

Ep. 55 - Grey's Anatomy's Sarah Utterback- Transcript

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

00:00.00

BRIAN

Well everybody I'm really delighted today because I have a guest with me who I will just say Sarah I'm a fan of yours. Um, and I say that in the deepest profoundest sense. So I'll I'll introduce her before I go I tell you all about why I love her so this is Sarah Utterback. Do you want to say hello.

00:14.59

Sarah
Hi.

00:18.21

BRIAN

I'm so glad you're here. So Sarah is a super fabulously talented actress and I would also say she's trying to be coy over there but I'm not going to let her I'm going to make her shine bright right now. She also is um, a very conscious artist and what I would say about that is um. Attuned you know soul searching spiritual grounded and you know and Sarah you can correct me if I get any of this wrong as we're talking about this today. Um I'm just gonna give you guys the facts real quick. So Sarah got thirty five meetings for representation. And 35 offers representation. So before we just get sucked into that number I'm just going to dangle that in front of everybody because what I found in your journey Sarah because I remember the first time I saw you on a call and it was like there was kind of like a puss face like a little bit of resting bitch face. She was not yeah and can you walk us back to.

01:06.40

Sarah
Ooh Oh boy.

01:10.64

BRIAN

Like the story of how you were before all this happened. Okay, yeah, feel free to.

01:13.48

Sarah

Would love to thank you so much I'm so excited to be here. So yeah I went into this with a lot of resistance and um, a lot of ego and ah preconceived ideas. And at 1 point I was even talking to a friend about this doing this course and burst into tears on a sidewalk while we were getting ice cream in Burbank I was just like throwing a fit throwing a little bit of a. Temper tantrum about why? Why do I have to do this especially with some of those early exercises in the course. Why do I have to write out my actor story and perform it and blah blah blah and

um I remember very distinctly being in. Ah, a low and you know I use spirits like vibration. So excuse me but like very low vibration just you so I'm larry low low frequency over here just you know? Ah, it's interesting because I was.

02:14.64

BRIAN

You Yes yes, use them. We use them here too. You are.

02:26.50

Sarah

Reflecting before coming on here about the beginning of this process for me and um I was so divinely paired up with my accountability partners and um.

02:36.19

BRIAN

Oh that's so good to hear I Love that.

02:41.85

Sarah

1 of my accountability partners' I've grown very close with and now we tape each other we do self tapes and um, she said to me I think just last week she was like you know I didn't see you smile for about 6 weeks and we would zoom every week and like check in with each other.

02:54.44

BRIAN

Wow wow.

02:59.69

Sarah

And she said she remembers the moment it flipped and she said she saw me smile for the first time and it was like oh there she is oh and it was like then all the blooming started to happen and and it was a remembering of myself. it was coming home to myself and it was after doing those exercises that I was throwing a fit about.

03:25.59

BRIAN

Wow sarah I just want to say I can just say that I I'm getting emotional because yesterday I was on a conversation with someone and I said you know I think that really my job inside of helping actors is to help them remember who they are and you know that is something that sounds super egotistical to say out loud but like. In coaching on my own self to try to understand what I'm doing and what my life purpose is and to hear

you say it back to me is such a reassuring idea. But I'm really curious when you said you know she noticed when you smiled did you track that did you notice that shift.

03:58.95

Sarah

So, when she reminded me of that moment I knew exactly what moment she was talking about and um.

04:06.34

BRIAN

Yeah.

04:12.26

Sarah

God bless her. She's an angel in my life you are too I mean you 2 are at the top of my gratitude list for thanksgiving this year but I she never she was so non-judgmental very and still is so just compassionate and believes in me. She Inspires me pushes me I really got so lucky and I I encourage anyone who's listening and in the program you know to to your accountability partners are that that was really a key key part of the program for me.

04:45.38

BRIAN

Yeah, yeah, it.

04:49.63

Sarah

But um, I'd love to also speak on the remembering part too because I I agree with you you know I I was so lucky I got to be home in my in my hometown at my parents house when I was writing my acting story.

05:02.56

BRIAN

Yeah, ah oh so surrounded by all the things from your childhood and when you fell in love with acting and all those kinds of things right.

05:08.75

Sarah

And I was oh my god I was yeah I had the newspaper clippings and the play bills and and the ticket stubs to my first shows and.

05:19.56

BRIAN

Yes.

05:22.54

Sarah

Um, you know the awards or the diplomas and all all of this stuff the the photo albums of of me as a teenager doing my first plays and doing my first musicals and I I just got to experience. That me again like oh my god look at the joy on my face and there was nothing and no 1 that was going to tell me I couldn't do this because this is what I loved this is who I was this was you couldn't.

05:42.21

BRIAN

Um, yeah.

05:50.98

BRIAN

Yeah.

06:01.77

Sarah

You couldn't separate me from this and and then what happened along the way is all of these things separated me from that truth and so it was so joyful and so sweet and so I just.

06:09.59

BRIAN

Yeah, yeah, yeah, yeah.

06:20.64

Sarah

Felt so much compassion for myself and um and I was inspired by myself I was like god that that that 17 year old man. She didn't she was doing it. She was not going to take no for an answer and that kind of spitfire.

06:34.15

BRIAN

Yeah, oh I Love that.

06:40.43

Sarah

Um, yeah, it was. It was beautiful.

06:40.56

BRIAN

Yeah, well I I love what you're saying I love that you had that experience of being home I can see how that would be such a you got the resources almost around you to even help flood your senses with who you like remembering who you are and then I'm also thinking about how you know the things that. Separate us from the truth of who we are you know and can you tell a little bit of the story of what when you came to say okay I'm gonna frick it here's I love what you said earlier. Actually you said you said why do I have to frickin do this Why do I need to go through a course or do anything to get. Reps like I've worked before I was a recurring role on gray's anatomy for Christ's sake like why am I having to do this right? like I shouldn't have to do this There are actors who didn't have to do this so why am I having to do this work right? and I mean let's just be very clear. You could not do it. But what you just described wouldn't be the journey that you would have had. Or maybe even the reps that you would have found at that time. Can you take us back to kind of like who you were right when you like what was going on in your career before you decided to do this. Obviously you didn't have the reps that you wanted or desired. But what else was going on.

07:47.28

Sarah

No I hadn't yeah I hadn't had reps for right before the pandemic I had a manager who decided to become a producer and to be honest, you know I I didn't get ah I didn't have a lot of. Track or you know didn't get a lot of appointments with him. Um, it was clear that he he his heart was elsewhere and we're still friends wish him well but I I had gone through pretty much my whole career just saying yes to whoever.

08:24.24

BRIAN

Ah.

08:24.63

Sarah

Would take me um I would sign with reps in the room on the first meeting without meeting with anyone else because I was in such a desperate low self-worth oh you like me. Okay I'll sign with you because that's what we're taught. We're taught that it's so hard to get reps.

08:38.65

BRIAN

Um, yeah, yeah.

08:44.26

Sarah

And we're you explain it so spot on with the bouncer of the club analogy because that's what it felt like it was like you're my gateway to doing what I love rather than like you actually need me to do what you love too.

08:57.66

BRIAN

Yeah, yeah, and also what I heard I just heard something for first time Sarah I'm so sorry interrupt. But I'm gonna say I heard something for the first time when you said it which is like we not only make them into a bouncer to let us into a club but we also have an entire like and

09:12.70

BRIAN

Person in front of you god bless the manager agent in front of an actor who in in their beginning parts of their career where they might not have had this kind of training or had this kind of perspective but they represent so much more than that person that there's so many ghosts. In that room with them of mom and dad saying why are you going to be an actor or the money you spent to go to acting class or the money you wasted on a workshop of all those ghosts in the room and of course when someone says yes, you're like oh my god I get to say yes to someone have some relief I can just see how that would be so much relieving to say yes to somebody. Take of it off now someone's gonna take care of that for me. But then I think that sets you up at such a weird ass relationship. Sorry to interrupt you but I just heard that in a different way for the first time.

09:50.37

Sarah

Yeah, no it. It is weird and it was weird for me I don't know that I ever really was comfortable mixing art with Commerce. We're not taught that um and I never knew how to value. What. I had to offer um, and also you know I I don't think I ever really knew how to pitch myself or market myself before this course. Um, that's not taught either. This is really a college level course and I'm telling a lot of people that when I talk about it because. I learned skills that are so are necessary to doing this as a career. Um and you can't avoid it. You have to do this and I avoided it for a long time I didn't want to do it I felt like I was bad at it I felt like awkward and like. Don't know how to network or schmooze or work the room like my friends know how or people you know and I I really held that judgment of myself that I was bad at the business side of acting and um and of course it affected.

10:57.48

BRIAN

Ah, half a half.

11:06.16

Sarah

The choices that I was making in the reps that I was signing with or you know thinking this is the best I can get or no 1 wants to see me unless I have some fresh material or all of these stories that we tell ourselves which are they're just stories. No 1 else is telling us them. It's just us.

Ep. 55 - Grey's Anatomy's Sarah Utterback- Transcript

11:23.98

BRIAN

Yeah, yes, yes, yes well I Also think there's like this weird ancestral trauma of actors that like we like inherit the stories by standing in line at equity or being next to actors at auditions or in other acting classes like.

11:25.30

Sarah

This is what I learned during the program I was like oh got it. It's just me. Um.

11:39.12

BRIAN

Stories are just right there to pick up at any time you hear another actor tell the journey like they're just so I almost want to say like it's like fast food easy to pick up on the way instead of like considering if that's really what I want to say yes to in terms of the way I want to think about the business. It's just like right there if you're some hot fries from Mcdonald's how can you say no. Great and by the way those hot fries are actually the lie that agents only care about what's on your resume like it's like it's like it was just so easy to grab onto instead of face. Oh my gosh. What if I have to just be honest with where I am in the business or what I have to be vulnerable how what I've been able to accomplish all on my own or. I just really have a lot of compassion for actors around those stories that you're talking about.

12:16.99

Sarah

Oh God and it's like we just take it for fact and there's no rules here. There's no rules in Hollywood where just we we buy into what people tell us about it but everybody has a story and there's.

12:28.91

BRIAN

Yeah.

12:35.17

Sarah

Ah, thousand different ways to get to Rome or whatever I don't know that's even a thing but um, so it's not um, yeah so I was in just a real Um, you know there's a bit. There is some entitlement I'll call myself out. There was some like this should be easier.

12:37.48

BRIAN

Yeah I feel like it's the thing I don't know if that's the right 1 But I think that's a thing. Ah.

12:54.79

Sarah

You know and not and not not not like thinking I had to do the work and that was another realization like the work never ends you got to always do the Work. You have to always take action you everyone is hustling like. Emma Stone had a hustle for the favorite. You know, like you know you never ends like I don't That's a great example, but it just you always have to be working on on the business side. So I don't know that I was the most aggressive or um.

13:14.32

BRIAN

This is.

13:29.92

Sarah

I inspired um to go get out there and start doing it and I I kept I was in ah in a victim mentality of why and and then we had this pandemic and I was like well I'm just going to go inward now and I'm going to stay inside and go inside myself.

13:43.81

BRIAN

Has.

13:49.57

Sarah

And I started doing some deep inner inner plumbing working working everything out and and started to study um manifestation a little bit and that that you know really doesn't come from our thoughts that reality is created from our our beliefs.

13:52.66

BRIAN

Yeah.

13:59.79

BRIAN

Sure yeah.

14:08.37

Sarah

And um I started looking at my limiting beliefs and um and it just kind of like you know when you start to take little action in your life. That's for your highest good things start to the invitation start to come in.

Ep. 55 - Grey's Anatomy's Sarah Utterback- Transcript

14:25.17

BRIAN

Yes, yes, yes.

14:27.54

Sarah

And you just have to start saying? Yes, so that's what happened was I was without reps for a year and a half and then I safely went and had dinner outside with a friend and his girlfriend alexandra daniels and I was like I don't know what to do.

14:41.17

BRIAN

Yes, we love her.

14:47.63

Sarah

Haven't gone out on on an addition for a year and a half like I don't know that anyone would want to rep me I don't have any fresh material blah blah blah all this ah and they were like got to work with you got work with Brian Patacca so I was like who's this guy. What is this course? No I don't want to work with a bunch of other actors.

15:01.42

BRIAN

Ah I hate him already I always think like I hate him already is what I actually think what I actually thought is as screw you in no way has they so I'm super resistant whenever I have a coach just so no I'm going to call myself out I am the most resistant client in the world with my coach I'm like we always have like a eight minutes where I'm like I hate everything about this moment and then eight minutes and I'm good.

15:18.71

Sarah

Is in.

15:20.58

BRIAN

With my coach now that's over with but I toy like I hate this why you even telling this I'm mad that you had like I could just react like I'm mad that you have a solution to my problem I felt a little good about my problem. That's sometimes where I'll land when like if I had these 2 friends sitting across me. No no, no, you don't understand I feel I want to complain about this and I want to stay I want to I want to hold on to this.

15:35.72

Sarah

Yes, holding on.

15:40.30

BRIAN

I Want to be the actor who doesn't have the auditions I want to be the actor who doesn't have reps whose resume isn't good enough I want to be that right now. How dare you try to help me oh that Maybe just so gross and perverse right? Oh but it's so true.

15:53.61

Sarah

It's so true at everything we do this because it's on some level. It's serving us on some level. We're keeping we're holding on because it reinforces a narrative somewhere and.

15:57.33

BRIAN

Yeah.

16:10.39

Sarah

Yeah, ah o I mean I could really out myself out. We're just gonna out all our shadows today. This is great. Um, no iss just the like you know there was probably some part of me that got some sort of satisfaction of people saying I don't understand why you don't have reps.

16:13.79

BRIAN

Ah, you heard it here First you heard it here first.

16:28.33

BRIAN

Yeah, oh yes.

16:30.22

Sarah

Why you know like oh it blows my mind. You don't have reps like something something in me must have like yeah.

16:37.83

BRIAN

It's like a weird compliment in a weird way. It's like you're amazing. So this is my way to give you a compliment right now. It's a yeah, not and I'm not bad on their part but the way we hear it or something. Yeah, okay, ah.

16:42.82

Sarah

Ah there I felt gross saying that So we're even um, it's just yeah, it's it was some part of me must have just.

16:51.99

BRIAN

The Us. Yeah.

16:59.14

Sarah

Felt like that special attention or something or people commiserating with me or whatever. It's boring and it's not it. It didn't serve me and um so yeah.

16:59.90

BRIAN

Oh yeah.

17:08.91

BRIAN

But it gives you weight but Sarah let's all just be real clear. We cut it does let you feel a little selfrighteous in your stance. So what? what we would say and of course in miracles which is like the spirituality I'm trained in is we like we find a perspective and then we search for the evidence to support it. So we find the perspective that.

17:18.53

Sarah

Please.

17:28.10

BRIAN

I'm the actor who doesn't have a resume That's good enough I don't have any I don't have credits that people care about right now. There's nothing attractive about me and so I'm gonna find the evidence to support myself and the and and then I would say and of course in miracles we define a miracle as ah, a change in perspective. Yeah, right that that.

Ep. 55 - *Grey's Anatomy's* Sarah Utterback- Transcript

Sarah
He asked.

17:43.63
Sarah
Yep absolutely that's it. It's your perspective of yourself is everything. It's everything.

17:47.97
BRIAN
Ah, that we can. Yeah yeah and wait by the way this is not this is be really clear. No 1 ne's like I need a new agent I think I'll change the perspective of myself right now that's not where someone goes naturally like who do I kind of ask for referral. What can I do like and so what I find that kind of not that that's not.

17:59.20
Sarah
You know.

18:07.47
BRIAN
Let's say efficient. Let me use that word for a second it but I don't think that it necessarily for the right actor sets them up to be who they want to be with their new person.

18:14.89
Sarah
Well exactly and when I started this course I was sitting with 1 of my best friends from college who I started a theater company with Katie Lowes she's the fabulous. Fabulous wonderful amazing katie lowes you oh like? yes.

18:23.45
BRIAN
Yes, I've been at 2 weddings with Katie lowes just so you know, ah. Ah, yeah.

18:34.72
Sarah
She's the best. Um and I've noticed since I was Eighteen. She's a huge part of my acting story on many levels. Um and 1 of my my sisters so I was sitting with her in her backyard and she was I was telling her and I'm gonna start this program I and to to get reps. She's like. Sarah just give me your stuff I'll send I'll send it to my people like what just give it to me and I was like I said no I'm not in a state of where I am I'm not ready. Let me do this course because I need to I just knew.

18:58.50

BRIAN

Wow.

19:10.58

Sarah

My current my frequency my vibration was not where I wanted it to be and I wasn't the I wasn't in the state of mind and the state of being that I knew I needed to be to have the reps that I wanted.

19:11.20

BRIAN

Yeah, yes, yes yeah.

19:21.80

BRIAN

Ah.

19:26.42

BRIAN

I Sarah I just want us? Yeah, yeah, that's so graceful. That's so beautiful that you did that I just want to just to commend you for that because that would be so hard to say especially someone like Katie who you know was going to be charismatic and really sell you and do the right thing and she's your dear dear like friend sister like you said and it's gonna do it.

19:28.81

Sarah

And I wanted to give this a shot.

19:41.74

Sarah

The f.

19:45.50

BRIAN

And to say I'm not ready to be in that room and part of what the value that I see in this for you is also let's pretend it worked. Okay, let's just say it worked. You got the referral but but but the Sarah that would show up in that meeting who would then make decisions about that rep isn't as smart as this Sarah because this Sarah's cleaned up taking a shower. She's taken a spiritual shower and washed off.

20:03.55

Sarah

The bitch face. Ah.

20:04.50

BRIAN

Thoughts are this myths that are gotten in the way. Yeah, ah, okay, so it's a taking back a little bit so I know you said the accountability partner was a huge part of your process and really kept you on track was there any other specific part of agent goals that you would say helped you the most. What would it be. Why.

20:22.58

Sarah

Yeah, um I there's there's several. Um Obviously the story again that was um, the coming home to myself was. So powerful and also the experience of performing my story. Um, how beneficial it it was ah for not only myself. But for the people I chose to share it with it was bananas. Yeah, and and I really left no stone unturned like I did 21 pages.

20:51.12

BRIAN

Yeah, such a surprise right.

20:58.20

BRIAN

Wow wow she did a 1 woman show.

21:00.80

Sarah

Typed. It was an hour and fifteen minutes and I was oh yeah and I was like no, we're not letting any any sneaky shadows out of this 1 everything's on the table in the bright Bright light. Let's go um and let's just I just wanted to stand there naked like i. You know in a way like here. It is here's all my blocks and um, a friend of mine told me later after the zoom I did it I performed it on Zoome for 7 people and.

21:30.37

BRIAN

Wow extra credit she does real extra credit you guys I just want to make sure you guys scared. She did some real extra cut. Yes, yes, yes, me too wait. Our birthdays are close. Didn't we figure that out once Minds gender twelve do what you're kidding me.

21:37.50

Sarah

Poppercorn. Did we know January Twelve. What.

21:47.21

BRIAN

Yours is genuine. We're the same birthday. Ah that is the you guys all here to hear first because we both freaked out that is wild. Yes, me and you and skin and sporty spice mel c I turn to you.

21:48.23

Sarah

We have never do I have the tutor. Mel steve and the Maharishhi mahi yogi.

22:05.63

BRIAN

Val see sporty spice with no idea. Well that's amazing. That's cool. Okay, high five high tens. Yes, okay.

22:12.68

Sarah

I am freaking out this is the second time that's happened in my life. Another time was my roommate in new york after 3 months of living with each other we were like wait when's your play when's January twelfth but.

22:21.12

BRIAN

Oh my I had a boyfriend whose birthday was the same that was not a good patch different. Okay good story. Yeah.

22:26.30

Sarah

Oh that? Yeah awkward. Um, so she my friends said that after the zoom ended and they gave me their feedback that um, her husband cried pretty hard like the hardest she'd seen him cry. In their time together and it was partly because he felt like you know we're newer friends and he learned a lot about me and we became closer through the experience but also because he remembered parts of himself that he had neglected and forgotten or shamed or hid and that hearing my story. Like has since then shifted his his work as an artist and I was like man. The universe is ah awesome here because it's just like look it's benefiting everybody and another person I shared it with he's directing a feature film.

23:07.35

BRIAN

Wow Yeah, look at taking care of him. Yeah.

23:21.91

Sarah

In a small Midwest town about a teenage girl who dreams of being an actress and moves to New York and he was just like okay now I need to talk to you about character development for my feature and I was like this is all beneficial for everyone so that was like a really standout magical experience for me. That's when the magic.

23:28.58

BRIAN

Ah, wow.

23:37.15

BRIAN

I said.

23:40.16

Sarah

Like when I felt like the magic of agent goals was starting to like trickle in I was like oh serendipities happen. You know Synchronicity is starting to happen. This is cool. Um, another part is you know, fellow capricorn I love the worksheets I love the step by step process. Give tell me what to do and I will do it.

23:42.80

BRIAN

Has has.

23:53.31

BRIAN

Ah.

23:59.64

Sarah

1 hundred and fifty percent or whatever you know like but I I still want to use these worksheets even after the course is done because even now while I am auditioning those those sneaky little limiting beliefs come up and I want to take them to the page and prove them false.

24:13.39

BRIAN

Um, yeah, yeah.

24:19.35

Ep. 55 - Grey's Anatomy's Sarah Utterback- Transcript

Sarah

And go through the steps that you lined for us around. You know what is the story that I'm telling and how does it make me feel and you know changing the narrative. So I love a worksheet and I.

24:24.65

BRIAN

Yeah, yeah, yeah, yeah.

24:36.20

BRIAN

Can I tell you a little bit of the science behind the worksheet for a second so and I'll just let you pull back. The curtain is I know how much representation we've already talked about it how much it like brings up all these feelings and I was like if we make it really practical. It's very hard for you to be allowed to go to cookie places.

24:37.20

Sarah

yes.

24:55.10

BRIAN

Because you have to walk through 1 step and then another right? So some people have a very different reaction. They'll be like I actually use my own Notebook I didn't want to use the worksheets because they have like a different way of thinking around the world. So. It's interesting to hear how clearly you like no they were attractive to me and they did something for me. So it's really, it's good to hear for me to hear that but also to kind of spread this out to the. It depends on who you are how you react to that so that's really cool to know. Yeah yeah, um.

25:16.19

Sarah

Yeah, and I got the advice at the beginning of this from Alexandra Daniels who told me she said do everything Brian tells you don't question it she like that is because I was like questioning it from the getgo I was like sacred email account.

25:29.11

BRIAN

I Love her so much.

25:35.20

Sarah

Really like no I'm gonna use mine and and like thank God I made a sacred email account. Oh my Oh that would been a huge mess So just don't question just do it it all means something and it will reveal itself later and this course is just so exquisitely intentional and curated and.

25:39.90

BRIAN

Who just.

25:54.57

Sarah

Every single exercise and worksheet and task has a purpose and when you do everything the best you can in that moment. Don't that be perfect. Get it get it done. Don't get it perfect. You get results which you really hammer home. You get the results and like you say you know, follow the recipe.

26:01.72

BRIAN

Yeah, yeah.

26:13.24

BRIAN

You don't have to believe it. You don't have to believe it? Yeah yeah.

26:14.90

Sarah

You'll get a chocolate cake but I was like oh no, this is you have to believe it it' like this more than a chocolate cake. This is like a full nourishing organic meal with seaweed that fortifies you and like I was like this is bringing me back to myself. You know so don't don't skip it because it's all so important and it.

26:24.54

BRIAN

Um, love Love yeah.

26:32.86

Sarah

Pairs you for that moment that you're sitting talking to your potential future rep like it.

26:38.82

BRIAN

Yeah, talk to me a little about that you had 35 meetings. Can you talk us through that So before we even get there. You You did You did your reach out to and you're getting responses and people saying yes I want to meet with you. Yes I Want to meet with you. What was that energetically like without getting too much into the technical piece of it.

26:57.23

Sarah

Um, it's funny energetically I was I was really again I had my resistance and my stalling and I had my perfectionism came up and I was like when I had my email ready to go and I was ready. You know I was getting ready to send it out and my.

27:13.87

BRIAN

Yes.

27:13.89

Sarah

And laura ney my accountability partner was like just do it. Let's go come on. She was like schedule it Monday you know monday tuesday wednesday and I was like ooh I want to know I'm you know, like really stalling and she just that's why the accountability partners they will push you they will say get it out.

27:24.25

BRIAN

Yes.

27:32.51

Sarah

It doesn't matter I mean it does matter but like you know what we do we we that? Yes, exactly just like yeah yeah worse And so um I just went for it and she as she helped me to do.

27:35.42

BRIAN

I Know your hand is sweating while you click send like your hand like I've yeah ah yeah, ah.

27:51.59

Sarah

Even when I didn't think that I was totally ready or everything was totally perfect and I did four hundred emails each day. Um, and yeah I sent it to everyone and um in I a and.

27:57.50

BRIAN

Great. Yeah, and I want just interrupt for a second friend who's listening and just got overwhelmed by hearing that I just want to make sure. No I want to make sure we take care of those people I want everyone to be very clear that.

28:10.19

Sarah

Yeah, yes, yes.

28:16.60

BRIAN

We ask you to cast a wide net inside of agent goals and we do provide you with a database so that's all very helpful. Of course, there's ways to update that database and all that but 1 of the things that I love that you're saying Sarah is you send it to everybody because whether or not you decide to sign with 1 of those people you would have the experience of being wanted taking a meeting like. Does that make sense when I say that I think targetless are such a sham I'm not going to go into that now because people can listen to the masterclass. Whatever makeagents want you dot com but I think that right now I want to talk about but like this the what it meant to you to cast a wide net. What did that mean to you.

28:49.40

Sarah

Um, total transparency I just didn't know what was out there I didn't know that I was really uninformed about this profession this profession that represents actors. Real people who have stories just like us about why they became a manager or an agent and there's so many in town that have just beautiful stories that as I learned I said yes to everyone who requested a meeting I mean towards the end I started saying no because I had. Some phenomenal choices I just felt were were. We're in alignment. But I said yeah yeah, yeah I started saying no at the end cause I was just like it's it's it's too much and ah.

29:31.41

BRIAN

So you're saying you got more than 35 holy shit yeah

29:45.64

Sarah

Butl my first reaction was okay so I sent out four hundred and a day I guess it's 1200 and I didn't I didn't do I think you may suggest in the course to I sent it to everyone kind of blindly I I didn't really do.

30:00.35

BRIAN

Um, right, Great good. Yeah I wait I want can I Just part way I want to pause there hold out of what you're saying.

30:04.37

Sarah

Ah, ton of research on you know I just sent it. So um, when I started getting responses.

30:14.50

BRIAN

And when everyone did to see here what Sarah just said she didn't do a ton of research good because any research you could ever do about representation is never going to tell you the full story and it is a waste of time and it is just fodder for you to make up myths about the people you meet.

30:24.80

Sarah

1000 percent

30:26.76

BRIAN

You do the research after you get the meeting and you decide like let me see if they really are what they think they're worth their medal or whatever after I've had a meeting to see who they are so I Just really appreciate you saying that because I think people waste their time with these making the perfect target list of perfect people who are not even interested in them right.

30:41.90

Sarah

Oh my god and man did I was I schooled as well in that department because I so I got all these meetings or these meetings started coming in very quickly and my first reaction was ah I don't want to take any of these meetings I want to.

30:50.46

BRIAN

Um, yeah.

31:01.55

Sarah

Close the curtains get in my bed put the covers over my head or I'm moving back to the Midwest and I'm not gonna be an actor isn't that sight isn't that just bananas. Um it was suddenly being seen you know it's like the thing you want for years.

31:07.52

BRIAN

Wow Yet, you tell us why give us more.

31:20.60

Sarah

You know, just someone see me someone recognize me standing over here in the corner doing my little thing and you know like it was it was it was almost like it was just a flood of being of being seen and and valued and people saying i'd. You know a bunch people say I know exactly who you are I loved you on grays or like um yeah I'd love to take a meeting and there was a few responses like so you know what have you been up to since then and things like that where I had little little triggering come up. You know, ah feelings. But it was just it. It felt like my limiting belief around reps was just completely proven false in that moment. It was like yeah.

32:08.25

BRIAN

Yay Yeah, if only that we win we win a prize I feel like that is awesome. That's so good.

32:12.37

Sarah

And so I talked to my I went to my best friends as I do and and then they you know I talked to my therapist and like we're good. So I got to that point where I was like all right? No I am an actor This was just me wanting to hide a little bit from the spotlight that I feel um and.

32:17.19

BRIAN

Yeah.

32:32.30

Sarah

So I said yes and I um oh I'd love it.

32:32.53

BRIAN

Sarah wait I'm just picking up can I pick up on something also is there I don't want to ask you about this. We have a little bit of a coaching moment. Okay, so in that moment when you wanted to retreat you wanted to pull back and you felt like it was the spotlight you were being seen. Was there a part of you that didn't believe it.

32:57.26

Sarah

Yeah, and I think there well there is a part of me that you know I've been in this business since I was I started working at 22 on television and my first job and there's ah address just got my heart broken so many times throughout you know there's still a lot of disappointment I've I've had a lot of disappointment and I was like do I really want to.

33:16.86

BRIAN

Um, yeah.

33:17.15

Sarah

Do this to myself Again, you know not having a rep I wasn't getting out there I wasn't getting rid of the rejection from auditions I wasn't when you put yourself out there. You know you're you're taking a risk and I had been playing it safe.

33:33.81

BRIAN

Yeah.

33:36.36

Sarah

Been keeping myself small because it was safe and and unseen you know so it's not. It's not that I didn't believe it. It was just that it it suddenly felt you know it's a little like it's go time now again and and it was suddenly like no this is going to lead to signing.

33:50.50

BRIAN

Yeah.

33:56.10

Sarah

And this is gonna lead to auditions and auditions for me in the past I feel like I've grown leaps and bounds in my auditioning technique. Even since starting this course because again, my whole perspective has changed and my mentality about myself so it was. It's.

34:14.23

BRIAN

Um, yeah, yeah.

34:14.40

Sarah

It's like the real work begins now like all this work. We've been doing and in agent goals is just the start. But then you're gonna hit your reps and now you, you're gonna have to show up and and do the work and keep you know keep hustling. So.

34:30.10

BRIAN

Yeah, so I would yeah.

34:33.73

Sarah

Yeah, and and and then there was a part of me, you know that in all honesty I I looked up several of these requests on Imdb pro and I was like oh I don't really I don't you know I was I had they're not that good I had Judgments Judgments judgments.

34:44.73

BRIAN

Yeah, sure they're not that good.

34:51.69

Sarah

And um. What I learned though I had these judgments come up and then I was like no I'm going to go into every single meeting with openness and love and curiosity and sit across from this is a ah person who's dedicated their life to. Helping actors' dreams come true like I don't know what their story is just like they don't really know my story So I'm going to sit down with them and almost every single meeting even the ones that I had these. So judgy these judgments about my heart got completely opened by that person and I fell in love with so many reps as people because I was really interested in their story and listening to why they do what they do and.

35:34.31

BRIAN

Is.

35:43.91

BRIAN

Um, yeah.

35:49.83

Sarah

How they got started with their job and hearing about their own heartbreaks and their challenges and so many of these people you know they they might have a smaller company but they have launched careers that have gone on to bigger. The actors will leave a smaller manager or agent to go to a bigger place and that agent or manager.

36:02.42

BRIAN

Yeah, yeah.

36:09.72

Sarah

Doesn't either go with them or they they have their reasons for wanting to keep their own a lot of these reps have their own company because they're in control that if they go to a bigger company. They'd have to let go of half their roster. They don't want to do that to actors. They've had forever like they're loyal there. You know and it was just like really humbling and beautiful and I think that's what led to to every single meeting ending with like well I'd love to work with you and I'm like yeah this was amazing and I.

36:39.71

BRIAN

Yeah, that's crazy. That's amazing and it's not crazy. It's um, it's It's what should happen. That's what should happen What you just described the humanity of a yeah, go for it.

36:48.30

Sarah

And I know you don't like to apply it to dating but I was like it I felt like the bachelorette with like my 35 roses and it was hard sending people home I was sad I was sad.

36:58.23

BRIAN

I Love it.

37:07.75

Sarah

Had I was like damn it I I could see a future with each of them and I was like oh I Wonder what my career would look like with that with that rep or I just it. It was tough like I really I I was.

37:11.20

BRIAN

Ah, yeah.

37:21.21

BRIAN

Well, you know I'm curious about something. Did.

37:26.40

Sarah

A little bit of agony when that final decision happened and and it was very obvious for a lot of people around me. They were like you know this is a very obvious choice. But for me, it wasn't because I connected so deeply it's it's interesting. But and I really had to go back to what I was wanting and needing.

37:28.33

BRIAN

Ah, ah, okay.

37:46.23

Sarah

And knowing like not only do I want a connection with my rep um, feel like you know I can talk to them like a person I I also need to the number 1 thing on my list was efficiency because I had gone through years with and with inefficiency.

38:03.40

BRIAN

Got it. Great.

38:05.62

Sarah

And um, the the you know the managers that I sound signed with that was like the first thing she said she's like she goes Sarah you need someone who's efficient. She's like we're very efficient over here and like immediately like started working for me like in that meeting.

38:11.64

BRIAN

Wow Oh my.

38:21.95

Sarah

Were like okay, what what agents do you think that she'd be great with like just started immediately brainstorming and then that night went to dinner and pitched me to and before I even said yes I was like all right. That's a clutch move. You guys are being flashy but damn that's that's what I that's my number 1 thing is I need efficiency. So.

38:24.24

BRIAN

I Love it.

38:32.50

BRIAN

Her. So so how did you know that you need efficiency was there a part of the course that helped you get clear on what you wanted from these new reps.

38:42.17

Sarah

Um, yeah, the um there was 1 worksheet that was like I feel like I have all my worksheets right here because I wanted to be prepared for this but it was like the oh.

38:48.28

BRIAN

Is it Gp Are you do I Love it. Oh you're so gonna be prepared where everyone needs to just know the fellow capric record and so prepared for this interview right now.

38:59.58

Sarah

So for that in order to have a relationship that is marked by Blank blank and blank mine. 1 of was I need to show up in my worth prepared and focused on the goal is what I had and I you know 1 of those words was efficiency and um, it's because.

39:07.40

BRIAN

There? Yeah yeah.

39:17.13

Sarah

Yeah, and I don't really don't want to blame past reps. But I just didn't get out and there was there was a story that I believed which was there's just nothing for you is bullshit. It's bullshit. There's.

39:18.27

BRIAN

Strength.

39:29.20

BRIAN

Yeah, yeah, and there's a lot of things that reinforce that story so many things that try to reinforce we have to really let of like and there are other actors who will reinforce that story I say that is the experience that they're having right now I don't have to grab that cause it isn't going to serve you and and it's only gonna serve you to move back to Ohio right? That's where I'm from. But.

39:35.15

Sarah

Yeah.

39:40.20

Sarah

Um, yeah, um.

39:47.90

Sarah

Yeah, what was crazy about this and my shift in perspective is every rep was like oh there's so much for you out there? Yeah I saw 2 things this morning I could pitch you for I was like what really.

39:48.90

BRIAN

That's what that would be. That's what we did? Yeah yeah.

39:59.40

BRIAN

I love it I love it so much. So um Sarah I'm having a really good time. There's conversation. Are you I really just appreciate you sharing it I really appreciate hearing about this piece of your journey. So when I will say that a lot of people in the moment when they get the offers and they get this many meetings. There's.

40:05.30

Sarah

Ah I'm loving it. Yeah.

40:17.71

BRIAN

We talked about frequency earlier but like when abundance comes we sometimes don't know who to be we become suspicious. We get we question. We're not sure and we open start to question ourselves and so it's been interesting to see so many actors who get to the point where they like have a few offers and they're like oh my gosh but like it gets like this very. Frenetic energy and to bring them back to who they figured out who they were remembering who they are in this decision they get to make part of the process. So I just wanted to take like a moment here to for any of the actors who are listening right now who were where you were at the beginning. Or we're having those kind of experience or having any of those limiting Beliefs or any of that stuckness. What would you say to them. What would you say to them.

40:58.64

Sarah

Um, well I would say um what what was told you know said to me at the beginning which was you don't I was very I was grumpy cat. Making that chocolate cake at the beginning you know? so but I like you you're so good because you you know that there's going to be a handful of people coming into this program with their arms crossed and their brow. You know turned down and.

41:30.85

Fingers crossed. Yeah mad at me questioning suspicious skeptical all the things. Yeah.

41:36.32

Sarah

Mad mad so you you so you say it you say you don't have to enjoy making the chocolate cake but you're still gonna get a chocolate cake like what is it hurt for you to just embrace the process with. With more optimism like if I if I could go back to myself if I just you do that I would say like yo like you can make this either angrily or you can do it with Joy. It's up to you. It's your choice. This is exciting. You're you're taking action for towards something that you want and and.

41:54.30

BRIAN

Asked.

42:12.98

Sarah

Feelings are fine. We all have them but your feelings are just information what matters is that you take action action is when the magic happens So do go through it. Don't do the steps. You know they don't have to be perfect. You just have to do them.

42:19.27

BRIAN

Um, yeah, yeah.

42:30.77

Sarah

Lean on your accountability Partners lean on the community. The community is amazing and so supportive and ah, really something that was key for me was to see other people doing it be like oh if they can do it I can do it. Oh if they got meetings and I can get meetings you need that you need your subconscious needs to go.

42:43.52

BRIAN

Yeah, and it's yes.

42:50.61

Sarah

So okay, they're getting meetings I can do this to to to do it and so um, yeah I even had judgments about the community I was like I don't want another actor support therapy group or whatever but it was like no this isn't actors sitting around talking about how hard it's efficiency. It's.

43:04.39

BRIAN

This is efficiency this is efficiency. Ah.

43:10.17

Sarah

And you're very good with that on the on the calls you keep people focused on the action. You know people have feelings but feelings are really just like I said information to point to where there's there. You're out of alignment with the truth of who you are really.

43:25.12

BRIAN

Yeah, yeah, and also you said something so beautiful Sarah and I want to just point back to is when you you said the people around you were very clear like yes, this is the choice you should make about the reps you're

gonna say yes to in that you said but I wasn't quite settled yet and that feeling of unsettled is I think divine because it's the part of you remembering. The beautiful connections you had with these other people and so I'm sure that the nose that you sent out which we talk about how to do that inside of the course you know how to do it gracefully, but just that the the the turning people down became not a shut door but a like this wasn't for us right now. But I can't wait till.

43:58.69

Sarah

Ah.

43:58.97

BRIAN

You know I see you again or whatever that is I have to imagine there was some degree of feeling plugged in more to this industry at the end of this.

44:03.29

Sarah

Oh My yeah I I 1 hundred percent I was I felt a part of the industry and I have so I have many open doors that were offered to me just as gracefully. And there are people I met with that I am going to invite to my theater companies shows our plays because we've got so many incredible actors in our company that may or may not need reps. But I Just want you know I just want I want them in my community. Um, and there was 1.

44:35.19

BRIAN

Right.

44:41.50

Sarah

Rep in particular that I was like I just had this flash of us like producing something together someday I don't even know you know it was just like you're not my manager but like let's make something else. You know there's it'sss. It's amazing. What happens when you open your heart.

44:43.76

BRIAN

Ah, love it. Great.

45:00.64

Sarah

You just you know, sit across from someone without that transactional Atm feeling of like what can you get me? what can I get you but just can we connect can you know and as I'm even telling this now I'm like having I see their faces.

45:17.24

BRIAN

Ah.

45:19.85

Sarah

I So I I remember their stories and they all inspired me um and I felt cared for as an actor because yeah, we we. We have this misperception that they only care about us if we're making them money and that's not what I saw it's not what I learned. Yeah, oh and ah and you know like.

45:45.51

BRIAN

Yeah, yeah, and just so we clear like and you saw 35 of them so I just want everyone to take away like this is not just a tiny sample here.

45:57.80

Sarah

Be, really be as honest and truthful with yourself as you can like just that's my other piece of advice. Um is so the more the more just real just just. I didn't I didn't puff myself up for the first time you know and I didn't feel that feeling of like I have to be on I have to be sparkly and make them laugh I just shut up and like people were like so what you you got your heart Broken. You've been out of the business for a few years like what and I said yeah. Yeah, life life happened brought me to my knees and I learned a lot and I think I'm a better artist for it and I'm you know I'm excited about the roles that I can play now because of that and then they'd be like yeah okay, let's work together I was like great. Yeah.

46:44.87

BRIAN

And to some people that will sound like a yeah right? Yeah that's the magic right? and to a lot of people what you just said will feel like the most vulnerable rebellious. That's a conversation you would ever have with a rep. What are you talking about and that's actually why they understand who you are. Why you make sense to them I even put in quotes like oh great I understand where you've been I understand what's going on. It's so honest, you're having an honest conversation finally with representation which I think a lot of people think it is that puffed up version where you're perfect. Everything's going great and what you just described is 1 where you're like owning yeah things have not always. Been super easy over here. Things have been going on. They

doesn't have to be that it has to be that life was hard but owning like you said your story I'm so grateful to that I want I wanted to get. Ah yeah.

47:28.48

Sarah

Yeah, and maybe don't don't tell reps how many meetings you're getting if you get upwards that was another piece of advice I was like um, some reps are so supportive and encouraging about it. They want you to take all the meetings but some reps don't want to know you know and I mean I Ah I just tried to make sure that I ended every meeting saying this was.

47:42.27

BRIAN

Yeah.

47:48.18

Sarah

So wonderful. Thank you for your time and your enthusiasm to work together. You know I do I have a couple meetings I'd like to take but please know how much I value our conversation and I feel really excited about our connection and just make them feel appreciated. They just gave you like an hour of your of their time. They're busy people so it's.

48:03.22

BRIAN

Yeah, yeah, everybody jot down what you just said I think that's perfect script for the end of it if you ever get nervous. You're not able to that's perfect. So I want to thank you of course for.

48:08.60

Sarah

It's really special and yeah. This is.

48:19.40

BRIAN

Sharing this really beautiful conversation. Sarah this was really nice and I even felt a different energy come over me while we've been connected on this call and so that means a lot to me to be able to share and be so just honest with you and real about what you know what? it looks like to look for reps right now and I wanted to actually give you just kind of give the spotlight to you for a second to talk. About the incredible theater company that you have so we can cast a little bit of some light on that and some shadow and some publicity you have any kind hopefully this podcast ah can you share the story of how I am I came to be so that we can I know there's gonna be a lot of people who are excited to hear this? yes.

48:52.16

Sarah

Hell yeah, ah my baby? Um so I am ah is my theater company I am a theater company spelled with an a re um and ah.

49:02.66

BRIAN

Okay, got it.

49:08.92

Sarah

We've been around gosh I think we're in our like I hope we don't get this wrong fourteenth or fifteenth season I mean the pandemic maybe threw us off a little but we did do virtual productions um, 3 four 1 person shows. Um, so we are about to start to have.

49:11.24

BRIAN

Wow congratulations.

49:22.27

BRIAN

Wow.

49:28.57

Sarah

Live audiences again. We just had ah a series. It's called new works festivals where you did stage readings. That was our first time in the theater we were at the broadwater and we had audience there and it was so exciting.

49:43.10

BRIAN

Yay! Oh my god.

49:46.30

Sarah

And we have an ah an original ensemble piece that's coming up in February and then um, I'm in a world premiere play called the baby play that's going to happen in May june but we what happened was. my my I made um I met my best girlfriends in college I was very very fortunate to connect deeply with katie lows stephanie black leila ayad and amy rosoff davis when we were studying abroad in london and we just. Formed

this sisterhood 1 by 1 we all trickled out to la to start to do tv and film after we graduated from and nyu and as we all got out here. We were like we so we gotta keep doing theater. You know that's that's our first. Love.

50:24.31

BRIAN

Is that.

50:40.40

Sarah

And we want to always have we want to have a home base where we can always come back and practice our craft and play with each other you know and make make art. So um, we put put up our first play it was a bit of a train wreck. But um. This incredible writer director a woman we graduated from and nyu with came onto the scene or came to our rescue leslie headland um, she's an amazing playwright and created that Netflix show russian doll and now she's she's working on some so a star wars series.

51:13.88

BRIAN

Right.

51:19.47

Sarah

Um, so but this was pre all of that and she said I have a concept I want to write 1 play for each of the 7 deadly sins I have the first 2 written and we we started producing her work and that put us on the map and grew our audience and um and we just kind of organically have gotten. Bigger since then and expanded our our company. Our ensemble and gotten really serious about fundraising and it's it's just it's I'm amazed I'm always like wow like we we we are. We we joke that it's our daughter and like she's like 14 now you know like this thing that we birthed together and um I am of an ensemble member. Community is really everything out here and especially as an actor to have a community is 1 of the most important things and there's community here and agent goals. But you you got to lean on other actors to help you through yeah and.

52:28.97

BRIAN

Yeah. And I can also see a community is like commut where you're doing the thing is so powerful where you're doing the thing you're doing the acting you're you're figuring out how we gonna do the tickets and all that kind of stuff that you must also have to worry about from time to time Also where we're gonna advertise and all this like and do you find that it just integrates with your career just perfectly.

Ep. 55 - *Grey's Anatomy's* Sarah Utterback- Transcript

52:35.40

Sarah

So um. Yeah.

52:46.90

Sarah

No yeah I mean.

52:52.41

BRIAN

Is it clunky is it something you have to really be conscious about what's the deal.

52:54.70

Sarah

Um, it's ebbed and flowed throughout the years but all in all, it has it's it's been very aligned and it's always been there for me. Again, like this to bring me back to myself. Um, we you know I don't know if I would be doing theater without it. it's it's I've done most of my the plays that I've been in in I a have mostly been with my company.

53:26.39

BRIAN

Yeah.

53:30.20

Sarah

And I've gotten to originate we we do all new work or West Coast premiers. So I get to originate characters. Um through this company and ah yeah, it's I'd say that it's.

53:38.43

BRIAN

Yeah.

53:49.50

Sarah

In the times that it has been clunky for me. It was my own shit getting in the way. Once again, it's all. Yeah yeah.

53:52.53

BRIAN

Ah, got it. So it's only been a gift is what I hear only been a blessing I love that? Yeah, that's great. So if anybody wants to get involved with Ama come see your shows or know more about Sarah where places we should shut send them.

54:05.35

Sarah

Yes, um, come get involved. Ah, let's see you can go to our website which is I am a theater I a M a T H E a T R E R E Dot com.

54:20.21

BRIAN

Yes, yes.

54:24.80

Sarah

Um, ah on Instagram we are at Iama theaters I'm just jumping onto my phone just to make sure of these things. Yeah, so it's at Iama theateratre um, my Instagram is at miss.

54:31.67

BRIAN

Yeah, that's correct. Yeah.

54:42.80

Sarah

Sarah Utterback. And yeah, we have a you know people who show up and want to work with us. There's always some some place where we can get you involved. Um, everyone rolls up their sleeves. You know.

54:55.54

BRIAN

Love it.

55:01.20

Sarah

We've done that since the beginning we like you said it's It's now starting to get to a point where where we can have ah a team to do the some of the the work that we used to do but we still need all hands on Deck oftentimes when we when we put a show up.

Ep. 55 - *Grey's Anatomy's* Sarah Utterback- Transcript

55:15.30

BRIAN

Yeah, yeah, it's a theater. It sounds like a real theater company. That's what it's a real ensemble effort. That's great. So great and so we will link to all of these things in the show notes people so you can check out [iamatheatre dot com](#) in both of the Instagram accounts sarah just mentioned and we'll be keeping our eye on.

55:19.35

Sarah

And that means yeah yep, yep.

55:33.13

Sarah

Ah, ah.

55:34.00

BRIAN

All the good things that are happening in your career Sarah I just really want to thank you again for having this very honest conversation with me and spending this time with me. It's nice to spend this time with you a little selfish for myself. Actually I would say because I get to spend all this time with you as a gift to me. Ah, so thank you I appreciate it.