not, and it's, and you, it can be a little frustrating to be in that class with somebody, somebody cuz you're like, you so want to see them beyond what their focus. Right. I'll say the one thing that keeps I were saying all year is, um, and I dunno if it aligns with anything you say, you guys will tell me if you make a connection to what I'm saying here is, uh, the, to be a rebel.

Speaker 1 ([00:17:05](#)):

And what I mean by that is to let go of ideas of how you have to create or have to make something, um, even if they're given to one of, by the brilliant people who are in this room right now. And I think we would all agree as like, these are, we give you a a container and then you have to make it your own. It's like when you go to a class and you learn a technique, cool. You learn the technique, then how does that technique fit on your body particularly? And what about today on your body maybe that that isn't triggering you in the way that it needs to to get into that scene or whatever that thing you're recording or whatever it is that it's not, it's not, it's not filling you. And so I've been very much, um, advocating for my, my clients to here, let me tell you how Brian's take on that. And then what's your take on what I just said? What's your, how do you own that more? So that's more yours and your, you're take my whole cloth if that feels right to you. But don't agree with me if it's not authentic to what you actually are gonna follow through with, I guess is a way I would say that too. Yeah. Um, okay.

Speaker 2 ([00:18:00](#)):

I think that all goes together, Brian.

Speaker 1 ([00:18:02](#)):

Yeah. Tell me how did you see it? Tell me, tell connect the dots for me because I want

Speaker 2 ([00:18:05](#)):

The through line for all of this is like that perfectionism sort of thing, trying to do it right. Trying to be different, trying to be enough, trying to be interesting, trying to do it right. Right. And I know we talked about this last year at this time. Is that perfectionism, that kind of all or nothing behavior, it leaves you with nothing. Yeah, we become paralyzed. We choose other people's, you know, ideas rather than our own. We try to do it right. We're worried about what everybody thinks, what other people are doing, what their journey is, what are people, you know, all of that rather than just being on our own brilliant path. Right. Because when you do try and make it perfect that it's like doing, you end up doing all of it or none of it. Right. And like I said, it always, the all or nothing thing, just it leaves you with nothing.

Speaker 1 ([00:18:54](#)):

Leaves you with nothing. Yeah. Yeah. Did anybody else have any reflections before I move on to Yeah. Elise, did you wanna say

Speaker 4 ([00:18:59](#)):

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Something? Yeah, I really, I really connect with the idea of a rebel. And I think that, um, we're all pack animals. And so especially in this industry for so long, so many of us have been trying to do it right, quote unquote Right. Whatever that is. Whatever. And it's really like, there's so many sy we'll get it really deep into this, but there are lots of systems of oppression in our industry. And so being a rebel can be scary. And, and some people might not like that. And I think we have to get over that. Some people aren't gonna like us, like any great performance. Some people are gonna love, some people are gonna hate any great actor. Some people are gonna love and some people are gonna hate. So just get over, like get over that. It's hard <laugh>, I'm not over it yet, but it's like a daily, but it's a daily practice of of that. And I think surrounding yourself with people who are also after that, like this whole group here, we're a bunch of rebels breaking down gatekeeping in the industry, empowering people. And so, uh, it's been really helpful for me to just make sure I keep surrounding myself with people who are also interested in finding their authenticity and, and, and sharing it even though it gets scary and some days are easier than others.

Speaker 1 ([00:20:15](#)):

Yeah,

Speaker 5 ([00:20:16](#)):

Yeah. You know, I I would just add to that, that I don't know, I don't know if this is, nobody looked this up a synonym for, for, for a rebel. What I've been using is pioneer, right? Um, because I think a lot of, of of actors I've been saying, you need to be a pioneer in, in, in your, in your career. What do we mean by that? Dewan? You know, I, we laid out this beautiful plan with one of my v i p clients about, you know, she was like, Quinta Bronson, I want to be like her showrunner. She had her own thing and now she's like, they're winning all theses and all that stuff like that, you know, whatever. And then we laid it out where she was gonna write and she's gonna do show running and she's gonna do it. And she went back and she said, she, I said, how, what do you think about our plan?

Speaker 5 ([00:20:53](#)):

She's like, well, I don't want any agent to see this and think I'm not a, uh, serious actor because you're supposed to always only do acting. And I was like, this has to stop. Name names you all, you are a pioneer in your industry, in your career. And if you want something like Quinta bro Brunson, um, has, if you want something like Isa Rae, then you have to trailblazing your own path. Take their stuff. But no, what we want to do is not understand that we are brands, right. That it has changed. And that old thinking of, oh, I have to do it this same way. That's not working for a lot of actors by the way, y'all <laugh>, that is not working like 90 plus it's not working. Well what about this other way? And so I like I've been saying, you, we need to be a pioneer. And sometimes when those people were pioneering, they didn't have a path. They were scared, they didn't know which way to go. And so, you know what Use and Emily, where you can have a feedback group, use a Monica where you can have, like I can tell you all your health stuff, all that stuff, social media,

Speaker 3 ([00:21:53](#)):

Your social media I should say. Like they're so scared to put themselves out there on social media. You've got a virtual stage to put yourself there. Why are you so scared? You know?

Speaker 5 ([00:22:03](#)):

That's what I'm saying. And I've told 'em like, this is a brand, so I, I I love Rebel, but I think everybody's like rebel. But I'm like, what if you just switched it to let's be a pioneer here. I love it. Also,

Speaker 6 ([00:22:13](#)):

You jump in, I have to jump in about the pioneer word. Pioneer. Yes. That was one of the reasons why I called my company Pickford West. It's based on Mary Pickford and May West, who were phenomenal pioneers of early Hollywood before Hollywood really was established and had knew what it was. And the gatekeepers were all in place. It was sort of this wild west that no one knew what it was. And they were two amazing pioneering women who took their success into their own hands. Uh, Mary Pickford started the first ever, um, production company run by actors in like the 1920s. Like it was absolutely revolutionary. It was unheard of. And it was called United Artists, which is a, a brand that has lasted. And Mae West was this amazing pioneer of sex positivity. She was, uh, a huge advocate of gay rights in the 1930s when that was not, it was a dangerous thing to be. She wrote her own content. It was very, um, like a lot of brilliant sexual innuendo. She was the, is that a gun was having a <laugh>, which is a like another pioneer whose brand has stayed around because it was so unique and so tailored to those women. So I, yeah, I'm all for pioneering your own path. I think it's so empowering and so necessary and, and possible in this era of technology and social media, we have access to create whatever it is we wanna create and then showcase that on a global stage.

Speaker 1 ([00:23:57](#)):

Mm-hmm. <affirmative>. Yeah. Joe, what did you want

Speaker 7 ([00:23:58](#)):

To add? Can I Yeah, yeah. That pioneer, you started a movement. Hold on. Um, I think it's also important for actors to remember like what, what is acting? It's not running around trying to get auditions. What is it? It's modern mythology, right? It's, it's started in the caves. It's people trying to connect with each other to say, Hey, I experienced this. Let me tell you how that story went so that you can benefit from that experience and try to play with it yourself. Right? It's modern mythologies and, and people are crazy about actors and stories because it does help us, the audience to get a little bit of insights on how do I do this tragic thing called life? Like how do, how I don't know how to go about it. Like by the time I've learned how it goes, I lose everything I had and everyone I loved and then I die. And you have stories who were there. Therefore they have to be told by pioneers, they have to be told by, you know, warriors of the heart, like open-hearted, daring, brave, rebellious pioneers who can wake everybody up and remind everyone of what it is. What is, what is it like to have a human experience? What is it about, what can it look like, what can it also look like? Like that's what story is here for and that's why it's always been there and it will always be there. So you can't have half-ass pioneers leading

Speaker 1 ([00:25:32](#)):

Those stories. You end up, you end up in the grapes of wrath with the half-ass pioneer. You, dusty, dusty, dust bowl of it all.

Speaker 7 ([00:25:40](#)):

You, you, yeah. You need full blown,

Speaker 6 ([00:25:43](#)):

Full. Be

Speaker 1 ([00:25:45](#)):

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Full, full Heidi. Yeah. And Heidi, how do you relate to this? Because I feel like you have like the direct route to do this. I would love to just have you weigh in here a bit cuz I feel you must see people.

Speaker 5 ([00:25:54](#)):

Is Heidi like over there like rubbing her, like filing her nails, like social media,

Speaker 1 ([00:26:00](#)):

<laugh>? This is what I said. Yes, totally.

Speaker 3 ([00:26:02](#)):

Well this goes back to the, the fear of posting, the fear of putting themselves out there. Um, every day I, I talk to a client, I talk to an actor on social media and they're afraid to dive into who they are. You look at their social media and it's all self tapes, which it shouldn't be. It's all actor, actor, actor. Like they're afraid to put themselves out there and a little bit about who they are as a human, which is really what makes them special, right? Yeah. So it's a in, you know, for me it's um, it, it's a interesting, uh, I'm trying to find the word. It's just

Speaker 1 ([00:26:40](#)):

<laugh> interesting feels way too kind. I mean like super frustrating, annoying, like please, yes,

Speaker 8 ([00:26:46](#)):

<laugh>, I

Speaker 3 ([00:26:46](#)):

Was trying to put a nice word, ok, <laugh> it, it's very frustrating for me because if I'm able to put myself out there and do some of the silly content that I put out there, why can't they do it when they're performers and they're actors and it can actually get them cast? I can't tell you the amount of clients that I have that are creating content, that are getting managers agents, they're getting called in, especially from reels and TikTok because they're putting themselves out there on the stage that they have here. So what are you afraid of? Are you waiting for, to get that audition? So to get that job so you have that stage, you know, on screen or you know, on stage to show people what you, what you got. You've got it, you are enough, right? <laugh>? Yeah. You've, you've got it. So start using the tools that are there and are not going away. I had that conversation with an actor today. <laugh> Instagram is not going away anytime soon. So now's the time to use it, to use it to share your talents with the world. It's society. It's the best. Yeah. It's the best time ever to be a da actor because of social media right now,

Speaker 1 ([00:27:48](#)):

And I don't know about y'all, but I, and I'll just, this is, you can tell me I'm wrong, Heidi, but I get my news on Instagram and TikTok. There's the places where I get them. I also will go to the New York Times. Of course I'm also that person as well, but also like I will get, some of my news is coming through there. So like we are really looking at it in a lot of ways that I think we might not have related to it in previously. Like we are, it's not just about pretty pictures at all. That might seem a little mundane or kindergarten level talking about social media. But I think that a lot of us are going there for different reasons. And one of the things that as you think of as you talked about this Heidi, what I kept thinking about was when I was first in my, when I was acting, I, I, I was successful with the commercials, right?

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Speaker 1 ([00:28:22](#)):

And I just, the going to so many commercial auditions, I was no skin in the game because like, you're gonna pick me cuz you like the way I look and I did a good job, not just because I did a good job. Like 20% is do a good job, 80% is the way you look, is the way I related to commercials. And I feel like social media gives a muscle a habit of put yourself out there. That could be a little bit easier to do that if you've, you can keep doing it over and over. Like, oh, I've worked the muscle, this is a habit. I'd be so scared of it if I'm doing it here. Right? So I love that.