

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

6

00:00:40,510 --> 00:00:46,293

[brian]:

Well, hi, and welcome back to the show. I am glad you are here. Today I have a really special guest. Her name is Carly

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00:00:46,353 --> 00:00:52,598

[brian]: Tatiana Panza, and she is an actress who's been through my program, Agent Goals. But the reason I wanted to have her

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00:00:52,758 --> 00:00:58,642

[brian]: on is not just because she had success with the program, but because I'm going to imagine like a lot of you who are listening.

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00:00:59,082 --> 00:01:06,527

[brian]: She is a person who's done a lot of self growth. She's a person who is introspective, who takes the time to, you know,

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00:01:06,847 --> 00:01:07,468

[brian]: grow from

11

00:01:10,550 --> 00:01:15,893

[brian]: look at herself and the way she's showing up in the world. And I'm imagining that, you know, if you're listening to this

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00:01:15,933 --> 00:01:24,279

[brian]: podcast, you're one of those people as well. And the great poise and grace that she brought to reaching out to managers

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00:01:24,299 --> 00:01:31,924

[brian]: and agents is something that I wish for everyone. So

I'm going to give you a few numbers just to get you started and

14

00:01:32,004 --> 00:01:33,025

[brian]: pumped about her journey.

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00:01:40,710 --> 00:01:45,933

[brian]: which I think at first glance might be like, oh my gosh, that would be amazing. But I also want you to remember that that

16

00:01:45,973 --> 00:01:53,318

[brian]: also means you're going to have to tell 22 people, like 20 of those people know. And if you can imagine what kind of

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00:01:53,398 --> 00:01:59,062

[brian]: poise and grace and certainty and confidence in making that kind of decision would need to show up for you, how to show

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00:01:59,082 --> 00:02:04,806

[brian]: up for yourself in that, is a lot of what she shares in this journey. Now you should know a little bit about her background.

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00:02:04,826 --> 00:02:12,391

[brian]: She went to Chapman University. She studied film production and screen acting. So who is also a content creator. In fact,

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00:02:12,411 --> 00:02:18,875

[brian]: she has her own LA-based boutique at her theater company that is all female-owned and operated with the content that's

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00:02:18,895 --> 00:02:25,339

[brian]: being written, performed, directed, and produced by women. And for her, the hunt for representation wasn't just, I want

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00:02:25,359 --> 00:02:31,984

[brian]: to get auditions as an actor. It was also because I make content. She actually has a feature-length documentary on Hulu

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00:02:32,004 --> 00:02:39,089

[brian]: that's called Hair. She made this after she had a successful You Are Not Your Hair headshaving charity where she raised \$2,000.

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00:02:40,450 --> 00:02:47,834

[brian]: So she truly is bringing that content creator and actor self out into the world when she was looking for reps. And how

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00:02:47,874 --> 00:02:55,700

[brian]: she did that, I think is such an important part of, you know, really being who you want to be in the business. Too often

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00:02:55,800 --> 00:03:01,303

[brian]: I find that an actor might be siloing themselves and saying, I can only be an actor or I can only be a singer or I

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00:03:01,323 --> 00:03:06,667

[brian]: can only be a dancer. I can only do voiceover. And you can really hear in her story how she brought it all together

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00:03:06,767 --> 00:03:14,692

[brian]: and found that beautiful about exactly all that she had going on. And let me tell you, Carly had some really great things

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00:03:14,752 --> 00:03:21,817

[brian]: going for her, but she also was really smart and not letting the reps that she eventually signed with single her out

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00:03:22,137 --> 00:03:29,202

[brian]: just for, for example, her hair. But I'm gonna let her tell you about that in her own words. Full disclosure, she is

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00:03:29,362 --> 00:03:36,387

[brian]: a graduate of my program agent goals. If you are out there wishing for better representation, I highly encourage you

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00:03:36,407 --> 00:03:42,354

[brian]: to head over to MakeAgentWantYou.com and take the free training. It's where it all started. It's where all of these

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00:03:42,414 --> 00:03:48,309

[brian]: 542 actors got their start before they found representation. All right, let's get into today's episode.

1

00:00:00,802 --> 00:00:03,581

[brian]: So Carly, welcome to the show. Glad to have you here.

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00:00:04,450 --> 00:00:05,838

[carly_pandza]: Yeah, glad to be here.

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00:00:06,862 --> 00:00:13,212

[brian]: So we are meeting the day after the Oscars and Carly, I know a little bit about you created your own list and you can

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00:00:13,232 --> 00:00:17,959

[brian]: you tell us a little about you've had a great Oscar experience it sounds like you've had your own like quest to see all the

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00:00:17,979 --> 00:00:19,461

[brian]: movies can you share a little bit about that.

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00:00:19,470 --> 00:00:28,656

[carly_pandza]: Yeah, so for the first time in my life, I've seen all 54 films that were nominated. And I'm really proud of myself.

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00:00:29,616 --> 00:00:38,662

[carly_pandza]: I've always been a huge film fan. I studied film and theater in college. And there's something about, I felt like

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00:00:39,003 --> 00:00:46,568

[carly_pandza]: it was inauthentic for me to watch the show and talk crap about people that shouldn't have won. And I'm like,

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00:00:46,688 --> 00:00:54,695

[carly_pandza]: but I didn't see the other one. And I just go to the movies a lot. So when the nominations were announced,

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00:00:54,755 --> 00:00:59,340

[carly_pandza]: I think, at the end of January, I had seen 20 of them naturally.

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00:00:59,602 --> 00:01:00,084

[brian]: We had a nice

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00:01:00,061 --> 00:01:00,181

[carly_pandza]: So

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00:01:00,125 --> 00:01:00,265

[brian]: head

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00:01:00,201 --> 00:01:01,643

[carly_pandza]: then

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00:01:00,286 --> 00:01:01,855

[brian]: start. We had a nice head start there.

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00:01:01,703 --> 00:01:07,929

[carly_pandza]: a nice head start. But I barely made it towards the end, but it was really, it was fun. It was a fun challenge.

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00:01:08,562 --> 00:01:13,760

[brian]: And are there any lesser known films that you're like everyone you need to go see this one that you remember of the

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00:01:13,820 --> 00:01:14,241

[brian]: ones you saw?

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00:01:15,470 --> 00:01:22,574

[carly_pandza]: Mmm. Definitely, I loved women talking. It was so

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00:01:22,268 --> 00:01:22,402

[brian]: Okay.

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00:01:22,634 --> 00:01:30,339

[carly_pandza]: extraordinary and it was snubbed so much. There were no female directors nominated and there were so many extraordinary

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00:01:30,399 --> 00:01:38,345

[carly_pandza]: female directed films this year and that's one of them. Another one being The Woman King was so amazing. And

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00:01:39,025 --> 00:01:46,973

[carly_pandza]: everything everywhere, you know, swept and if people didn't know about I'm trying to think if there is, I feel

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00:01:46,993 --> 00:01:49,478

[carly_pandza]: like it's too big of a question, Brian. There's too many

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00:01:49,485 --> 00:01:49,610

[brian]: Ha

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00:01:49,518 --> 00:01:49,899

[carly_pandza]: movies

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00:01:49,631 --> 00:01:49,818

[brian]: ha ha

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00:01:49,919 --> 00:01:51,602

[carly_pandza]: about theater on in my head

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00:01:52,342 --> 00:01:52,902

[brian]: I love it.

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00:01:52,885 --> 00:01:53,025

[carly_pandza]: to

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00:01:52,982 --> 00:01:53,402

[brian]: I

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00:01:53,085 --> 00:01:53,666

[carly_pandza]: continue

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00:01:53,562 --> 00:01:54,583

[brian]: love

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00:01:53,706 --> 00:01:54,448

[carly_pandza]: further than that.

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00:01:54,783 --> 00:02:01,107

[brian]: it. Got it. I want to make sure you all know that Carly is not my only guest on the podcast today. It is cuffing season

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00:02:01,147 --> 00:02:07,091

[brian]: for the peacocks in Pasadena. So the Pasadena peacocks, if you don't know, if you've listened to the podcast before and

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00:02:07,111 --> 00:02:12,055

[brian]: you've never heard this, but I live in Pasadena and in Pasadena, we have wild peacocks that just wander the streets

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00:02:12,635 --> 00:02:16,818

[brian]: and people stop their cars and they take pictures. And today they are squawking and squawking

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00:02:16,450 --> 00:02:16,632

[carly_pandza]: Thank you.

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00:02:16,838 --> 00:02:21,041

[brian]: to try to attract their mate. So you may hear them cheering Carly on as we get into her

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00:02:22,830 --> 00:02:23,253

[carly_pandza]: Thank

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00:02:23,663 --> 00:02:23,763

[brian]: And,

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00:02:23,796 --> 00:02:24,842

[carly_pandza]: you.

44

00:02:24,183 --> 00:02:30,108

[brian]: and Carly, as we jump in, I wanted to just share, can you share the number of meetings that you got and your whole,

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00:02:30,489 --> 00:02:36,994

[brian]: you like your kind of your, I would say your perspective on taking those meetings and the way you kind of organize yourself

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00:02:37,014 --> 00:02:41,999

[brian]: because that sounds really interesting. I think a lot of actors would never have made some of the decisions you had

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00:02:42,019 --> 00:02:45,002

[brian]: and I think they're so empowering. So I'm going to shut up and we share a little bit.

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00:02:46,030 --> 00:02:58,819

[carly_pandza]: Yeah, I had 29 requests for meetings. I did not take all of those and I took 25 of them. And I gave myself, I

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00:02:58,859 --> 00:03:06,184

[carly_pandza]: told myself I'm going to give myself this three week time frame to have people reply to me, set up those meetings,

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00:03:06,244 --> 00:03:11,788

[carly_pandza]: negotiate. But I wanted to give myself kind of a solid deadline because I knew that if I let it go

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00:03:14,790 --> 00:03:21,474

[carly_pandza]: in my head, start to second guess and doubt who I was choosing, why I was choosing. And also it was like right

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00:03:21,494 --> 00:03:28,299

[carly_pandza]: before the Thanksgiving break and I wanted to be like, ah, like I wanted it to be complete and done and let

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00:03:28,319 --> 00:03:33,502

[carly_pandza]: all the people know. And so I let a lot of people know from the beginning there was people that were like, okay,

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00:03:33,542 --> 00:03:38,065

[carly_pandza]: great, let's sign wanting to like bust out the contract, so to speak,

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00:03:38,049 --> 00:03:38,238

[brian]: Yeah.

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00:03:38,105 --> 00:03:39,366

[carly_pandza]: or you know,

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00:03:44,950 --> 00:03:50,434

[carly_pandza]: I have meetings next week and the following week, I'll have to let you know. And I'm like, oh, I'm that person

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00:03:50,454 --> 00:03:56,678

[carly_pandza]: that's like, I'll have to let you know. But I wasn't a jerk about it. I just, it was, I was being honest, you

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00:03:56,698 --> 00:03:57,799

[carly_pandza]: know? Like, I don't want

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00:03:57,702 --> 00:03:58,118

[brian]: I love it.

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00:03:58,119 --> 00:04:02,362

[carly_pandza]: to sign with you. Like, I don't know what the meeting is going to be like next week. I don't know what that

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00:04:02,402 --> 00:04:09,707

[carly_pandza]: person's going to be like. I really don't know. So giving myself that opportunity to just experience all the

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00:04:09,747 --> 00:04:12,689

[carly_pandza]: meetings and experience all the people before I made my choice.

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00:04:13,502 --> 00:04:18,965

[brian]: There's so much richness inside of that. Carly, I want to just tease it apart just a little bit so everyone listening

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00:04:19,005 --> 00:04:24,029

[brian]: can really get this. Because there's so, first of all, there's such incredible self care. And I want to be done with

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00:04:24,049 --> 00:04:30,713

[brian]: this by Thanksgiving. So I can be done with my reach out so I can have peace in my body and in my world knowing it's

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00:04:30,733 --> 00:04:31,974

[brian]: decided. And so I'm going

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00:04:31,950 --> 00:04:32,034

[carly_pandza]: Hmm.

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00:04:31,994 --> 00:04:36,597

[brian]: to give myself this deadline. What do you think? It's such a powerful thing to take care of yourself in that way. And

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00:04:36,617 --> 00:04:44,122

[brian]: then I also love this of, you know, in the room when someone's like, I'm gangbusters, let's do this. way to take care

71

00:04:44,162 --> 00:04:50,510

[brian]: of myself and a way to take care of this person, very kind actually to say I'm so pumped and I'm taking meetings through

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00:04:50,530 --> 00:04:55,375

[brian]: the state and I will be able to get back to you by then. And I'm sure in those moments, the first time you did it where

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00:04:55,395 --> 00:05:00,101

[brian]: you're a little bit like, let's see if I can say this or were you really already pumped up before like that. Do you

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00:05:00,121 --> 00:05:00,661

[brian]: know what I mean?

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00:05:01,210 --> 00:05:07,695

[carly_pandza]: Yeah, I had really grounded myself before that I was going to give myself until then, but it's still very different

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00:05:07,735 --> 00:05:10,136

[carly_pandza]: doing it for reals versus just

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00:05:09,985 --> 00:05:10,235

[brian]: Yes?

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00:05:10,196 --> 00:05:16,721

[carly_pandza]: in your head. And the first meeting I had, and I want to share this too because I think it's good to remember,

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00:05:17,121 --> 00:05:25,707

[carly_pandza]: the first meeting I had was the worst of all my meetings. And I knew within a few moments I was a no, my body,

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00:05:25,947 --> 00:05:26,487

[carly_pandza]: everything.

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00:05:30,110 --> 00:05:36,854

[carly_pandza]: continue with the meeting. It's not like I like hung up or something. It was like, no. But the energy behind

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00:05:36,874 --> 00:05:43,879

[carly_pandza]: that rep was they wanted to sign me right away and they actually got a little triggered by me saying that, oh,

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00:05:43,999 --> 00:05:50,363

[carly_pandza]: I'm actually taking other meetings. But I remember telling myself though, if somebody gets triggered by that, then

84

00:05:50,383 --> 00:05:53,825

[carly_pandza]: they are not the right representation for me. And that is

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00:05:53,802 --> 00:05:54,156

[brian]: beautiful.

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00:05:53,965 --> 00:05:56,647

[carly_pandza]: everything to do with what's going on with them and has nothing

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00:06:00,710 --> 00:06:07,115

[carly_pandza]: It was really cool and empowering to after that first meeting not be like, I guess all of them are going to be

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00:06:07,135 --> 00:06:12,959

[carly_pandza]: this way. Oh, that was, I was like, I was like, oh, that's weird. I'm like, I think it's kind of good that the

89

00:06:12,999 --> 00:06:20,145

[carly_pandza]: first one was a little wonky. That was just my dress rehearsal. I'm just tripping around. I've missing my marks

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00:06:20,225 --> 00:06:24,889

[carly_pandza]: and it's fine. But all the other ones were extraordinary. So I was

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00:06:24,802 --> 00:06:24,922

[brian]: That's

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00:06:24,909 --> 00:06:25,069

[carly_pandza]: like,

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00:06:24,942 --> 00:06:25,362

[brian]: amazing.

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00:06:25,129 --> 00:06:25,969

[carly_pandza]: that's just, you know,

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00:06:26,663 --> 00:06:31,986

[brian]: Yeah. That's amazing. And what I hear inside of that and I want everyone to notice is Carly didn't make it about herself.

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00:06:32,126 --> 00:06:37,830

[brian]: Right. That's the gift inside of this is like this person had their thing and like that is them. So my next one isn't going

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00:06:37,850 --> 00:06:41,953

[brian]: to be exactly the same. It's so important that that's, let's say it's on their side of the street and not on your side

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00:06:41,973 --> 00:06:43,154

[brian]: of the street. And I just love that that

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00:06:43,150 --> 00:06:43,276

[carly_pandza]: Mm-hmm.

100

00:06:43,174 --> 00:06:48,177

[brian]: was your impression there. Can you tell me, you know, one of the reasons I love when an actor takes a lot of their

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00:06:48,217 --> 00:06:51,799

[brian]: meat, a lot of, sometimes I'll see an actor, they'll say they didn't do the same way you did. They may have gotten

102

00:06:51,840 --> 00:06:58,226

[brian]: a bunch of little do me and they, they got a turned half of them down, they only took a part of them. You took the majority

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00:06:58,266 --> 00:06:59,729

[brian]: of your meetings, a huge

104

00:06:59,671 --> 00:06:59,907

[carly_pandza]: Mm-hmm.

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00:06:59,769 --> 00:07:08,040

[brian]: majority of your meetings. What did it teach you to take the meetings even when you knew it was a no for you? What gift

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00:07:08,060 --> 00:07:08,761

[brian]: did it hold for you?

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00:07:10,950 --> 00:07:21,316

[carly_pandza]: Well, first of all, it was really great practice in me being who I want to be and who I know I am and who I'm

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00:07:21,357 --> 00:07:28,801

[carly_pandza]: creating myself to be in my career. So for me, there was no, there was no waste. It was, well, this is just

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00:07:29,342 --> 00:07:37,087

[carly_pandza]: great practice for me to talk about myself, share about myself, get comfortable with asking for what I want, asking

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00:07:37,107 --> 00:07:44,432

[carly_pandza]: for clarification, dealing with a personality You know perfectly, you know, I perfectly gel with this person

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00:07:44,472 --> 00:07:53,438

[carly_pandza]: and it's super easy and for me too like After only like a couple of meetings I think for me the program was

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00:07:53,458 --> 00:08:00,763

[carly_pandza]: so extraordinary because of so much the contextual Transformation and the inner work and not necessarily just what

113

00:08:00,823 --> 00:08:08,048

[carly_pandza]: I actually did Every person that I met with I was relating to them. This sounds like so duh

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00:08:11,550 --> 00:08:17,294

[carly_pandza]: as another human being that had hopes and dreams and were doing their job and they had their intentions that they

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00:08:17,314 --> 00:08:24,459

[carly_pandza]: were trying to fulfill. So there were so many people that I loved that weren't right for me, that I authentically,

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00:08:24,499 --> 00:08:31,063

[carly_pandza]: when I said, thank you so much, I'm going a different way, was like, can we please stay in touch? And I meant it. Like

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00:08:31,123 --> 00:08:33,385

[carly_pandza]: I actually felt this camaraderie of

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00:08:33,943 --> 00:08:34,068

[brian]: Mm-hmm.

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00:08:33,945 --> 00:08:39,669

[carly_pandza]: we're on the same plane field, we're doing this together, we're all in this together, high school musical,

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00:08:39,442 --> 00:08:39,665

[brian]: Yeah.

121

00:08:39,749 --> 00:08:48,114

[carly_pandza]: I don't know, But I wanted to keep in touch with them, but not from this like creepy strategic, what are you going

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00:08:48,134 --> 00:08:55,219

[carly_pandza]: to do for me in my career kind of way from this like, I can help you and you can help me and like let's stay

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00:08:55,319 --> 00:09:01,743

[carly_pandza]: in touch because like, I'm right here and you're right here next to me there's no like you're above me and I'm

124

00:09:01,783 --> 00:09:05,246

[carly_pandza]: down here or I'm above you like it really was that.

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00:09:11,210 --> 00:09:18,174

[carly_pandza]: I feel like I study a lot about like brain science and the law of attraction and what it is to do patterns and habits.

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00:09:18,254 --> 00:09:26,000

[carly_pandza]: It's like, it can't hurt just to fire on those neurons a little bit more, me being that way because I haven't

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00:09:26,020 --> 00:09:32,204

[carly_pandza]: been practicing being that way. So having those amount of meetings was like, for me, just like, oh, this is just

128

00:09:32,244 --> 00:09:36,727

[carly_pandza]: like, I'm just doing another mile because I'm getting ready for the marathon. Like this is like, it just, it

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00:09:36,767 --> 00:09:42,839

[carly_pandza]: could, how could it hurt? It can't at all. me, like, because they put, added me to their newsletter, because

130

00:09:42,859 --> 00:09:45,149

[carly_pandza]: we're staying in touch, you know, like.

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00:09:45,162 --> 00:09:50,865

[brian]: Yeah, that is wild. And what I mean, it's wild and it's not wild. So what I think to most of us, it sounds radical, but

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00:09:50,885 --> 00:09:51,706

[brian]: I actually think it's the truth

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00:09:51,655 --> 00:09:51,907

[carly_pandza]: Right?

134

00:09:51,746 --> 00:09:56,129

[brian]: of what the program, yeah, right. Why is this radical?

This shouldn't be right. This should be the way it all is. But

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00:09:56,169 --> 00:10:02,553

[brian]: what I hear inside of this, and I want to make sure no one missed this is you didn't become dumber because you became

136

00:10:02,593 --> 00:10:08,077

[brian]: more loving in your meetings. You became smarter because you became more loving in your meetings. And I think most people

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00:10:08,417 --> 00:10:12,540

[brian]: would say, well, if I'm really just there to be present and create a connection, I'm not going to be sure I'm asking

138

00:10:12,560 --> 00:10:21,045

[brian]: the right questions right match for me or knowing of that, like that I, you are at your most bestest, smartestest

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00:10:21,146 --> 00:10:27,570

[brian]: decision-making theist brain when you are present and you are with the person in front of you. And you know, we talk

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00:10:27,610 --> 00:10:30,832

[brian]: a lot in the program. And I think, I think it's probably aligned with what you've heard of your brain science and you

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00:10:30,852 --> 00:10:36,216

[brian]: can tell me if there's a connection here at all. But if you go into the meeting with a question in your head, you're

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00:10:36,236 --> 00:10:41,159

[brian]: not able to be yourself. If you go into the meeting with the, I'm here to meet a person and then you can

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00:10:41,250 --> 00:10:41,497

[carly_pandza]: Mm-hmm.

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00:10:41,299 --> 00:10:49,825

[brian]: ask the question later, of meeting. It's just that it's like a cloud, I think, that keeps you away from like, let's be

145

00:10:49,865 --> 00:10:55,408

[brian]: real people because my ultimate goal is that any actor finds any rep, whether you use this program or not, is able to

146

00:10:55,448 --> 00:11:02,133

[brian]: call that representation when things are crappy on set or they're asking you to do something you don't want to do or

147

00:11:03,234 --> 00:11:07,997

[brian]: you're thinking about leaving them and you can still have a normal human conversation with them about the like, I

148

00:11:08,017 --> 00:11:12,400

[brian]: want you to be, I was thinking like, plan for the toughest conversations in the relationship

149

00:11:15,484 --> 00:11:18,141

[brian]: Does this resonate at all with kind of what how it worked out for you?

150

00:11:19,330 --> 00:11:29,576

[carly_pandza]: Yeah, definitely, because it's so funny. It wasn't just for me about the statistics of and the logicalness of who

151

00:11:29,596 --> 00:11:37,242

[carly_pandza]: that person is, because of course I looked at that, right? But I'm also, I got really clear for me about what

152

00:11:37,422 --> 00:11:46,848

[carly_pandza]: I wanted in a relationship with a with a rep. And I also checked in with myself during the meetings and also

153

00:11:47,048 --> 00:11:56,675

[carly_pandza]: right after the meetings. after every single meeting, which made like such a difference because it's so, especially,

154

00:11:56,955 --> 00:12:04,019

[carly_pandza]: you know, I had a, I had 25 meetings. So to try to reflect after all of those three weeks, it's like, there was

155

00:12:04,039 --> 00:12:09,663

[carly_pandza]: some people I wouldn't have been able to remember, you know, that like I chose someone that I met in my first week

156

00:12:10,424 --> 00:12:14,386

[carly_pandza]: and people that I met in my third week. So it's like, you know, and there

157

00:12:14,346 --> 00:12:14,677

[brian]: Yeah.

158

00:12:14,406 --> 00:12:16,828

[carly_pandza]: was all sorts of like different flavors in between.

159

00:12:20,210 --> 00:12:26,715

[carly_pandza]: like after the meeting, like what was my ex, for me it wasn't just about the stats, but what was my experience

160

00:12:26,735 --> 00:12:30,137

[carly_pandza]: in the meeting? And I was like, ooh, I felt safe. I felt really

161

00:12:29,982 --> 00:12:30,649

[brian]: Yeah,

162

00:12:30,277 --> 00:12:31,358

[carly_pandza]: seen. I

163

00:12:31,335 --> 00:12:31,497

[brian]: you'd

164

00:12:31,378 --> 00:12:31,538

[carly_pandza]: felt

165

00:12:31,517 --> 00:12:31,699

[brian]: love

166

00:12:31,578 --> 00:12:31,758

[carly_pandza]: really

167

00:12:31,719 --> 00:12:31,921

[brian]: that.

168

00:12:31,898 --> 00:12:38,022

[carly_pandza]: recognized. I could start to hear the difference, Brian, between it's funny, like I love, I don't know if you're

169

00:12:38,062 --> 00:12:44,226

[carly_pandza]: familiar with human design, but it's another modality that I love to like play around with. And for all those projectors

170

00:12:44,286 --> 00:12:53,152

[carly_pandza]: out there, where feeling seen and recognized is really, really important. invitation is so important. I, I, it

171

00:12:53,172 --> 00:13:02,699

[carly_pandza]: was really important for me that I felt seen in the meetings, but not from this superficial place. So there were

172

00:13:02,739 --> 00:13:09,083

[carly_pandza]: people that like, there were reps that the whole time they were talking were like, all I could hear in the background

173

00:13:09,443 --> 00:13:16,268

[carly_pandza]: was, oh my god, like your look, it's a gold mine,

we're going to make so much money together, which I want to make

174

00:13:19,490 --> 00:13:25,514

[carly_pandza]: But I could hear the difference between the reps where all their attention was on my look and like how much money

175

00:13:25,534 --> 00:13:32,679

[carly_pandza]: We were gonna make and it was almost like this transactional It felt a little slimy versus the people that they

176

00:13:32,779 --> 00:13:34,660

[carly_pandza]: saw all of me I could

177

00:13:34,522 --> 00:13:35,268

[brian]: Hmm.

178

00:13:34,860 --> 00:13:36,321

[carly_pandza]: feel the difference between

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00:13:36,518 --> 00:13:36,659

[brian]: Hmm.

180

00:13:36,801 --> 00:13:43,366

[carly_pandza]: they see all of my talent. They're not just speaking to my look Obviously, I know that I have a very specific look.

181

00:13:43,586 --> 00:13:51,971

[carly_pandza]: They know it. I said talked about it in my email talked about like, oh my gosh, you're a content creator. Oh my

182

00:13:52,011 --> 00:13:54,073

[carly_pandza]: gosh, look like you're classically trained.

183

00:13:53,824 --> 00:13:53,885

[brian]: Mmm.

184

00:13:54,153 --> 00:14:04,560

[carly_pandza]: Like they spoke to the like I felt seen for all of who I am versus like being a piece of meat. Like being

185

00:14:04,562 --> 00:14:05,149

[brian]: Yeah.

186

00:14:04,600 --> 00:14:05,981

[carly_pandza]: like, oh, like you're just,

187

00:14:05,836 --> 00:14:06,160

[brian]: Yeah?

188

00:14:06,161 --> 00:14:08,222

[carly_pandza]: like it's just the look. So it

189

00:14:08,244 --> 00:14:08,437

[brian]: Yeah.

190

00:14:08,262 --> 00:14:14,046

[carly_pandza]: was so important for me to like notice that in the meetings and immediately write it down for myself. So when

191

00:14:14,086 --> 00:14:23,813

[carly_pandza]: I was making the choice, stuff about like making my choice, like, because there were so many great people. And

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00:14:23,893 --> 00:14:31,158

[carly_pandza]: I think the thing, but here's the thing that's so great though, is like, the transformation that I had of becoming

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00:14:31,198 --> 00:14:37,882

[carly_pandza]: who I've always wanted to become or like being who I've always been, but just never allowed myself to be is

194

00:14:39,663 --> 00:14:43,646

[carly_pandza]: no one's going to take that away from me. No one can take that away from me.

195

00:14:49,230 --> 00:14:54,153

[carly_pandza]: ever reps that I chose or not. Because sometimes you don't know until you start working with somebody.

196

00:14:54,202 --> 00:14:54,585

[brian]: Totally,

197

00:14:54,453 --> 00:14:54,753

[carly_pandza]: Like you

198

00:14:54,726 --> 00:14:54,988

[brian]: yep.

199

00:14:54,813 --> 00:14:56,554

[carly_pandza]: might not know. So

200

00:14:56,480 --> 00:14:56,581

[brian]: Yeah.

201

00:14:56,915 --> 00:15:05,520

[carly_pandza]: it's, my point being is there's no fear over here with me of like, oh my God, like what if it doesn't work out?

202

00:15:06,001 --> 00:15:11,424

[carly_pandza]: Oh my God, what if I made the wrong, like it literally got to this point where I was like, I could always do this again.

203

00:15:11,665 --> 00:15:16,147

[carly_pandza]: I'm clear about who I am. Like I'm clear that I could have a conversation that could make a difference.

204

00:15:16,827 --> 00:15:17,118

[brian]: Yeah.

205

00:15:19,290 --> 00:15:25,194

[carly_pandza]: It didn't work out, then I made a mistake. Big whoop, keep going. Who hasn't made a mistake? So it's like that

206

00:15:25,294 --> 00:15:32,318

[carly_pandza]: I think is the most powerful thing is like who I became for myself and owning what I'm owning in my career.

207

00:15:33,219 --> 00:15:40,264

[carly_pandza]: That like is invaluable. Like it's not just that I got like, cause people, actors get like you get the reps and

208

00:15:40,304 --> 00:15:46,448

[carly_pandza]: like, yeah, it's extraordinary, but it's like, it's not like you get reps and like magic. Now it's like sunshine

209

00:15:46,468 --> 00:15:58,476

[carly_pandza]: and rainbows or like it's not that. So, but like to not, to never know that I'm never gonna lose the like, oh,

210

00:15:58,896 --> 00:16:08,883

[carly_pandza]: this is who I am. And that like kind of beingness that has me own my career and know my value no matter what. And

211

00:16:08,923 --> 00:16:16,248

[carly_pandza]: get that like, yeah, I don't need a million people to offer me to rep me. I just need that one person that gets

212

00:16:16,308 --> 00:16:22,854

[carly_pandza]: it. And that's right for me. validate me and the people who the few people and I don't mean this in like a cocky

213

00:16:22,874 --> 00:16:29,122

[carly_pandza]: way the few people that didn't offer me to represent me I was like oh well then I definitely don't want you to represent

214

00:16:29,262 --> 00:16:31,645

[carly_pandza]: like you know what I mean like who wants someone who

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00:16:31,602 --> 00:16:31,944

[brian]: Please,

216

00:16:31,705 --> 00:16:32,005

[carly_pandza]: doesn't

217

00:16:32,005 --> 00:16:32,307

[brian]: please

218

00:16:32,045 --> 00:16:32,666

[carly_pandza]: want them

219

00:16:32,348 --> 00:16:32,670

[brian]: don't,

220

00:16:32,746 --> 00:16:32,966

[carly_pandza]: like

221

00:16:32,852 --> 00:16:33,538

[brian]: please don't,

222

00:16:33,507 --> 00:16:33,667

[carly_pandza]: I was

223

00:16:33,618 --> 00:16:33,860

[brian]: yes.

224

00:16:33,888 --> 00:16:42,037

[carly_pandza]: I it wasn't personal I was like yeah people that didn't offer, I was on that same exact wavelength. Like I could

225

00:16:42,057 --> 00:16:47,727

[carly_pandza]: tell that they weren't a right fit and they could tell I wasn't a right fit. So it's like, it's not personal. It's

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00:16:47,747 --> 00:16:47,907

[carly_pandza]: just

227

00:16:47,902 --> 00:16:48,162

[brian]: Yeah,

228

00:16:47,927 --> 00:16:48,268

[carly_pandza]: like, I'm

229

00:16:48,242 --> 00:16:48,462

[brian]: there's,

230

00:16:48,288 --> 00:16:49,109

[carly_pandza]: not your cup of tea.

231

00:16:49,703 --> 00:16:53,205

[brian]: yes. And that's fine. And what I love, so there's so many things I want to pull apart

232

00:16:53,135 --> 00:16:53,242

[carly_pandza]: Thank

233

00:16:53,225 --> 00:16:53,285

[brian]: and

234

00:16:53,264 --> 00:16:53,328

[carly_pandza]: you.

235

00:16:53,385 --> 00:16:57,288

[brian]: have these that there's so many good things. First, I

want to take apart the one thing where you said is like, I gave

236

00:16:57,328 --> 00:17:01,551

[brian]: myself a debrief and I talk about that inside of the program is like, when you leave the meeting, I know you're going

237

00:17:01,571 --> 00:17:06,094

[brian]: to call your mom or call your best friend or call somebody say, this is how it went and like, take a minute to be with your

238

00:17:06,134 --> 00:17:12,278

[brian]: body and the vibes in your body and write down whether that's in your car or you just turned off the zoom. Like, what

239

00:17:12,298 --> 00:17:15,880

[brian]: did it feel like? How did they make you feel? We asked you the couple of questions that I want you to ask after a meeting

240

00:17:15,900 --> 00:17:22,164

[brian]: so You're going to get multiple meetings. Like you said, especially if you're having these three weeks, I could only imagine

241

00:17:22,585 --> 00:17:27,068

[brian]: who is, what, who was that again? What would she look like? Like we have to write what they were wearing even or take

242

00:17:27,088 --> 00:17:27,988

[brian]: out like who they, like

244

00:17:28,048 --> 00:17:31,811

[brian]: what did they wear? What day of time of day was it? So you could see who they were, especially with that many meetings

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00:17:31,851 --> 00:17:40,136

[brian]: I can only imagine. And then I love what you said again, towards the end there around, um, being in the meeting, feeling

246

00:17:40,156 --> 00:17:45,700

[brian]: the energy of the person and it letting you know, like, if, if this doesn't work out, the, the, the bravery around it

247

00:17:45,720 --> 00:17:52,565

[brian]: does, this doesn't work out. Right. maps is kind of what I'm hearing you say is like, I'm full enough of myself. The representation

248

00:17:52,605 --> 00:17:57,308

[brian]: is part of my process. It isn't the answer to my journey. Right. It's part of my journey. It's

249

00:17:57,250 --> 00:17:57,436

[carly_pandza]: Mm-hmm.

250

00:17:57,328 --> 00:18:01,751

[brian]: not the answer to my journey. Right. And I think that bravery, that courage, you know, we've heard that a few times

251

00:18:01,791 --> 00:18:06,494

[brian]: on the podcast when we talk about this process is one of a Sharon Scharth's episode, we'll link to that in the show

252

00:18:06,534 --> 00:18:11,137

[brian]: notes, but in she, she goes, by the time I got there, I didn't care if I got signed by manager agent. Anyway, I was

253

00:18:11,177 --> 00:18:16,080

[brian]: so like full of myself and my journey. She was, of course you did get it, but she's like, I was so full of myself then

254

00:18:16,120 --> 00:18:21,824

[brian]: that it didn't. I wasn't who I was meant to be in the business that it like that was the icing on the cake piece. And

255

00:18:22,244 --> 00:18:22,765

[brian]: I believe

256

00:18:22,691 --> 00:18:22,733

[carly_pandza]: Mm.

257

00:18:23,065 --> 00:18:30,370

[brian]: that that's part of what makes the actors attractive in this, in this kind of a program because the agent gets to

258

00:18:30,410 --> 00:18:37,335

[brian]: say, wow, how we're free. Just everyone just paint this story of an agent. They hear no all day long, all day long.

259

00:18:37,231 --> 00:18:37,701

[carly_pandza]: Ha ha ha.

260

00:18:37,675 --> 00:18:42,338

[brian]: Their lives are not easy. We think like, oh, agents just, they just pick these actors and they just set them. The agents

261

00:18:42,358 --> 00:18:45,660

[brian]: here know more than we do more than any actor ever does

because

262

00:18:45,502 --> 00:18:45,726

[carly_pandza]: Ha ha ha.

263

00:18:45,680 --> 00:18:51,204

[brian]: they're rejected all day long. for that. I got zero, right? So if you remember, that's right to have an act. And then

264

00:18:51,224 --> 00:18:55,587

[brian]: the other actors are calling and saying, like, why aren't I getting more auditions? That's the path that every actor is

265

00:18:55,607 --> 00:19:03,792

[brian]: calling. I'm saying, right? And then they meet with an actor who is refreshingly confident, certain, non delusional.

266

00:19:03,832 --> 00:19:08,395

[brian]: I think that comes a lot from what you said is the contextual pieces of the program that kind of like let you see yourself

267

00:19:08,415 --> 00:19:13,118

[brian]: in the business in a different way. And then they get to go, wow, it would be so lovely

268

00:19:17,862 --> 00:19:24,666

[brian]: them. And I love what you said about making you a piece of meat because it is the same as someone falling in love with

269

00:19:24,686 --> 00:19:29,209

[brian]: your credits is falling in love with your look. What if Carly decided, I'm going to bleach my hair. I'm going to grow

270

00:19:29,249 --> 00:19:34,072

[brian]: my hair long. Like what it, cause if it was only about your look, then something like I have to be this person forever

271

00:19:34,092 --> 00:19:35,513

[brian]: or I have to, or if it's all about my

272

00:19:35,550 --> 00:19:35,673

[carly_pandza]: Okay.

273

00:19:35,553 --> 00:19:40,357

[brian]: credits, I have to continue to book the same kind of credits I've been booking in the past or I'm

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00:19:40,270 --> 00:19:40,354

[carly_pandza]: Hmm.

275

00:19:40,477 --> 00:19:46,541

[brian]: only signing you for your special skill or like that they could see the full of the, all of you gives you permission

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00:19:47,922 --> 00:19:52,407

[brian]: to the work that you want. And I think that is such an important thing to notice. And I don't think anyone actually

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00:19:52,427 --> 00:19:56,793

[brian]: said that on the podcast before that piece of it. So I really am grateful for you to bring that part up. That seems

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00:19:56,833 --> 00:20:01,459

[brian]: really integral to knowing if someone is a match for you, right? It could be so reductive.

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00:20:01,050 --> 00:20:01,610

[carly_pandza]: For sure.

280

00:20:01,479 --> 00:20:02,701

[brian]: I would say, yeah,

281

00:20:02,651 --> 00:20:03,032

[carly_pandza]: Yeah,

282

00:20:02,801 --> 00:20:03,261

[brian]: yeah, yeah.

283

00:20:03,212 --> 00:20:09,979

[carly_pandza]: because then it's the love is conditional, right?

We talk about relationships. It's like any relationship. It's

284

00:20:09,999 --> 00:20:16,507

[carly_pandza]: like, oh, like, you know, you're with your, you know, husband or your wife or your partner and it's like, what

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00:20:16,547 --> 00:20:19,129

[carly_pandza]: if they lose their job? Are you going to be like, oh, bye?

286

00:20:21,305 --> 00:20:21,615

[brian]: Yes!

287

00:20:22,210 --> 00:20:28,935

[carly_pandza]: It sounds so silly, but to use that example of the, yeah, it was really cool for me to be able to experience

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00:20:28,955 --> 00:20:36,220

[carly_pandza]: that of, oh, I feel like this person fully sees all of me and not just what I've done so far, but my potential.

289

00:20:36,781 --> 00:20:41,785

[carly_pandza]: And oh, this person is like, ooh, ooh, look at you. Oh, you're look,

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00:20:41,764 --> 00:20:41,991

[brian]: Yeah,

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00:20:41,825 --> 00:20:42,165

[carly_pandza]: you're look. I

292

00:20:42,177 --> 00:20:42,260

[brian]: oh.

293

00:20:42,225 --> 00:20:47,629

[carly_pandza]: like, there was certain times where it sounds funny, but it's like I could see the dollar signs and they're

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00:20:47,689 --> 00:20:47,829

[carly_pandza]: awesome.

295

00:20:50,302 --> 00:20:54,524

[brian]: And you're like, listen, I want to make money too, but does it have to only be about the way I look? Like I'm sure.

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00:20:54,564 --> 00:20:59,588

[brian]: Yes, totally. Totally get it. Yeah. Um, so one of the things you also said is, and I want to make sure people hear

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00:20:59,628 --> 00:21:05,251

[brian]: this is sometimes content creators can get very nervous about reaching out to reps cause they're like, well, I only want

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00:21:05,271 --> 00:21:09,975

[brian]: to reach out to the reps that care about content and how do I find those reps and they can become a cycle where they

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00:21:09,995 --> 00:21:15,798

[brian]: get very lost. Can you talk a little bit about how you, why this was important to you to make sure that a rep got this

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00:21:15,839 --> 00:21:20,596

[brian]: for you. And a little bit maybe about the content that you create just so people can kind story.

301

00:21:23,130 --> 00:21:30,254

[carly_pandza]: Um, well, I double majored in film production and screen acting at Chapman University. And so it's, you know,

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00:21:30,274 --> 00:21:36,198

[carly_pandza]: it's theater and film. And I started out just wanting to be a screenwriter director and, you know, discovered,

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00:21:36,218 --> 00:21:43,023

[carly_pandza]: uh, the love of theater and felt at home as I met all these weird theater kids. And I was like, Oh,

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00:21:42,786 --> 00:21:43,059

[brian]: Ha ha.

305

00:21:43,103 --> 00:21:50,588

[carly_pandza]: like it just, they're not just my friends. Like maybe I want to do what they're doing. And so it was really important

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00:21:50,608 --> 00:22:00,194

[carly_pandza]: to me, even though the focus of the that I sent out was about my acting. I had my writer, director-ness, film-maker-ness

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00:22:00,274 --> 00:22:04,357

[carly_pandza]: sprinkled in throughout the email. It wasn't the focus, but

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00:22:04,302 --> 00:22:04,479

[brian]: Right.

309

00:22:04,377 --> 00:22:10,201

[carly_pandza]: it was sprinkled in. And it was something that I knew I didn't have to worry about. I knew that we would talk

310

00:22:10,241 --> 00:22:12,262

[carly_pandza]: about it during the meeting and it would be one

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00:22:12,244 --> 00:22:12,475

[brian]: Yeah.

312

00:22:12,282 --> 00:22:17,826

[carly_pandza]: of the questions that I would bring up. And there were times where, you know, I would talk to a rep and they would,

313

00:22:18,426 --> 00:22:24,771

[carly_pandza]: and their thing was, oh, yeah, that's great, but

we're gonna focus on acting. certain things that they said that

314

00:22:24,791 --> 00:22:33,837

[carly_pandza]: would let me know, they don't fully get me, that's fine. But it's like the ones that I did talk to, like I made

315

00:22:33,937 --> 00:22:40,921

[carly_pandza]: an effort to say, you know, hey, and I wasn't being a jerk about it. It's like, sometimes people are multi-hyphenates

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00:22:40,962 --> 00:22:45,044

[carly_pandza]: because it's multi-hyphenates, is that right? Hyphenates? Yeah, yeah,

317

00:22:44,902 --> 00:22:45,165

[brian]: Yeah, yeah,

318

00:22:45,144 --> 00:22:45,545

[carly_pandza]: yeah.

319

00:22:45,186 --> 00:22:46,200

[brian]: yeah, yeah, yes, yes, yeah.

320

00:22:46,905 --> 00:22:55,911

[carly_pandza]: Because it's trendy because they had some agent which I think is ridiculous. It's like, no, do what you want.

321

00:22:55,952 --> 00:23:02,096

[carly_pandza]: Like, what feels authentic to you? But, you know, I would say in the mean, but I've actually trained extensively

322

00:23:02,236 --> 00:23:06,659

[carly_pandza]: in these things. I'm not just someone that, you know, creates skits on TikTok, no offense to anyone who does

323

00:23:06,699 --> 00:23:12,142

[carly_pandza]: it. I think that's awesome. But it's like, I have two original pilots, three original screenplays, like, you know,

324

00:23:12,242 --> 00:23:17,426

[carly_pandza]: I've directed, you know, short, short documentaries, feature documentaries, theater.

325

00:23:23,010 --> 00:23:27,533

[carly_pandza]: whole of that. Like, get that, yes, I want to book all the things and maybe that's going to be the pathway

326

00:23:27,553 --> 00:23:35,138

[carly_pandza]: that's going to allow me to direct the feature or allow me to whatever. But I just wanted to make sure that

327

00:23:35,158 --> 00:23:41,402

[carly_pandza]: they knew and were connected to that me being an overall storyteller and those talents were really important

328

00:23:41,442 --> 00:23:47,946

[carly_pandza]: to me and I'm actually really good at them. And I could tell the people that dismissed it or weren't interested

329

00:23:48,186 --> 00:23:55,866

[carly_pandza]: versus the one that were like, oh, awesome, great. That just That just makes you an even more better package. And

330

00:23:55,886 --> 00:23:56,409

[carly_pandza]: I'm like, sweet.

331

00:23:57,802 --> 00:24:02,565

[brian]: And what I love about that, Carly that you're saying, and I want everyone to just zoom in on this because whether you

332

00:24:02,585 --> 00:24:07,128

[brian]: decide to join me for agent goals or do it with me or do it on your own, you need to know this. It is impossible to

333

00:24:07,148 --> 00:24:12,691

[brian]: come up with, let me make the list of the agents who care about content. Let me make a list of the managers who care

334

00:24:12,711 --> 00:24:18,095

[brian]: about content and only reach out to those people because everyone is allowed to change their mind every single day of

335

00:24:18,115 --> 00:24:23,939

[brian]: the year. So they could one day not care about content and the next day they could, and they might not care about content

336

00:24:23,959 --> 00:24:30,503

[brian]: for certain people on their roster and they might care about it roster. So remember, there's no way for you to zero

337

00:24:30,603 --> 00:24:36,047

[brian]: in on this. And if you tried to, you'd be cherry picking based on maybe the people that you know, who happened to get

338

00:24:36,067 --> 00:24:40,470

[brian]: people because they have content that, and it's not going to be the net that you need to cast. I think that's important

339

00:24:40,490 --> 00:24:46,934

[brian]: part to just to, to open yourself up to, because what you're saying Carly is I took them, I made sure that they knew

340

00:24:46,954 --> 00:24:51,197

[brian]: this was a part of me because in my messaging and the way that I crafted that email with you, Brian, like we made sure

341

00:24:51,217 --> 00:24:53,599

[brian]: that they knew writing was something that I cared about content

342

00:24:58,282 --> 00:25:04,286

[brian]: This is the person who cares. This person kind of doesn't. Great. And so with that, the worst thing that happens is you

343

00:25:04,306 --> 00:25:08,048

[brian]: take a buttload of meetings where you find a few people who don't care and then you find ones that

344

00:25:08,055 --> 00:25:08,116

[carly_pandza]: Ha

345

00:25:08,088 --> 00:25:08,248

[brian]: do.

346

00:25:08,137 --> 00:25:08,178

[carly_pandza]: ha.

347

00:25:08,288 --> 00:25:12,751

[brian]: And I think it's, you know, like the worst, what I always, I think that where there's some kind of protection that actors

348

00:25:12,791 --> 00:25:19,756

[brian]: are doing where they're trying to find just the ones who will care about content and actually giving the person permission

349

00:25:19,776 --> 00:25:22,658

[brian]: to reveal themselves, giving them the dignity

350

00:25:22,271 --> 00:25:22,550

[carly_pandza]: Thank you.

351

00:25:22,698 --> 00:25:28,983

[brian]: to say, Oh, I'm excited about you because of your content is such a Rather than deciding

352

00:25:28,750 --> 00:25:28,937

[carly_pandza]: Mm-hmm.

353

00:25:29,043 --> 00:25:32,907

[brian]: this is the one that must work for me. I know it's very different than going to the grocery store where you're like,

354

00:25:32,947 --> 00:25:37,291

[brian]: I know what kind of chicken soup I like and I'm going to pull the one off the shelf. Like we have to not shop for agents.

355

00:25:37,311 --> 00:25:42,316

[brian]: Like we're shop for chicken soup. Like it is not the same journey as like, let me open myself up and allow them to

356

00:25:42,356 --> 00:25:47,561

[brian]: choose me is just a very different approach to take inside of there. So yeah.

357

00:25:50,172 --> 00:25:56,116

[carly_pandza]: Yeah. Well, and I think too, if you think about law of attraction and the energy that you're putting out, for

358

00:25:56,216 --> 00:26:05,823

[carly_pandza]: me, where I was in terms of my mindset and who I was being and the energy and the frequency that I was vibrating

359

00:26:05,903 --> 00:26:16,370

[carly_pandza]: on when I sent these out was more important than anything for me. Like, I literally got, I booked a session and

360

00:26:16,390 --> 00:26:24,415

[carly_pandza]: we did like a meditation and I got super relaxed before I sent click send the first the first email. I literally

361

00:26:24,008 --> 00:26:24,960

[brian]: Wow, wow, love that.

362

00:26:24,995 --> 00:26:34,101

[carly_pandza]: for me like I knew that if where I was was like open and happy that like the exact representation that I was

363

00:26:34,201 --> 00:26:42,287

[carly_pandza]: meant to find at this point in my life and in my career I was going to find right. So there's also like that

364

00:26:42,427 --> 00:26:51,593

[carly_pandza]: aspect like someone's And it just like shuts down the possibility of finding a San Francisco agent like finding

365

00:26:51,633 --> 00:26:57,537

[carly_pandza]: some person that comes in that I never ever would have contacted if I hadn't have cast this really broad net and

366

00:26:57,577 --> 00:27:07,864

[carly_pandza]: then Also maintaining that through the whole process Brian. It was like it took something But it was also I got really

367

00:27:07,884 --> 00:27:11,266

[carly_pandza]: connected to but this is what I want for my entire life

368

00:27:16,250 --> 00:27:22,033

[carly_pandza]: back to being like kind of about this and, oh, here's my energy. And it's like kind of excited, but like not

369

00:27:22,053 --> 00:27:28,378

[carly_pandza]: that really, you know, it's like, no, like I would send my emails. And then if I felt myself starting to get like

370

00:27:28,938 --> 00:27:34,682

[carly_pandza]: desperate or like funky or afraid, I'd be like, I gotta go for a walk. I gotta go for a walk. I go listen to

371

00:27:34,702 --> 00:27:34,782

[carly_pandza]: my

372

00:27:34,802 --> 00:27:34,994

[brian]: Yes.

373

00:27:34,822 --> 00:27:42,887

[carly_pandza]: meditation. I gotta go hug my dog. Like I did whatever I needed to do to maintain the, that like frequency

374

00:27:43,105 --> 00:27:43,415

[brian]: Yes.

375

00:27:43,288 --> 00:27:55,035

[carly_pandza]: that I And it's also Brian, like it's the one I've kept maintaining since then. So it literally felt like here

376

00:27:55,115 --> 00:28:02,620

[carly_pandza]: I, here's the level that I'm stepping into. I'm up leveling my life and like, oh, wow, like now, now I'm not

377

00:28:02,640 --> 00:28:09,445

[carly_pandza]: going to go back. Like who wants to go, who wants to be like, okay, now I can relax and like my pants and become

378

00:28:09,485 --> 00:28:13,007

[carly_pandza]: like whatever. And it's something I don't want anyone to hear this like you're not allowed to relax,

379

00:28:16,390 --> 00:28:23,374

[carly_pandza]: not allowing myself or giving myself permission to like, now I'm gonna go back to kind of the ordinary ways of

380

00:28:23,434 --> 00:28:29,278

[carly_pandza]: thinking and ways of being that I was before,

that I wasn't happy with. Like no, like

381

00:28:29,252 --> 00:28:29,313

[brian]: Hmm

382

00:28:29,398 --> 00:28:36,323

[carly_pandza]: in the stepping into that next level of my career and my life, it's kind of like there's no other choice but to

383

00:28:36,343 --> 00:28:43,348

[carly_pandza]: keep operating there and to keep tending to that. It's very, a lot of self-care, a lot of, like I made that the

384

00:28:43,468 --> 00:28:44,528

[carly_pandza]: most important thing.

385

00:28:45,183 --> 00:28:45,979

[brian]: Yeah, yeah.

386

00:28:46,671 --> 00:28:51,167

[carly_pandza]: where I was at about it, my mental mindset. However you want to interpret that,

387

00:28:51,142 --> 00:28:51,262

[brian]: Yeah,

388

00:28:51,187 --> 00:28:51,388

[carly_pandza]: who's

389

00:28:51,282 --> 00:28:51,523

[brian]: I'm Carly,

390

00:28:51,488 --> 00:28:51,769

[carly_pandza]: listening.

391

00:28:51,543 --> 00:28:57,206

[brian]: there's so much in that. And I'm just so glad you said this because what I'm here, you say is I was being the person

392

00:28:57,226 --> 00:29:02,410

[brian]: that I want to be in the world. In the program kind of gave me some of the rules for doing that. But what I really did

393

00:29:02,450 --> 00:29:09,455

[brian]: is I said, Oh, I am playing this right mindedness. Let's call it a game for a second for this process I'm doing. Whoa,

394

00:29:09,475 --> 00:29:15,459

[brian]: wait, this is not a game. I want this to be who I am all the time. I'm not going to allow myself to fall back into

395

00:29:15,919 --> 00:29:21,342

[brian]: the muck or the mire of, you know, the stories that I might pick up from other actors. class or like, I feel like that,

396

00:29:21,443 --> 00:29:26,366

[brian]: you know, this interesting, we can have this contagious collective consciousness or at the business is hard. And I'm

397

00:29:26,406 --> 00:29:29,748

[brian]: not saying that the business isn't hard at times. That's not what I'm trying to say here. And we're not

398

00:29:29,671 --> 00:29:29,818

[carly_pandza]: Mm-hmm.

399

00:29:29,788 --> 00:29:36,533

[brian]: talking about toxic positivity either. Just pretend positivity.

This is not pink frosting on a shit cake. This is actually saying,

400

00:29:37,753 --> 00:29:43,437

[brian]: I know when I grab onto those lower thought forms, it does not serve me and it does not attract at the level that I

401

00:29:43,457 --> 00:29:49,201

[brian]: want to attract. And I'm reading this book right now.

It's called self, so it's called leadership and self deception.

402

00:29:49,902 --> 00:29:51,443

[brian]: really taps into this as the way we can

403

00:29:51,316 --> 00:29:51,420

[carly_pandza]: Ha ha!

404

00:29:51,483 --> 00:29:58,187

[brian]: deceive ourselves into believing like we're really in

our career or really. So like we can hold up against our career.

405

00:29:58,227 --> 00:30:03,451

[brian]: Like I moved across the country. I live in a small apartment.

I've got the self-tape thing taken up the room in my office and

406

00:30:03,971 --> 00:30:10,936

[brian]: all the things that were that have actually nothing to

do with being in it. And I am not to say that those are not hard

407

00:30:10,956 --> 00:30:16,459

[brian]: or that those are something we can interpret those as a sacrifice, but being really in it is am I enacting class?

408

00:30:19,962 --> 00:30:26,066

[brian]: I represent to casting directors the way I think about putting myself on tape and what it means to be in my craft. And

409

00:30:26,106 --> 00:30:26,686

[brian]: it's so

410

00:30:26,450 --> 00:30:26,804

[carly_pandza]: Hmm.

411

00:30:26,946 --> 00:30:32,250

[brian]: easy to slide it. I'm not saying we all can have a rough day, but where you started this car that where you came to is

412

00:30:32,290 --> 00:30:37,093

[brian]: the self-care part of it. And I believe that when the self-care is not there, it's not possible for us to be who we

413

00:30:37,113 --> 00:30:41,496

[brian]: want to be, or it's really tough to be who we want to be when the self-care is not that's why that's, it's such a huge

414

00:30:41,536 --> 00:30:44,958

[brian]: part of the course is asking all the time, like what's going on with your self care, what's going on with your self

415

00:30:44,978 --> 00:30:52,883

[brian]: care? Because we both know it's impossible to hold up

the stamina of being a Abolient, ebullient, ebullient, ebullient,

416

00:30:52,904 --> 00:30:59,728

[brian]: whatever, how you say the word, right? Actress in the world and in Los Angeles and have the rejection and the, what

417

00:30:59,748 --> 00:31:05,392

[brian]: do I do? And I'm on my own, my self-tip's in the, unless there's some form of care. And I love that you're like, I went

418

00:31:05,412 --> 00:31:10,135

[brian]: for a walk. I hugged my dog. Like self-care doesn't always, I mean, I think sometimes we think self-care has to look like

419

00:31:10,155 --> 00:31:14,938

[brian]: something big and grand. And actually it is, it can be three seconds of loving up on your dog. And oh my gosh, I feel

420

00:31:14,958 --> 00:31:15,479

[brian]: better about like,

421

00:31:15,560 --> 00:31:15,686

[carly_pandza]: Mm-hmm.

422

00:31:15,759 --> 00:31:17,300

[brian]: so I just love that you said that. That's really important.

423

00:31:20,342 --> 00:31:26,626

[brian]: this is the right reps for me for right now. Meaning like we hope that they are for forever, for sure. But there's

424

00:31:26,666 --> 00:31:31,589

[brian]: something about, I think like when you do a program like this or when you reach out like you're going to learn something

425

00:31:31,649 --> 00:31:37,974

[brian]: about yourself and the business right now about who responds to you. You got 29 people reaching out to you. I know a lot of

426

00:31:37,994 --> 00:31:42,577

[brian]: people might be listening and be like, oh my gosh, 29 people, 29 meetings, that's a lot of meetings to be offered to

427

00:31:42,677 --> 00:31:52,163

[brian]: come in for, right? We want to be like, where were they? What kind of agents were they? who are those offices? And instead

428

00:31:52,183 --> 00:31:58,007

[brian]: of bucking against like, well, it should be CAA or it should be GERSH or it should be like, okay, cool. And at one

429

00:31:58,027 --> 00:32:02,490

[brian]: day it will be for sure. Or maybe you'll be with the same manager your whole life and you'll be on the Oscar stage.

430

00:32:02,890 --> 00:32:08,854

[brian]: So I just really think it's important that we open ourselves up to just letting the business kind of reflect back. Oh yeah,

431

00:32:08,894 --> 00:32:14,238

[brian]: this is where we kind of see you right now without judging yourself against that. This is when I have

432

00:32:14,250 --> 00:32:14,378

[carly_pandza]: Mm-hmm.

433

00:32:14,258 --> 00:32:19,521

[brian]: a lot of actors who will say to me, like, should I even look for agents right now? And I'm like, if you know how to act,

434

00:32:19,962 --> 00:32:25,146

[brian]: Okay, look for an agent because there's an agent out there who wants a totally developmental beginner actor and would

435

00:32:25,186 --> 00:32:27,468

[brian]: love to work with you. Right? We always kind of

436

00:32:27,572 --> 00:32:27,705

[carly_pandza]: Mm-hmm.

437

00:32:27,888 --> 00:32:33,213

[brian]: are reaching for the bigger and I just think that's an important point to make there. So, Carly, you've dropped a few

438

00:32:33,293 --> 00:32:38,858

[brian]: bombs around law of attraction and what's it called? Design? What's it called?

439

00:32:39,037 --> 00:32:39,768

[carly_pandza]: Human design.

440

00:32:39,579 --> 00:32:41,881

[brian]: Yes, human design. I knew it was. Yeah. Human design and all

441
00:32:42,050 --> 00:32:42,130
[carly_pandza]: Have

442
00:32:42,121 --> 00:32:42,201
[brian]: and

443
00:32:42,150 --> 00:32:42,250
[carly_pandza]: you

444
00:32:42,221 --> 00:32:42,341
[brian]: then

445
00:32:42,291 --> 00:32:42,471
[carly_pandza]: looked

446
00:32:42,481 --> 00:32:42,581
[brian]: use

447
00:32:42,511 --> 00:32:42,592
[carly_pandza]: up

448
00:32:42,601 --> 00:32:42,661
[brian]: the.

449
00:32:42,632 --> 00:32:45,142
[carly_pandza]: yours because I feel like I've already predicted
what you are

450
00:32:45,342 --> 00:32:45,522
[brian]: Okay,

451

00:32:45,363 --> 00:32:45,705

[carly_pandza]: just from

452

00:32:45,623 --> 00:32:45,904

[brian]: I haven't

453

00:32:45,745 --> 00:32:45,865

[carly_pandza]: your

454

00:32:45,924 --> 00:32:46,065

[brian]: looked

455

00:32:45,946 --> 00:32:46,287

[carly_pandza]: energy?

456

00:32:46,105 --> 00:32:49,640

[brian]: at mine, but I've been like super intrigued about it.

So do you know what it is? Tell predict, tell me what you think

457

00:32:49,660 --> 00:32:49,901

[brian]: it is.

458

00:32:51,950 --> 00:32:56,297

[carly_pandza]: You're definitely some sort of generator. I think you might be a manifesting generator. You have

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00:32:56,302 --> 00:32:56,362

[brian]: All

460

00:32:56,317 --> 00:32:56,337

[carly_pandza]: a

461

00:32:56,382 --> 00:32:56,584

[brian]: right.

462

00:32:56,417 --> 00:32:58,460

[carly_pandza]: lot of energy and manifesting

463

00:32:58,099 --> 00:32:58,301

[brian]: Yeah.

464

00:32:58,480 --> 00:33:02,807

[carly_pandza]: generators have like, we'll exchange and then
I'll let you know if I was accurate

465

00:33:02,702 --> 00:33:03,242

[brian]: Okay.

466

00:33:02,827 --> 00:33:03,188

[carly_pandza]: or not,

467

00:33:03,322 --> 00:33:03,482

[brian]: Okay.

468

00:33:03,368 --> 00:33:03,528

[carly_pandza]: I'll

469

00:33:03,502 --> 00:33:03,662

[brian]: Great.

470

00:33:03,608 --> 00:33:03,788

[carly_pandza]: send

471

00:33:03,722 --> 00:33:03,862

[brian]: Oh my

472

00:33:03,829 --> 00:33:03,969

[carly_pandza]: you

473

00:33:03,882 --> 00:33:03,982

[brian]: God.

474

00:33:03,989 --> 00:33:04,149

[carly_pandza]: your

475

00:33:04,002 --> 00:33:04,162

[brian]: I would

476

00:33:04,189 --> 00:33:04,409

[carly_pandza]: chart.

477

00:33:04,203 --> 00:33:09,746

[brian]: love. Okay. Great. If there's like a test I can take online, I'm in. I'm ready to do it. Okay. Great. We will link

478

00:33:09,766 --> 00:33:14,710

[brian]: to it in the show notes once I find it and I'll let you all know. Um, so I was gonna say, so you use these language.

479

00:33:14,730 --> 00:33:21,254

[brian]: So I just would love for, from your perspective, as someone who is, uh, clearly invested in her own self growth, you went

480

00:33:21,274 --> 00:33:26,297

[brian]: through a spiritual, you went to a spiritual university at Chapman as well. So you have a real foundation in this kind

481

00:33:26,337 --> 00:33:33,915

[brian]: of background. Is there anything that you would want to share either about the program or about I've never asked that

482

00:33:33,955 --> 00:33:34,481

[brian]: question before.

483

00:33:36,450 --> 00:33:46,476

[carly_pandza]: Yeah, so to be honest, and I want you to hear this as the acknowledgement that it is, Brian, you know, I love

484

00:33:47,077 --> 00:33:55,122

[carly_pandza]: the human condition. I love examining why I do things and looking at the next level of my development and transformation.

485

00:33:55,502 --> 00:34:01,566

[carly_pandza]: I used to lead seminars and coach, like I've coached so many people. So I have all these different modalities and

486

00:34:02,167 --> 00:34:13,975

[carly_pandza]: distinctions of ways to look at things And for me, I truly believe there's no top to the mountain of my transformation

487

00:34:14,015 --> 00:34:22,540

[carly_pandza]: as a person. Like I never am ever, I think, going to be like, I've arrived on the mountain, you know, because that's

488

00:34:22,580 --> 00:34:27,323

[carly_pandza]: ridiculous. We're multi-dimensional, like moment by moment, things are growing, we're changing.

489

00:34:36,670 --> 00:34:43,094

[carly_pandza]: me because it's really important for me that I that I witness and I can see that the person walks the walk talks

490

00:34:43,114 --> 00:34:49,918

[carly_pandza]: the talk is the real deal is a human. I can just pick up on BS really quickly and I think it's because I've trained

491

00:34:49,959 --> 00:34:57,443

[carly_pandza]: myself so much and I've challenged myself to be the person that walks the walk and talks the talk. So when I

492

00:34:57,564 --> 00:35:03,107

[carly_pandza]: when I stumbled across your work and I also like I asked a bunch of people who would like take courses with you.

493

00:35:06,550 --> 00:35:13,354

[carly_pandza]: So it wasn't just about the here's the actions that you take to, you know, find representation. It's all, it

494

00:35:13,374 --> 00:35:20,939

[carly_pandza]: was also so it, I could hear the context when you would speak. I could hear the context in the background and

495

00:35:21,640 --> 00:35:27,283

[carly_pandza]: I am crystal clear that it's like, it is the context.
So important.

496

00:35:27,702 --> 00:35:28,202

[brian]: Já!

497

00:35:28,224 --> 00:35:37,270

[carly_pandza]: And not like I have so many points tested this
in my life of you can do all the content, right? all the actions,

498

00:35:37,390 --> 00:35:42,894

[carly_pandza]: all the things that people tell you that you should
do, and you could do it to the max times three, hundred, you

499

00:35:42,914 --> 00:35:51,339

[carly_pandza]: know, 100%. But it does not matter if the context
in which you are coming from is not empowering. And if like,

500

00:35:51,419 --> 00:35:58,844

[carly_pandza]: if you have not shifted whatever that, the internal,
the beliefs that you have or who you've been being. So it did

501

00:35:58,884 --> 00:36:02,967

[carly_pandza]: get to this point where I was like, okay, here's
someone I hear that they're talking about content, but I could

502

00:36:03,067 --> 00:36:09,051

[carly_pandza]: hear the contextual foundation that was there,
you were coming from what you had laid. And I was like, okay,

503

00:36:09,892 --> 00:36:13,494

[carly_pandza]: I feel I trust him, I see him. I'm being serious.
Like, you know,

504

00:36:13,413 --> 00:36:13,494

[brian]: Oh,

505

00:36:13,594 --> 00:36:14,275

[carly_pandza]: you can go through

506

00:36:14,239 --> 00:36:14,501

[brian]: yeah.

507

00:36:14,295 --> 00:36:20,739

[carly_pandza]: things in the industry with certain, you know,
teachers and leaders and things that people say. And it's you

508

00:36:20,899 --> 00:36:25,062

[carly_pandza]: like, I don't mean this like you have to walk
through and like protect yourself. One of the biggest things

509

00:36:25,122 --> 00:36:33,127

[carly_pandza]: I got doing your course is like when we did our
acting story, I was so raw and vulnerable with the people that

510

00:36:33,187 --> 00:36:39,331

[carly_pandza]: I shared with, like I literally started crying
with it like Like I wasn't surprised, right? And one of the kind

511

00:36:39,351 --> 00:36:46,556

[carly_pandza]: of feedback things that I got from people was
Them saying like how they admired my rawness and my vulnerability

512

00:36:46,696 --> 00:36:56,023

[carly_pandza]: and I got so clear Maybe that is a huge aspect of who I am And I just started like looking for myself and it

513

00:36:56,043 --> 00:37:02,587

[carly_pandza]: sounds so dull to the people in my life that realization But not to me like the blind spot of me not seeing that and being

514

00:37:02,627 --> 00:37:03,147

[carly_pandza]: like, oh

515

00:37:06,890 --> 00:37:14,801

[carly_pandza]: And then I'm super strong but a huge essence and like miracle and magic of what makes me me is that I am The person

516

00:37:14,841 --> 00:37:20,529

[carly_pandza]: that says like this is what I've been struggling with and oh my gosh. I'm so moved by this Target commercial

517

00:37:23,610 --> 00:37:31,335

[carly_pandza]: like a drop of hat for like everything. But it's like noticing, oh my gosh, this is a huge part of who I am. And

518

00:37:31,375 --> 00:37:39,260

[carly_pandza]: it's been one of the things that I've been thinking I need to overcome before I put myself out into the world versus

519

00:37:40,401 --> 00:37:46,685

[carly_pandza]: maybe that's the very thing, me protecting and hiding that, that's been keeping people from actually getting

520

00:37:46,725 --> 00:37:56,051

[carly_pandza]: to see me. And it was like a profound transformation. am when I participate in things is like, this is going to be

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00:37:56,191 --> 00:38:02,095

[carly_pandza]: so transformational. And I don't know what I'm going to get, but I'm going to get whatever I need. And having

522

00:38:02,115 --> 00:38:08,219

[carly_pandza]: that kind of perspective throughout the whole course, it's like doing that and then like being able to, it's

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00:38:08,360 --> 00:38:15,184

[carly_pandza]: no wonder that was in the background of my email, even though I took out things that like were really vulnerable

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00:38:15,264 --> 00:38:18,787

[carly_pandza]: and things that like, cause we ended up kind of deciding like, okay, that's not what we're going to put in there.

525

00:38:19,309 --> 00:38:19,459

[brian]: Yeah.

526

00:38:23,670 --> 00:38:33,036

[carly_pandza]: Here I am naked, raw, leave me. And there was so much fear around that versus like going to the process, discovering

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00:38:33,056 --> 00:38:39,901

[carly_pandza]: there was nothing to be afraid of. And that's really the only way to live. And it's the, like that is why we

528

00:38:39,961 --> 00:38:49,167

[carly_pandza]: do what we do as performers, as artists. Like that juicy, risky, I don't know what's going to happen. Everyone

529

00:38:49,207 --> 00:38:57,352

[carly_pandza]: can see me and I'm sharing my truth with the world. we do it. So it helped me get in touch with that and like step

530

00:38:57,432 --> 00:39:04,877

[carly_pandza]: into that. So it just makes so much sense to me that it's like ever since that, like I started, I got back in

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00:39:05,258 --> 00:39:09,620

[carly_pandza]: acting class again, like scene study, like for the first time since college, like

532

00:39:09,522 --> 00:39:09,865

[brian]: Great,

533

00:39:09,660 --> 00:39:09,801

[carly_pandza]: I'm

534

00:39:09,905 --> 00:39:10,086

[brian]: good

535

00:39:10,001 --> 00:39:10,101

[carly_pandza]: in

536

00:39:10,107 --> 00:39:10,530

[brian]: job.

537

00:39:10,161 --> 00:39:11,422

[carly_pandza]: a consistent class now,

538

00:39:11,478 --> 00:39:11,740

[brian]: Yes?

539

00:39:11,562 --> 00:39:18,086

[carly_pandza]: I literally just registered for a female standup comedy class, Brian.

540

00:39:17,802 --> 00:39:18,430

[brian]: Obsessed?

541

00:39:18,306 --> 00:39:18,386

[carly_pandza]: And

542

00:39:18,572 --> 00:39:19,241

[brian]: Obsessed?

543

00:39:25,311 --> 00:39:31,335

[carly_pandza]: So it was like the commitment and the me saying this is what it's going to be, but like all the details weren't

544

00:39:31,355 --> 00:39:38,099

[carly_pandza]: worked out. There's still like the unknown and then the surrender to it. It's like the reps are just part of

545

00:39:38,139 --> 00:39:44,003

[carly_pandza]: it, but it's like I can feel the momentum and the trajectory of like, I'm just going to keep stepping in and

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00:39:44,083 --> 00:39:51,989

[carly_pandza]: keep expanding like because that's just natural when you're on a journey and you discover the thing if you allow

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00:39:52,009 --> 00:39:52,289

[carly_pandza]: yourself

548

00:39:54,322 --> 00:39:54,602

[brian]: Yeah.

549

00:39:54,335 --> 00:39:54,717

[carly_pandza]: They give the

550

00:39:54,722 --> 00:39:54,882

[brian]: Oh,

551

00:39:54,757 --> 00:39:55,220

[carly_pandza]: courage

552

00:39:54,942 --> 00:39:55,382

[brian]: Carly.

553

00:39:55,240 --> 00:39:55,542

[carly_pandza]: to keep

554

00:39:55,402 --> 00:39:55,482

[brian]: Yes.

555

00:39:55,582 --> 00:39:56,587

[carly_pandza]: going. All right?

556

00:39:56,303 --> 00:40:00,886

[brian]: The courage. Yes. And what, you know, Carly, I'm sure plenty of people are listening and feeling like, well, she's

557

00:40:00,966 --> 00:40:07,230

[brian]: so confident and certain and then what we're all, when everyone to hear what Carly saying is, yes. And I actually, it

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00:40:07,250 --> 00:40:11,273

[brian]: wasn't a front. I'm not saying you had a front, but like, I thought that's why I needed to be in the way that I reached

559

00:40:11,333 --> 00:40:16,737

[brian]: out into the world. And actually we know by based on all the success we've had inside of agent goals is the confident,

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00:40:17,137 --> 00:40:24,922

[brian]: excited, into it person that exists inside of you is necessary. I think for the stamina part of But actually we want

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00:40:24,942 --> 00:40:32,327

[brian]: to give them the spaciousness and the opportunity to get to know that softer part of you, to get to know the vulnerability,

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00:40:32,387 --> 00:40:36,950

[brian]: especially when like you said, it is one of the things that came up again and again in your acting story. And you know,

563

00:40:36,990 --> 00:40:43,674

[brian]: the mathematics that end up going into what ends up in your email is such a tricky design that comes from all the way

564

00:40:43,694 --> 00:40:47,757

[brian]: back from, you know, when you first knew you wanted to be an actor or two, what your friends end up telling you that

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00:40:47,777 --> 00:40:50,879

[brian]: they saw inside of it to how we eventually put the mathematics of that together.

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00:40:54,202 --> 00:40:58,304

[brian]: course, because that's where it started. It started with the truth of your whole story. One of the things that I think

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00:40:58,444 --> 00:41:04,448

[brian]: I've recently come to notice, you know, because this is, we just passed the three year anniversary of firm agent goals,

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00:41:04,969 --> 00:41:05,529

[brian]: right? And so this

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00:41:05,411 --> 00:41:05,673

[carly_pandza]: Yay!

570

00:41:05,569 --> 00:41:10,452

[brian]: is super excited for us. It's super excited, right? And so of working and getting agents, getting actors, agents and

571

00:41:10,492 --> 00:41:14,395

[brian]: reps all the time. But one of the things I've noticed, this is kind of where I've, I've learned, you know, it's taught

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00:41:14,415 --> 00:41:20,259

[brian]: me a lot. But one of the things I'll say is, you know, you tell that big actor story piece at the beginning, because

573

00:41:20,379 --> 00:41:25,803

[brian]: at the time you get your manager in agent meetings, you're not going to the full story. Cause it would be the weirdest thing

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00:41:25,823 --> 00:41:30,346

[brian]: in the world. If you talked about when you like had your acting teacher in high school and what they said, right? But

575

00:41:31,186 --> 00:41:37,190

[brian]: because you've had that kinesthetic experience of sharing it with other people, I think that by the time you get to those

576

00:41:37,230 --> 00:41:41,233

[brian]: manager and agent meetings, your body, does it feel cheated for not getting

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00:41:41,150 --> 00:41:41,261

[carly_pandza]: Thank

578

00:41:41,253 --> 00:41:41,333

[brian]: to

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00:41:41,283 --> 00:41:41,350

[carly_pandza]: you.

580

00:41:41,373 --> 00:41:46,216

[brian]: put it all on the line in that one meeting? So you can

walk out of that meeting and say, okay, great, I get to make

581

00:41:46,236 --> 00:41:51,280

[brian]: a decision because this is going to be a longer relationship where they're going to get to learn more about me. You know,

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00:41:51,300 --> 00:41:55,743

[brian]: it's a little bit like, I think agent manager meetings are the like, one day and then you decide if you're going to

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00:41:55,763 --> 00:41:58,504

[brian]: get married a little bit in some weird way. And so we

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00:41:58,518 --> 00:41:58,581

[carly_pandza]: Duh.

585

00:41:58,524 --> 00:42:02,547

[brian]: needed to be, yeah, right? So I just thought of that. But I think like you need to be able to have the experience as

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00:42:02,587 --> 00:42:08,671

[brian]: the actor to feel like I've shared my story and here is where I'm going to make sure that I present myself, which

587

00:42:08,711 --> 00:42:13,574

[brian]: is kind of how you started today is like, I felt like I'm being more and more of the person that I present into the

588

00:42:13,614 --> 00:42:19,258

[brian]: world. So I think that that is such a beautiful, such a beautiful journey to be able to be on witnessing a car. Like,

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00:42:19,278 --> 00:42:24,962

[brian]: cause you know, like it's so, such a delight when I would ever come to a call and you'd ask a question, because you were

590

00:42:25,002 --> 00:42:32,167

[brian]: clearly fully invested and would come with such a clear, I'm challenged by this. This is, you know, this is stuck for

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00:42:32,207 --> 00:42:38,531

[brian]: me. I'm stuck right here. And I think that, you know, I love to coach. I think that's pretty obvious that I love to

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00:42:38,571 --> 00:42:43,674

[brian]: coach, but it's also like, it's also fun to really coach someone who's like, I've wrestled and I've tried and here's where

593

00:42:43,694 --> 00:42:48,558

[brian]: I gotta figure this out. And to know that you were doing that, that the deep work on yourself at the same time is, of

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00:42:48,598 --> 00:42:55,304

[brian]: course, that's why the questions were so powerful and you moved through this so beautifully. I think you probably already

595

00:42:55,404 --> 00:43:01,518

[brian]: answered this, but let's just say, what if you had to identify one specific part of agent goals that helped you the

596

00:43:01,618 --> 00:43:03,101

[brian]: most, what would you say that was?



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597
00:43:04,273 --> 00:43:05,036
[carly_pandza]: The actor story.

598
00:43:05,902 --> 00:43:06,123
[brian]: Yeah,

599
00:43:06,199 --> 00:43:06,380
[carly_pandza]: Yeah.

600
00:43:07,110 --> 00:43:07,312
[brian]: yeah,

601
00:43:07,162 --> 00:43:07,343
[carly_pandza]: Yeah.

602
00:43:07,513 --> 00:43:07,654
[brian]: tell

603
00:43:07,564 --> 00:43:07,764
[carly_pandza]: That

604
00:43:07,675 --> 00:43:07,957
[brian]: us a little

605
00:43:07,804 --> 00:43:08,045
[carly_pandza]: was

606
00:43:07,977 --> 00:43:08,057
[brian]: bit

607

00:43:08,065 --> 00:43:09,369

[carly_pandza]: it.

608

00:43:08,098 --> 00:43:08,501

[brian]: about why.

609

00:43:11,470 --> 00:43:18,434

[carly_pandza]: Well, it had me, you know, and like I've done work about like dealing with things in your past, but it gave

610

00:43:18,474 --> 00:43:28,661

[carly_pandza]: me a certain framework to look at specifically my acting and my life too, and to see certain things that had

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00:43:28,741 --> 00:43:37,447

[carly_pandza]: happened and like to look at it and even the looking at it and acknowledging it to myself, even if I didn't include

612

00:43:37,487 --> 00:43:46,973

[carly_pandza]: it in my story, but then in my life, right? Even though they're the people that I feel the safest with, like the

613

00:43:47,073 --> 00:43:55,259

[carly_pandza]: safest who, and to have those people say like, I didn't know that about you. I didn't know that you had that

614

00:43:55,319 --> 00:44:04,005

[carly_pandza]: thing that happened that like stopped you. And to, like, it was like, it was this, it was this like unbelievable

615

00:44:04,045 --> 00:44:06,526

[carly_pandza]: like healing experience where it felt like

616

00:44:11,450 --> 00:44:20,095

[carly_pandza]: and say to young Carly or even a couple years ago, Carly, oh my gosh, I'm sorry that happened. Or like, oh,

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00:44:20,756 --> 00:44:26,960

[carly_pandza]: can you just have some compassion for yourself and forgive yourself for that now? And no matter how much you

618

00:44:27,000 --> 00:44:33,404

[carly_pandza]: do that as a human, things will keep coming up throughout your life and it's so necessary, it's so necessary

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00:44:33,444 --> 00:44:41,770

[carly_pandza]: to complete those things and heal those things because then you don't bring your past into your future. but

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00:44:41,790 --> 00:44:49,675

[carly_pandza]: to have that assignment. And then it's like I got to move through the spaces and experience what it was like

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00:44:49,755 --> 00:44:58,801

[carly_pandza]: to share myself so vulnerably and still feel safe and be like, oh, I didn't die from doing that. And then to

622

00:44:58,790 --> 00:44:58,902

[brian]: Bye.

623

00:44:58,921 --> 00:45:04,265

[carly_pandza]: keep doing it throughout the program, it's like it threaded it through the program. So by the time that I got

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00:45:04,585 --> 00:45:13,951

[carly_pandza]: to the meetings, it's like I had come face to face with what had happened was so in love and fully had accepted

625

00:45:14,011 --> 00:45:22,197

[carly_pandza]: that, that there was nothing else to do but just to exist and be myself. It's almost like you can't strategically

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00:45:22,277 --> 00:45:27,720

[carly_pandza]: figure all that stuff out. It's like you have to move through the spaces and piece it together and thread it

627

00:45:27,740 --> 00:45:37,027

[carly_pandza]: together. And all that stuff, all the internal work will eventually have you arrive at, oh, and this is where

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00:45:37,067 --> 00:45:39,748

[carly_pandza]: I'm meant to be at this exact moment. And here I am.

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00:45:42,890 --> 00:45:48,874

[carly_pandza]: I don't think I would have had the foundation and the courage and the like being so clear about who I was when

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00:45:48,955 --> 00:45:55,999

[carly_pandza]: I sent the emails, no matter the responses during those meetings, if I had not gone through the space, if I had

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00:45:56,039 --> 00:46:02,884

[carly_pandza]: not let myself start with the, okay, here's my actor story and I know that I know that it's going to be valuable.

632

00:46:07,583 --> 00:46:08,700

[brian]: Yes, totally.

633

00:46:11,450 --> 00:46:19,641

[carly_pandza]: But yeah, that was, I mean, even the people who watched me do that story were so, were so moved and so blown

634

00:46:19,681 --> 00:46:24,008

[carly_pandza]: away and saw stuff about themselves because of course they did, like, you know, because

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00:46:23,902 --> 00:46:24,242

[brian]: Of course.

636

00:46:24,028 --> 00:46:24,749

[carly_pandza]: we're all humans

637

00:46:24,322 --> 00:46:24,642

[brian]: Yeah. Yeah.

638

00:46:24,789 --> 00:46:25,129

[carly_pandza]: and we're all

639

00:46:25,282 --> 00:46:30,446

[brian]: Yeah. And you remember, I'm sure when you're telling a story like that, and so for everybody who's listening, if you

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00:46:30,486 --> 00:46:34,188

[brian]: don't, if Kevin caught on, like, there's a, there's a part, the very beginning of the course where I ask you to tell

641

00:46:34,228 --> 00:46:40,332

[brian]: your acting story and kind of your own relationship where you've intersected with this calling. And it's impossible when

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00:46:40,352 --> 00:46:45,296

[brian]: you're telling a story like that for someone who's hearing it, not to go like, Oh yeah, I had a teacher who was a dick or

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00:46:45,396 --> 00:46:51,680

[brian]: I didn't have that opportunity or someone said something to me that stuck with me, whatever. Um, I appreciate you saying

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00:46:51,700 --> 00:46:59,365

[brian]: that's funny, Carly. So many people say that it is the acting story. And it's also the place where people usually begin

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00:46:59,385 --> 00:47:05,829

[brian]: the course and can have a like, why do I have to do this? And I was like, you know, I don't know. It's magic. By the end

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00:47:05,849 --> 00:47:08,211

[brian]: of the thing, you're going to be like, you're going to know exactly why you did it. And

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00:47:08,250 --> 00:47:08,361

[carly_pandza]: Thank

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00:47:08,251 --> 00:47:08,391

[brian]: right.

649

00:47:08,383 --> 00:47:08,450

[carly_pandza]: you.

650

00:47:08,491 --> 00:47:13,174

[brian]: So, I mean, I do want to, I know why, but I think that's one of the things that's so important. So to kind of round this

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00:47:13,374 --> 00:47:18,738

[brian]: out today, I know there are probably a lot of actors who are listening right now who were in the same place you were

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00:47:18,958 --> 00:47:28,840

[brian]: before, you know, you went through the agent goals processor And what would you want to say to them to, yeah, what would you

653

00:47:28,860 --> 00:47:29,181

[brian]: say to them?

654

00:47:34,350 --> 00:47:45,717

[carly_pandza]: Trust yourself. Do whatever you need to do to love and accept who you are right now, just as you are. Because

655

00:47:46,858 --> 00:47:52,983

[carly_pandza]: whatever is meant to find you, there are reps and there are roles and there are opportunities that are meant

656

00:47:53,023 --> 00:47:58,929

[carly_pandza]: to find you exactly how you are right now, no matter what your mind is telling you, no matter how much you

657

00:47:58,969 --> 00:47:59,729

[carly_pandza]: say that's not true.

658

00:48:01,562 --> 00:48:05,526

[brian]: No matter what that cast and director said in that workshop, you did three years ago that's still echoing in your ears or

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00:48:05,546 --> 00:48:10,952

[brian]: that agent told you last year. I feel like that's a part of what I've often talked into actors is they've heard one agent

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00:48:10,972 --> 00:48:16,218

[brian]: said one thing to them and it's stuck forever. And I have to do this before I can ever reach out. So I really appreciate

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00:48:16,238 --> 00:48:16,959

[brian]: you saying that to cut

662

00:48:16,930 --> 00:48:18,511

[carly_pandza]: Yeah.

663

00:48:16,979 --> 00:48:18,721

[brian]: through that noise. Yeah, really

664

00:48:18,551 --> 00:48:18,891

[carly_pandza]: Like they're

665

00:48:18,741 --> 00:48:19,161

[brian]: appreciate

666

00:48:18,931 --> 00:48:19,651

[carly_pandza]: the gatekeeper

667

00:48:19,181 --> 00:48:19,241

[brian]: it.

668

00:48:19,691 --> 00:48:20,992

[carly_pandza]: of the entire industry.

669

00:48:23,222 --> 00:48:25,170

[brian]: I love to laugh, yes, exactly.

670

00:48:24,935 --> 00:48:27,617

[carly_pandza]: It's like, it's funny though, you know,

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00:48:27,620 --> 00:48:27,941

[brian]: Yes.

672

00:48:27,657 --> 00:48:36,643

[carly_pandza]: like even like I literally out of all the emails I sent, I only had two responses that were a little like wonky.

673

00:48:36,142 --> 00:48:37,358

[brian]: Dickish? Yeah.

674

00:48:37,603 --> 00:48:44,368

[carly_pandza]: Yeah. And I remember and I remember like literally laughing because of where I was like, it's here's the thing that

675

00:48:44,408 --> 00:48:52,874

[carly_pandza]: like we don't get. It's If you're at a certain place where you actually authentically believe that you're not

676

00:48:52,934 --> 00:48:59,318

[carly_pandza]: worthy or where you're coming from is like, oh, like I suck or da, da, da, da, da, da, then of course, if somebody

677

00:48:59,418 --> 00:49:06,923

[carly_pandza]: says something to you that validates that, you're only going to get triggered and only going to get upset if you

678

00:49:06,963 --> 00:49:07,723

[carly_pandza]: believe that.

679

00:49:08,302 --> 00:49:08,604

[brian]: Right.

680

00:49:08,864 --> 00:49:09,565

[carly_pandza]: But like, really,

681

00:49:09,230 --> 00:49:09,552

[brian]: Yes.

682

00:49:09,605 --> 00:49:10,185

[carly_pandza]: but if you're in

683

00:49:10,158 --> 00:49:10,400

[brian]: Yes.

684

00:49:10,205 --> 00:49:16,930

[carly_pandza]: this place where you've done the work where you feel so grounded in yourself, like it literally doesn't like

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00:49:16,950 --> 00:49:22,974

[carly_pandza]: it's almost laughable. Like I was so clear when those people sent the thing to me, I was just, and that's like

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00:49:22,994 --> 00:49:25,255

[carly_pandza]: the, was my biggest fear, you know, like

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00:49:25,163 --> 00:49:25,286

[brian]: Sure.

688

00:49:25,295 --> 00:49:25,755

[carly_pandza]: of like, oh,

689

00:49:25,655 --> 00:49:25,819

[brian]: Yeah.

690

00:49:25,876 --> 00:49:31,579

[carly_pandza]: so what somebody could say, right? That I was just like, oh my gosh, that's hilarious. I'm like, wow, they

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00:49:31,619 --> 00:49:33,541

[carly_pandza]: must be having a really hard day, you know, like,

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00:49:33,584 --> 00:49:33,708

[brian]: Ha

693

00:49:33,681 --> 00:49:33,741

[carly_pandza]: or,

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00:49:33,729 --> 00:49:33,874

[brian]: ha ha!

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00:49:34,441 --> 00:49:39,965

[carly_pandza]: or even like myself thinking like, wow, like, I can't imagine what this person's life is. If like this is like

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00:49:40,005 --> 00:49:41,786

[carly_pandza]: what they're, you know what I mean? Like I have no

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00:49:41,665 --> 00:49:41,896

[brian]: Yeah.

698

00:49:41,886 --> 00:49:48,939

[carly_pandza]: idea, like, like feeling compassion for them and saying thank you so much. Get out of here, like releasing that,

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00:49:48,979 --> 00:49:51,209

[carly_pandza]: like, bye.

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00:49:50,942 --> 00:49:57,326

[brian]: Yeah. Yeah. And you know, Carl, I would have to hear that is that work is like the last thing we want is what two

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00:49:57,446 --> 00:50:02,589

[brian]: emails out of the many, many you sent to be the one that tells you that you did a good or a bad job. Right. I want none

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00:50:02,609 --> 00:50:07,473

[brian]: of the emails to be, have that, be able to give that kind of impression to you or give that kind of reverberation

703

00:50:07,533 --> 00:50:11,315

[brian]: inside the frequency that you're already at that they don't, they don't even, there's no, don't let a dirty, what do

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00:50:11,335 --> 00:50:15,698

[brian]: they say? Let's don't let a dirty stranger walk through your house. I think that's a Buddhist thought. I'm not sure if

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00:50:15,718 --> 00:50:16,919

[brian]: I'm saying it exactly correctly,

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00:50:18,172 --> 00:50:19,409

[carly_pandza]: That's a good advice though in general.

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00:50:20,962 --> 00:50:24,324

[brian]: some dirty stranger and that's you're like, I'm gonna let this dirty stranger walk through my mindset that I've never

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00:50:24,384 --> 00:50:30,008

[brian]: met before and say one email that's gonna say crappy things. And yet I'm sure there are many people who are that crappy

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00:50:30,128 --> 00:50:35,531

[brian]: email that there's that many of the listeners I'm sure received a crappy email at some point and that crappy email has

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00:50:35,571 --> 00:50:40,174

[brian]: become the board of directors for their career of when they're allowed to reach out next and what credit they have to

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00:50:40,194 --> 00:50:45,298

[brian]: have first or they have to have a referral or that and

we just know that that's not true. So, Carla, I want to thank

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00:50:45,318 --> 00:50:46,358

[brian]: you so much for bringing so much

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00:50:50,982 --> 00:50:56,225

[brian]: to watch you succeed in this way. I hate to use the word succeed. Sometimes I don't know why, because I feel like it feels

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00:50:56,285 --> 00:51:01,388

[brian]: more, it feels less natural, because the word success, sometimes we attach, like I think of the show succession and

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00:51:01,409 --> 00:51:06,692

[brian]: like, really just being aggro and aggressive. And that's that actually how we talked about this journey for you at all.

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00:51:06,812 --> 00:51:14,998

[brian]: It was much more around clarity and poise and the grace of acknowledgement of who you've been and that that is what attracted

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00:51:21,142 --> 00:51:27,011

[brian]: I would say to to be able to have seen how you went through this whole process So thank you for allowing me just to be alongside

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00:51:27,031 --> 00:51:32,219

[brian]: you during this. So thank you so much and for being on the pod today, obviously

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00:51:31,350 --> 00:51:31,930

[carly_pandza]: pod.

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00:51:32,239 --> 00:51:32,719

[brian]: The pod

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00:51:32,871 --> 00:51:33,332

[carly_pandza]: Well, thank,

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00:51:33,180 --> 00:51:33,320

[brian]: I am

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00:51:33,572 --> 00:51:41,642

[carly_pandza]: no, thank you, Brian. I just, you know, manifesting being on this podcast, just a little, like a little, like, I

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00:51:41,682 --> 00:51:47,289

[carly_pandza]: wasn't like desperate. I was just like, Oh my gosh, I love Brian. I secretly was manifesting being a guest on this podcast.

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00:52:05,091 --> 00:52:05,175

[brian]: Aww.

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00:52:05,390 --> 00:52:11,654

[carly_pandza]: I wasn't desperate about it or anything. It was just like, I felt connected to you. I felt really seen by you.

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00:52:11,774 --> 00:52:16,297

[carly_pandza]: Like I felt like I was, I really just, I didn't feel like you were like this like teacher up in this pedestal.

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00:52:16,357 --> 00:52:19,459

[carly_pandza]: I felt like we were like partners the whole way. And

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00:52:19,102 --> 00:52:19,273

[brian]: spread.

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00:52:20,740 --> 00:52:25,563

[carly_pandza]: I also just was like, I just want to like shoot the shit with Brian and like talk like I could literally feel

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00:52:25,603 --> 00:52:32,808

[carly_pandza]: like probably like 10 to 15 podcast episodes with all the things that I like got from the course. And like, I love

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00:52:32,848 --> 00:52:40,216

[carly_pandza]: talking about my transformation. I feel like when we share our triumphs, it has other people know that it's possible.

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00:52:40,276 --> 00:52:47,185

[carly_pandza]: It has them see things for themselves, whatever they're meant to see in their own life. So that it's been an

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00:52:47,265 --> 00:52:50,289

[carly_pandza]: honor and a privilege to be here. So thank you for inviting me.

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00:52:51,102 --> 00:52:55,645

[brian]: Thank you so much. Thank you so much. Now listen, I'm sure that's, thank you for that beautiful testament I will just

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00:52:55,685 --> 00:53:01,789

[brian]: say. So I appreciate that very much. And I love what you said, like, not put me on a, please don't put me on a pedestal.

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00:53:01,829 --> 00:53:06,512

[brian]: I want to be right alongside. I really do want to feel like I'm alongside any actor that I connect with, any creator

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00:53:06,532 --> 00:53:11,155

[brian]: that I connect with that I'm not, you know, separate from. Because I think that's, of course, the miracles, which

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00:53:11,195 --> 00:53:15,438

[brian]: is how I've been trained, I think, for those of you who know, is that says you have one, you have one problem, and the

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00:53:15,498 --> 00:53:18,460

[brian]: only problem is that you think you're separate from others, and that there's only one of

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00:53:18,450 --> 00:53:18,685

[carly_pandza]: Mm-hmm.

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00:53:18,520 --> 00:53:25,249

[brian]: us to my belief, which is be kind at all costs, be kind. So I appreciate

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00:53:24,850 --> 00:53:25,085

[carly_pandza]: Mm-hmm.

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00:53:25,289 --> 00:53:30,979

[brian]: that. Carly, there are undoubtedly gonna be some people listening who wanna learn a bit more about you or wanna follow

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00:53:30,999 --> 00:53:32,081

[brian]: you. Where would you tell them to go?

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00:53:34,891 --> 00:53:38,800

[carly_pandza]: You can Google me, Carly Tatiana Pansa, and find

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00:53:38,702 --> 00:53:40,176

[brian]: Great.

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00:53:38,920 --> 00:53:40,443

[carly_pandza]: all the things, all

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00:53:40,217 --> 00:53:40,540

[brian]: Great.

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00:53:40,483 --> 00:53:42,448

[carly_pandza]: the various platforms, all the things.

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00:53:42,942 --> 00:53:49,072

[brian]: Great, fabulous. And we will link to that below. You'll have the spelling of her name below. Thank you so much for today,

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00:53:49,092 --> 00:53:50,314

[brian]: Carly. I'm so grateful to know

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00:53:50,250 --> 00:53:50,494

[carly_pandza]: Thank

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00:53:50,355 --> 00:53:50,475

[brian]: you

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00:53:50,555 --> 00:53:50,799

[carly_pandza]: you!



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759

00:53:50,555 --> 00:53:52,739

[brian]: and to have been this during the pod together today.

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00:53:53,792 --> 00:53:53,985

[carly_pandza]: Thank you.