

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

23

00:02:58,100 --> 00:03:12,180

Today's guest is a true New Yorker, born and bred. Pete Luna has been in New

24

00:03:12,200 --> 00:03:19,060

[brian]: York his whole life, and he is a first generation American of Mexican and Irish descent and he wanted us to share this with

25

00:03:19,120 --> 00:03:27,820

[brian]: you. He has never had a manager or agent before. In the twenty years of being an actor, he puts in the sweat in the effort

26

00:03:27,920 --> 00:03:36,760

[brian]: to work on his craft, to try to get auditions on his own, but not until he started to, well, I would say, describe

27

00:03:36,820 --> 00:03:43,940

[brian]: his own Sto, Or with the truth of where he's been, describe his own story, honoring the winds and losses that he's had. Was

28

00:03:43,980 --> 00:03:51,340

[brian]: he able to attract in that right rap? And Pete is such a character. He's kind. He's so much fun. You're going to hear

29

00:03:51,420 --> 00:03:57,400

[brian]: that come through through out this interview, so I can't wait for you to hear about his experience in reaching out to

30

00:03:57,460 --> 00:04:04,960

[brian]: representation. He got a lot of responses. He even heard back from C. A. A at one point, So I can't wait. You hear from

31

00:04:04,980 --> 00:04:11,160

[brian]: him in his own words, particularly because he's such a color And fun character and if anyone is listening, who has

32

00:04:11,200 --> 00:04:16,680

[brian]: decided like representation is never going to happen for you or that it's going to just have to be something you slog

33

00:04:16,840 --> 00:04:23,460

[brian]: for for a long time. I want you to hear that it wasn't that difficult, for he just had to change the way he was reaching

34

00:04:23,680 --> 00:04:25,320

[brian]: out. All right, let's get into it.

Speaker 1 (00:31):

Pete Luna, thank you so much for coming to the show today. I'm so glad you're

Speaker 2 (00:40):

I Yes. It's thrilled I got to, you know, I got to meet you in person, <laugh>.

Speaker 1 (00:44):

Totally. It was

Speaker 2 (00:46):

Well a couple weeks ago and that great.

Speaker 1 (00:47):

Yeah. So, Pete, Pete, so Pete has been a student of mine. Uh, we're gonna get into like your success with representation, but you know, I, most of my classes are taught online, but I am such a person who has a beating heart for let's meet in real life as much as possible. And now that we're in 2023 and things feel like a little bit more okay to be meeting in the real world, we had a meetup in New York City and I got to see Pete there and that was the first time I got to hear about some of your incredible success with your new representation. And so I was like, you have to come on the podcast and share the story cuz it's too juicy.

Speaker 2 (01:17):

Yeah. I, I I still can't believe it. <laugh>.

Speaker 1 (01:20):

I love it. Oh my God, this is great. So, okay, first of all, uh, share with everybody your results. Tell the story of where you're at right now and how you landed your manager. Let's start right

Speaker 2 (01:29):

There. Alright.

Speaker 1 (01:30):

Um, and it's, I don't even, you have to tell me manager aj, tell me the whole story. Give give the, give us the whole spiel. The

Speaker 2 (01:34):

Whole story. The whole story. Okay. Well really it's, a lot of this has to do with the fact that I'm a, I'm a reader on a website called We Edition, but Oh yeah. I

Speaker 1 (01:42):

Love re audition.

Speaker 2 (01:42):

Yeah. But, but yeah, but that, but reading with that, I've been reading on that for two years and I've become a kick reader. I mean, okay. And I'm, but then Brian's right, this is without a rep, you're not gonna get these auditions. So I'm seeing these actors getting these auditions that it, I couldn't crush that roll. I mean, crushed that roll. Oh yeah. You know, it was so, it was, you're getting hungry.

Speaker 1 (01:59):

It was good cuz it was making you hungry is what I hear you're saying.

Speaker 2 (02:02):

Yeah, exactly. Right. And it set my confidence through the roof and they got me. Okay. Now I, because I got the program I think back in March of last year, and I kept, and I was kind of hemming and haun a little bit, kind of, you know, meaning

Speaker 1 (02:13):

Agent goals meaning like jumping into agent goals after

Speaker 2 (02:15):

Agent goals. Yeah. And I'm sort of pacing myself a bit. Got it. Great. Uh, and then I got, and then I realized, you know what? I just, you become what you focus on, which I think is, a lot of people have said that, but yeah. So

I, okay, so, so the next two months I'm just gonna focus on, on, on uh, getting the, uh, getting the representation, just doing what I can. Right. You know, I Yeah. It's what I, you know, we can't, I can control that. I mean, I can't control somebody opening the email or not. Right. And then, uh, uh, yeah, so I got you, you've vetted the email and uh, and that was great. And uh, and I sent it to, uh, a number, a large number of people. Okay. Uh, and I sent it right around, uh, Thanksgiving weekend. So I immediately got some responses. Oh, this is great. This is great. Oh, you're outta the office. Oh, <laugh>.

Speaker 1 (02:57):

It's some auto responses is what you, what you got

Speaker 2 (02:59):

Auto response. Oh. Auto response. Uh, but that counts. So it's open <laugh>. Right. Um, and then I got, um, and I got an e email and I got an email from, um, a rep here in New York. Right. And we, we chatted on the phone. She's from New York. I'm from New York. Did she

Speaker 1 (03:15):

Call you first? Did she emailed you first?

Speaker 2 (03:16):

She emailed me. She emailed me. And, uh, cause I got, I did get a lot of them. I, I did get a one from, uh, c a a

Speaker 1 (03:23):

Wow. And

Speaker 2 (03:24):

Said, yeah. They said, we're gonna send your links back. Well, I don't know how you do that <laugh>, we're gonna send you a links back and we're not gonna open them and we're gonna delete your name from our system. Good luck with your, good luck with everything. So I think that's Okay. Great.

Speaker 1 (03:36):

I didn't know your name. My name was in your system beforehand. Interesting. <laugh>.

Speaker 2 (03:39):

Well, okay, you're looking for me. Ok, great. Right. Yeah. Um, so

Speaker 1 (03:43):

My, uh, so you this one manager?

Speaker 2 (03:44):

Yeah, I got an email from her. Yeah. Would love to chat. And I chatted with her and I said, Hey, you know, but then I was like eager. I thought, okay, I'll, hey, I'll come to your office cuz you know, in person, I live in New

York. You're in New York. And she, oh no, we'll we'll chat on the phone. And then, um, oh, she really loved my resume. Great. On actor's access. Yeah. Because I did it through, cuz I did your audition magnet, uh, course, which was just fine tuning before that I never even thought of slates. But now I have slates, all my headshot of slates and seven

Speaker 1 (04:13):

Seconds. We love that. We love get

Speaker 2 (04:14):

The few seven seconds to show your personality and it's great. And yeah, she mentioned that, that she didn't, I loved, I loved the way that resume looks. I thought Okay, it's Brian's very good <laugh>.

Speaker 1 (04:23):

That's the work that you did though, Pete. So you had this meeting, but wait, before we get to the meeting, how did you get, how many meetings did you get? Did you just get the one meeting, which is great, but did you get any other means besides

Speaker 2 (04:31):

I got a lot of, I got some emails saying, Hey, send us some more information. And then Got it. Um, I got a few of them, but when I got that one I thought, all right, well let me see you. It turns out that was the right, it was the Right, right, right.

Speaker 1 (04:41):

Question.

Speaker 2 (04:41):

Yeah. Great. Yeah. And I looked at, and

Speaker 1 (04:43):

I wanna just, yeah, I wanna remember, I wanna stop you for a second cuz it's important that we think about this cuz a lot of people will come on the podcast and they got 18 meetings or 12 meetings or six meetings or whatever on me. And we really only want the one that's truly a match. And your trajectory once you started working with this manager is pretty fabulous. Which is,

Speaker 2 (04:58):

I can't believe it.

Speaker 1 (05:00):

So tell us a little bit about meeting her and like where you are now with that work

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Speaker 2 (05:04):

You're doing here. Well I did, you know, once I got the, once she emailed me saying, Hey, you know, I'd love to talk with you. I looked at a roster and I said, okay, there's nobody, there's not a lot of guys like me because it's a black own, it's a black owned company, they're great. Right. They have agents, they have offices in Atlanta, uh, Chicago, New York and la which means I'm rep in all four of those markets.

Speaker 1 (05:22):

Ah, it's amazing. We love a commercial theatrical. Yes. Oh that's great. Yes.

Speaker 2 (05:26):

And uh, so we, we chatted and uh, she's from New York. I'm from New York. We both, we both love, I'm never leaving New York. I love it. We chatted, we really connected. Great. I love the energy, you know, that she had. And uh, and they were looking to fill their, I really, I came, it was the right time for me because I'd filled a hole in their roster cuz they were looking to, they were looking to, uh, work with people who are genuine New York actors as opposed to New York local hires. They have a lot of Got it, got it. I mean, of course if I go to Chicago, I wouldn't be a Chicago local hire, but Right. You know, so, so they don't don't have a lot of Yeah. They don't have a lot of genuine archive. Genuine Yorkers. Yeah. Yeah. Great. Um, and I signed a one year contracted. Great. Um, but

Speaker 1 (06:07):

You just got an audition recently and booked it or something. Tell

Speaker 2 (06:08):

Me that story. I got, I got an audition. It was, yeah, it was, there was one audition I got for a commercial, but, but, but I really don't count that one. Uh, and I'd gotten a, uh, I'd gotten an audition cuz I told, I said Gabrielle's my agent. I said, listen, I can play cops and detectives all day long. Yeah. Especially the, the, the the ones. Yeah. Uh, as it turns out, um, according to a woman I used to date, she says, yeah, yeah. You know, you're no, you're the cop <laugh>. Oh, okay. Fair. Okay, good. Um, fair enough. And, um, I got an audition for, I actually say what it is, it's not a non-disclosure, it's uh, so I got an, I got an audition to play Detective on Law and Order. S v u

Speaker 1 (06:46):

Great.

Speaker 2 (06:47):

This is, it was, it was a Friday Audi, I got it on a Friday night. It was due on Monday. I say,

Speaker 1 (06:51):

Wait, wait, wait. Stop. I have to stop. Pete. I need to make sure people get this. Pete has never had agents before. Is this correct? Right. In

Speaker 2 (06:58):

Your entire career? I went no agents to four agents. This is the first audition I've gotten. It's cuz I mean, I, you know, actors access, you get 'em on your own, but it's,

Speaker 1 (07:08):

Yeah. And Pete, how long have you been in the business?

Speaker 2 (07:10):

Uh, 20 something years. That

Speaker 1 (07:12):

Is wild to me. Yeah, that is, it me off. I'll just say it me off a little bit. I'm just really happy that this is where you are now. But it me off because I wish it was sooner. But before you go too deep into the story, I just wanna make sure everyone hears the right match at the right time. Putting yourself out there in the way that you did. Which is, remember this, is this your first network? Was that your first network audition or no? Yeah, yeah, yeah. So just everyone clock that, that if he didn't ever hit a network, that means Pete didn't have any network credits before. Right, right. But we were capturing the story of being in this career for the past two decades in a way that made you very understandable to this new manager or agent or manager. I'm sorry, say agency or manager? Uh, agent. Yeah. Agent. Right. Who has offices around the country who is willing to say, I would like to sign you cuz I believe I can get work for you. The work that you haven't had in the past. Instead of show me you've done the work before and then I can start working with you. I just want everyone to just clock that before we get

Speaker 2 (08:06):

Too deep in here. So I have no credits. Yeah, I have no real, I mean, it's a couple of self tapes. I did that, that was, that's my reel. So I can access, I've got a couple of scenes like this where I'm doing, you know that. Yeah. Nothing. Yeah.

Speaker 1 (08:18):

Oh wait, anyone's watching. If you haven't watched us on YouTube, you should head over because Pete's setup is pretty sweet. He looks great right now. So check it out.

Speaker 2 (08:26):

And this is, this is how I look all the time. I mean, I mean, I mean of course there's a little filter on there that makes me a little bit better than I am. Sure, sure. Uh, yeah, this is, um, but yeah, this is my default setup's a whole. Great. Um, so yeah,

Speaker 1 (08:39):

The, for a Law and Order, which is like last, so I get this

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Speaker 2 (08:41):

Show, I get this audition for Law and Order svu U and i, my reader. Cause I booked the, my reader and she's an expert with procedurals for this jo for the Jonathan Straus office. Yeah. So she knows she's never worked on the shows, but she's taken taking online classes with them so she knows what they're looking for. Yeah. Yeah. Uh, so we knock it out of the park.

Speaker 1 (09:00):

Oh,

Speaker 2 (09:01):

And I, it was due, it was due Monday. I turned it in Saturday night. I said, this is easy. But I had so much fun with it. Yeah. But then I realized that the audition is the win. I said, this is an incredible, I I didn't expect this opportunity. Cause I, actor friend of mine said, listen, you got a audition already. What the? Wait,

Speaker 1 (09:17):

So let's remember you signed, so wait, so you signed basically, let's say beginning of December,

Speaker 2 (09:21):

Right? And I got the audition, it was January. So I got the audition

Speaker 1 (09:25):

Early June. And so we're, and we're talking right now at the end of January. So within two months. Right. The first network audition. And you booked this thing, didn't you?

Speaker 2 (09:32):

I, no, I didn't book it, but I did get, but I got the, so I got, so they get the off, they get the, uh, Jonathan Shau gets the audition Yeah. Due Monday. And then I get an email from Gabrielle. I said, listen, they want you to read for F B I during the morning. Can you do it? Yes I can. No problem. Yeah. Uh, and I knew nothing about the character. We're trying to figure out my, my reader in the same reader. We're trying to figure out what's going on there. Said what? You know what? And I just, you know what, I'm just gonna be myself. And it's like what Brian Cranson says, you don't walk in the room to get the job. You walk in the room to do the job.

Speaker 1 (10:03):

Yeah. Great. Yeah.

Speaker 2 (10:04):

Puts so much pressure on ourselves. Yeah, yeah, yeah. Yeah. And it's just, cuz I, cuz I've just, again, I, I did three takes and the one scene, the first scene I did, I did the, we rehearsed the, did the rehearsal take. So, okay, let's go. We're good. Great, great. We moved on one take. Got it. That's it. Got it. Um, and I get pinned for that. I get enough.

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Speaker 1 (10:23):

Awesome. So I just want everyone like, so, just so we're clear cause we're really talking about representation now and Pete's sharing a little bit of his process here. But I want you to hear first audition for Network Ever with First Agent in my life. Got the audition, didn't get booked, got asked to submit another tape, which I think is actually a bigger win. Yeah. Because it says we like this people's work. He's not right for this role. We wanna give him something else. I think that's so much more gravy than just Booky cuz booking, it's like a one and done. And then you have this solution for a different show with same office casting. And you nailed that one. Great. Awesome. Yeah.

Speaker 2 (10:54):

And what happens, and I get an email from Gabrielle, listen, they, they, they love you and they lo fingers crossed. What? I

Speaker 1 (11:01):

Love that you get feedback. They love you. You, that's awesome. That's amazing. The

Speaker 2 (11:05):

Second audition I got, I'm Pin What?

Speaker 1 (11:07):

Yes. Oh,

Speaker 2 (11:09):

That's awesome. And then I get another audition for F B I, uh, to play a, it was a, so it was two cops, it was a detective and sort of an, like a crooked cop.

Speaker 2 (11:20):

I get another FBI audition. Yeah. Um, which I don't, I haven't heard back yet. But,

Speaker 1 (11:29):

But, but what I would hear is the repeat customer. This office is already a friend. Already a fan. Yes.

Speaker 2 (11:33):

Right. Right. Now they know. And then my actor friend said, listen, it a matter of time they like you and they're looking for the right role.

Speaker 1 (11:38):

Totally. Totally. That's totally right. Yeah. And I know, so I, when I was in actor in New York, Jonathan Straus used to teach at the studio where I worked. So I know Jonathan really well and he loves to award actors that he sees over and over and over again. So this is, you're, you're right on the track there. I love that. And this is all from that first agent. So take us, so take us back a little bit. Okay. In inside of Agent goals a little bit. So

you've been in this business for two decades. It wasn't like, like you never tried to reach out to an agent before. Right. What was different this time for you? What felt different for you?

Speaker 2 (12:07):

You know, I thought, you know, oh, if I'm gonna wait till I'm ready, it's just, you know what, I, I just, cause I knew, cause I knew as, I mean doing that, doing the whole, um, the agent goal was really helpful to narrow down what my character types were.

Speaker 1 (12:23):

Yeah.

Speaker 2 (12:25):

Um, so for anyone who has a, who was trying to figure that out, just ask yourself, if you're in an a waiting room, auditioning for role, what other actors are there with

Speaker 1 (12:32):

You? Yeah. Okay. I mean, who was in a waiting room anymore though? That's the hard part. Now it's

Speaker 2 (12:36):

Harder because I know it's virtual. But if it was a real email back in the day. Right. Which wasn't that long ago. Right. But, yeah. So that's a good way to, to can figure out your types cuz a lot of people have problem with that. But I'm lucky if I didn't figure this out. I, yeah. So now I know I should, I mean, I'm getting the auditions that I'm knocking outta the park because they, they're right. The roles are right for me. Cuz I know what I can do. Right. Yeah. I know how good I am. Right.

Speaker 1 (12:58):

I love that.

Speaker 2 (12:59):

I love that. It's not like Dizzy Dean says, ain't bragging if you can do it, but it's, yeah. I'm just, but it's, and I've had the confidence because before I did the program, I didn't really have the, so I sort of, it gave me a, like a map. Okay. So I sort of just kind of, and it just gave me, okay, these are the steps and do this. And you put the work in and put the work in. It was a lot. And I did put the work in.

Speaker 1 (13:20):

You did. No, Pete, you really put the work in. Can you tell me, have you ever reached out to reps in the past? What are some other ways you've tried in the past?

Speaker 2 (13:26):

I did. Um, I did reach out to a rep and then she was gonna sign me and I filled out a questionnaire. No,

Speaker 1 (13:32):

No, no, no, no. I wanna know, I wanna stop. I'm gonna keep cutting you off cuz I wanna Did you use email? Did you go to showcase? Did you get a referral? What were the ways you were reaching out to reps in the past?

Speaker 2 (13:41):

I, I, I would, I emailed and then I, uh, you know, I, I asked for, you know, a couple of guys, friend actors gave me referrals, but Yeah.

Speaker 1 (13:48):

And what would happen there? Would it just like fall apart or just not come through? Or you wouldn't even,

Speaker 2 (13:53):

They didn't really Okay. I just sort of Okay. All right. They don't want me. Okay.

Speaker 1 (13:56):

All right. Because they would not be getting back to you essentially. Right. Yeah.

Speaker 2 (13:59):

Got it. Right. Yeah. So

Speaker 1 (14:00):

It's, which is painful. I think that's so painful. And like, I mean,

Speaker 2 (14:03):

It's a business. Yeah. It's a business based on rejection and

Speaker 1 (14:05):

Right. But did you have like moments when it would be like, okay, I'm gonna reach out to some agents and then would you back off for a few months or were you always constantly reaching out, trying to see if somebody would strike? Or what was your E energy?

Speaker 2 (14:16):

I wasn't, I wasn't consistent with it. Yeah. You know, I'd reach out here and there and then a friend of like, oh you. Yeah. And yeah, I mean people couldn't believe it. Like how do you, how are you not rep, uh, in long, I don't quite know, but Yeah.

Speaker 1 (14:30):

And anyone, yeah.

Speaker 2 (14:31):

Because I didn't do the work and

Speaker 1 (14:32):

Well, I think anyone who has that question is so great. How come you're not rep? I hate, I hate when actors have friends say that to them. I think it's so painful. But also like, cuz I haven't really figured out how to do it. Like Yeah. I need some help figuring it out. Right. So. Right. If you, this is, I love, I'm just so happy with your journey, Pete, and I think a lot of people would see you and be like, we know what your type is right away. Right. And like Yeah. But we have to own it so much. And I also think one of the things that I know about your story from when we start first started working together is kind of owning the past that you've had Yeah. Owning what you've booked in the past, even though it wasn't a network credit owning what you've already contributed inside of your acting career. Right. So if you had to identify like one part, I would say of agent goals that helped you the very most, what would you say that would be and why?

Speaker 2 (15:16):

You know, what was really, I got more out of those, uh, the, the videos, the q and as. I got so much out of those.

Speaker 1 (15:22):

So we were live together

Speaker 2 (15:23):

Because Okay. Oh, oh, okay. That, that's, you just answered a question that I had and it was just really helpful to see the examples of the, the killer emails and how you dish. Okay. No, nope. No, not forward. Yeah, yeah, yeah. You're, that was, that was, there were a huge help. Right. You know, and they were Yeah. And I, yeah. I've got, yeah, I think there was one, I even, I ended up rewatching parts of it because it was how, how useful it was. But, um, I mean we're all going through the, the same thing. It's just,

Speaker 1 (15:52):

I think what you're saying, I think what you're saying is also is like other people are asking questions that I didn't know I needed to a, I didn't know I needed the answer to like someone else has asked. Right. It's, it's, it's such a, it's weird cuz you, when you say that, Pete, cuz I'm, and I'm so glad you did because at this point, you know, been coaching for over two decades, it's almost statistically impossible that the question you asked has not been asked by someone else. Right. And maybe you, it's not exactly the same words. Yeah. And so the, the ability to see yourself in that other question is such a powerful part of being in a q and a. Especially when some other actors had the same struggles you had. There gets to be a camaraderie around like, oh, I understand what works and what doesn't here.

Speaker 1 (16:30):

And one of the other guests recently talked about how, you know, like, I'm joining, you know, I started the class and someone else was towards the end of their class and it really helped me to hear them talk about what they

were about to get done. Even though I was on day one. It was very helpful. So, um, what do you think, you know, in this journey that you had inside agent goals and in the journey you're still living now, what do you think is, you know, the biggest thing you learned about yourself during this process?

Speaker 2 (16:56):

That I thought, I can do this <laugh>. Yeah. I mean I, yeah.

Speaker 1 (17:00):

What does that mean to you when you say that? Even,

Speaker 2 (17:03):

You know, it was, you know, when I was, when I was younger, I, you know, I, my dad came to see me. I, I was in a, a show and I was really nervous cuz my dad was, I was studying at the at, and really the main reason I got in, I I, I took a friend of mine to see Goodfellas. Um, and he'd never seen it. I saw it and it's that sequence with, uh, um, the, the Dakota from America, the, oh. For months after la the body hall turning up all over. So that whole sequence, there's no dialogue there really, but I'm watching this. I said I'm be an actor mm-hmm. <affirmative>. And, and, and the following week I was working for my dad and the following week I signed up for classes. I said, well, if I'm doing this class on Saturday, I don't have to come in and work for him.

Speaker 2 (17:44):

Um, was good job. I loved it. Job. Good job <laugh>. Yeah. Yeah. I loved it. And then he came to see, you know, about a, you know, a year or so later he came to see something I did. And he, you know, he said, all right, so that acting thing, you got that outta your buck. You had a system there because you know you're not gonna be good. You're not gonna make this. Come on. This is, yeah. And I would listen to that voice, but then really when I did this, when I did, there's, there's a similar, there's a question that it's the questions you ask yourself. So I had to, so what really, I stopped listen at some point. I stopped listening to that voice saying, okay, you're not, you just not gonna make it. Mm-hmm. And it was just, it's really whatever question we ask ourselves we're going to answer.

Speaker 1 (18:22):

Yeah. Yeah.

Speaker 2 (18:23):

What has happen to me. Yeah. What does it happen to me? Because you're a loser because you're not good enough. Okay, well what can I do? What can I learn from this? Or what can I do? Or how can I move forward? But yeah. And I just real, but, you know, so I mean he passed away a number of years ago, but I mean, I'm, I mean, he would be thrilled.

Speaker 1 (18:39):

Yeah. I'm sure you, I mean, what I always hear inside a a parent saying anything like, you're not gonna make it or are you sure you want to do that? Is just like, I'm concerned that you're not gonna be successful, gonna be

unhappy, not gonna have money. All the concerns that can come up from a parent. Sure. There just doesn't, the language they're using isn't always the most general and supportive because you need someone to say, I love you and I'm worried about you actually. Right. More than I don't want you to do that. Right. So,

Speaker 2 (19:01):

Yeah. It's understandable. You don't want your kids to go through what, you know, you don't want some kind of pain your kids to suffer at all. Yeah.

Speaker 1 (19:06):

And when you're thinking about the agent goals process, where did that kind of intersect with what you just described? Was it in the beginning, in the

Speaker 2 (19:12):

Question? That was a, that was a breakthrough. There was a then an exercise. There was a breakthrough for me cuz I had to, I got, you know, some friends of mine and I would tell them the story about, you know, that that voice in my head that said, you're not good enough. And then, then I changed and then I, and then I was able to, to change that voice.

Speaker 1 (19:28):

Yeah. And

Speaker 2 (19:29):

Yeah. And I was, and I remember, cause I was, I did a zoom with a bunch of friends, a number of friends of mine and then, and I was gonna, you know, and it was just, and I just started to get teary as I realized, oh yeah, that was it. That was that. But I wouldn't have come to that realization if I hadn't done the program

Speaker 1 (19:48):

Interest saying, yeah. Also, I appreciate you saying that Pete. And I also think that part of what, what I, what I'm also hearing that is I might not have wanted to look at that moment had I not done the program.

Speaker 2 (19:57):

Yeah.

Speaker 1 (19:58):

It was painful moment.

Speaker 2 (19:59):

Yeah. It was, it was tough. It was tough to Yeah. I was, that had to stay with me for a while. Cause it was a tough thing to admit. Yeah.

Speaker 1 (20:07):

Also because you love your dad and you don't want to speak ill of your father who Right. I, my dad's dead as well. You wanna speak ill of your father who's no longer with us, but you also wanna be like, this happened and it left a mark. And I know it wasn't his intention, but it stayed. And I needed to do some healing around this before I was gonna be, or, or at least know it's there before I was ready to get the right rep for me.

Speaker 2 (20:27):

Yeah. Right.

Speaker 1 (20:28):

And I just love that story. The, the soaring that you're doing Pete and I am certain Yeah. That your father is thrilled

Speaker 2 (20:34):

With. Yeah, he would be. Yeah.

Speaker 1 (20:35):

Yeah.

Speaker 2 (20:36):

That's incredible. But I, yeah. Uh, I I, but this is all beyond what I, I and I thought, okay, well I got, I got a, I got a representation now my life. Wait, why's my life the same? Everything's gonna be better. Nothing's food tastes the same. What is the?

Speaker 1 (20:51):

Yeah. So what is, so what are you learning now that you have reps and you are getting some fancier or up higher level

Speaker 2 (20:57):

Auditions that you, you know what I feel like I, it's, yeah. I feel more professional. So wait, so yeah. All right. So now I can now when I'm read with actors. Yeah, yeah, yeah. How's your age? How's my age agent? Okay, well here's, oh, here's what's going on with you. What you know, and it's just, it's just, uh, you know, I mean 22, it's already turning out to be the best year. This is gonna be the best year of my life.

Speaker 1 (21:17):

Oh, p I know that. I'm so heavy. I love you saying like, I feel validated and feel like I'm part of the club now. Yeah. Even when I'm reading with those actors who've got great sides and they're coming to me as a reader and like, I'm like, great. I am in, I'm in the club now. I was out of the club before. Right. And Pete, I'll just identify something that I kind of picked up when we were start coaching together, and you'll tell me if this is right. I had gotten the sense that you might have bought into a story that like getting reps is hard, having an acting career

is hard. And maybe this is just the way that it is. In that, that was what you started to dismantle from doing some of this work. Does that resonate for you at all?

Speaker 2 (21:52):

Yeah. It's Am I, am I, what am I? Is this, yeah. Is this what I want to do? Mm-hmm. <affirmative>, I mean it's just, this has been a struggle for so long and maybe it just doesn't worth it, you know? And then I thought, well really there's nothing it would I do this for free? Yeah.

Speaker 1 (22:10):

Yeah. That's so dangerous. Right. Because we're talking about someone to help us get, it's so, I'm so glad you said that cuz we're, it's dangerous because we love it so much. You do it for free and you wanna get better jobs and the better jobs pay, so, right. Of course you wanna be paid for your work and Yeah. The agent is a way into those better jobs. And so it's a very, and so it can leave, uh, I think a lot of actors disempowered, is that a right word? Maybe that's the right word. Yeah. Like not feeling Yeah, I think so. Not feeling powerful because well I just wanna act, I just wanna act. I just wanna work. And so it doesn't include the business as part of the conversation. So I appreciate you saying

Speaker 2 (22:43):

That. Yeah, yeah. It's just been, yeah, it's been, it has. I mean, this is no exaggeration to say this is life changing. It's, I mean, this changed my career and it changed my life. It's like, it's just, I'm walking around, I'm feeling satisfied. Can you imagine that?

Speaker 1 (22:57):

Oh God, Pete, I love that.

Speaker 2 (22:58):

What the? Who, yeah. I'm, I'm the same person. I'm just, you know. Yeah. I I'm just not even, I'm not the person I was a year ago, six months ago. Yeah.

Speaker 1 (23:07):

So if you were to, so, so someone who's listening right now, who, or or watching it on YouTube and they are in the place you were before, they were in the, you know, the February before you enrolled in the course or before you landed where you are now. Right. What would you wanna say to them?

Speaker 2 (23:29):

Do the work. You can't, it's not going to, Hey, hey, would you like an agent? It doesn't work that way. You don't wake up and there's an email, oh, somebody wants to represent me. Doesn't, doesn't work that way. You need to work for it and you need to decide. Okay. Do Yeah. What's, it's the regret. You know what, I, I was watching this, this YouTube video, I got turned on this. Uh, but he is talking about regrets and he says in life, choose your, we're all gonna have regrets. Choose your regrets. Hmm. It's holy that me. You know, you regret, what would you regret?

Speaker 1 (23:59):

It me off and motivates me at the same time. Right.

Speaker 2 (24:01):

What would you regret more or would you regret less? Would you regret less? You know, be easier not to do the work, but it's always easier not to do anything. Yeah. You know, but it's just knowing you, it, this is important to you. This this was the most important thing for a couple of months for me. There was nothing else. Yeah. And I, and you, whatever you manifest you, but yeah, it stick with it cuz it would took because it took me months to get to it. Yeah. Cause I started it and then stopped in the story. Well,

Speaker 1 (24:25):

Pete, just notice, I just wanna just, everybody just listen. Like, you can do this if you decide to do agent goals or not, but you can do this in 45 days. You can do this in four months. You can do this in nine months. And imagine you are confronting an a, a, a rupture in your relationship that you had with your dad. Or a moment, a moment that you made a story about with your, with your dad. Like that's gonna slow sell you down. You, you know, you can't be that healing or that understanding can't be put on a, a timeline that you decide on. Some of that has to be taken care of from just walking around with the realization that, you know, that left a mark for me. Yeah. There's a scar there and I need to raise it to the light, bring the light to this darkness that I have around this so that I can be free for this.

Speaker 2 (25:02):

Yeah. It's, this is

Speaker 1 (25:02):

What I saw you do.

Speaker 2 (25:03):

Yeah. It's like this huge weights been lifted. I didn't even know this weight was there.

Speaker 1 (25:07):

Right.

Speaker 1 (28:48):

There are gonna, there's gonna be people who've heard you today, Pete, who wanna continue to track what's happening with your career. What's happened next? Are there places they can follow along?

Speaker 2 (28:56):

Uh, I'm on Instagram. Right. What is that?

Speaker 1 (28:58):

Where, what's the name there? Is it Pete Luna?

Speaker 2 (29:00):

Yeah. Uh, it's, uh, underscore, uh, Pete Luna. Great.

Speaker 1 (29:04):

Underscore Pete Luna. P e t e l u n a. So Right. We can keep watching there for when we get to see you on law and order. Cuz it's just a matter of time at this point. Yeah. We're manifesting that for

Speaker 2 (29:12):

You. So my, my my goal is to do one of those. Uh, there's a, I think it's, uh, Audrey helps actors. Yeah. Oh, here's the audition in there. Here's the final problem. I love it. I love that. I'm gonna get one of those before the end of the year. That's gonna be me. I love that.

Speaker 1 (29:26):

Yeah. Um, so I know we'll have some people. So everyone, if you wanted to follow along with Pete's journey, it's underscore Pete, p e t e l u n a. And Pete, I wanna thank you for coming on and sharing, you know, your journey of what this was like for you. And one of the things I just wanna underscore for everyone is when we are able to look at those sticky wounded places and they don't have to be healed, I wanna make sure everyone heals that hears that from me. You just have to know that they're there. So you'd have to operate out of that wound when you're reaching out to representation when you're calling the right ones in and see how beautifully this can unfold. Especially Pete. You know, I think your story's such a great one because the agent happened, you felt so great about them.

Speaker 1 (30:06):

You're represented in four cities right now, and then you got auditioned after audition after audition at the same office. So what that also says is, of course you're ready to be working at that level in casting offices. It wasn't like you weren't good enough all that time. Right. I love that redemption part of the story. While of course you're ready to compete, I put in quotes at that level. And I think that's such an important great piece of your story. So yeah, thank you for your willingness to share it with me. Thank you. Yeah. I really am so proud of you. And also say, Pete is your success is really well deserved because you went in and put some skin in the game. We're not afraid to look at, you know, what's been hold me back. And it wasn't everybody, what was holding Pete back was not a credit, it was not a referral.

Speaker 1 (30:45):

It was not new headshot. It was not getting a reel. Those were not the things that needed to turn, it was art inside of him.

Speaker 2:

Yeah. Cause my headshots are seven years old.

Speaker 1:

Yeah. And let, don't tell anybody about me that, but that's amazing <laugh>. That's so awesome. Okay. Nobody asked <laugh>. No, but that's amazing. Want everyone to hear that There are people who will say, I have to get new. Any head ups I have to get by this. I I'm gonna be ready to reach out when this happens. Fill in the blank. Yeah. I just wanna just, if anybody walks away with any takeaway from today, it's that you are ready as you are right now. Yeah. If you're willing to do the work to unlock someone want may be holding you back. So thank you so much, Pete.

Speaker 2:

You're welcome. Thank you.

Speaker 1:

Good to have you.

Speaker 2:

Brian, I love you. You're the best.

Speaker 1:

Thank you.