



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

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

00:00.00

BRIAN

I have with me the glorious, fabulous smart, interesting talented, gorgeous and fun like the easiest smile I've ever seen Cellina Munro. I don't think she was ready for me to say all that I see her face right now if you guys watch us on Youtube you'll see her reaction. But um I'm so glad you said yes to coming on the podcast.

00:16.49

Cellina Munro

Thank you for having me I feel honored, especially with that wonderful intro like who are you talking about? It's great.

00:24.10

BRIAN

Ah, please, you know it's interesting this morning I was I was listening to the radio and it's black history month and on the radio they were. There's this program that I watched called the takeaway I listened to on the radio and there have a program right now that's called black queer and rising and there's a black trans. Um, politician on the show and she was talking about she and she was talking about the first time she went into the voting booth and she went with her mother to vote and she goes there is such a great power in voting for yourself and I was like wow I and just thought about how yeah although we don't have to all be politicians. But how often we might. Cop out on the idea of voting for ourselves and so I wanted that to feel like a big vote for you at the beginning of the call today. So I just really hope that makes sense to you when they say that that way I just like we need to vote for ourselves that that's such a good idea right? So thank you very sad. That's my vote for Cellina Today so Cellina

00:59.86

Cellina Munro

Yeah.

01:09.76

Cellina Munro

Yeah, thank you, Thank you? Who is this.

01:16.69

BRIAN

Ah, you got a lot of votes because you were reaching out to representation and you got 10 requests for meetings and I would love for you to just walk us through tell us the story of like did you get a manager to do agent where you at ran it tells the journey of how it happened for you.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

01:21.47

Cellina Munro

Yes.

01:28.94

Cellina Munro

Um, well I have a manager.

01:32.40

BRIAN

Wait wait before that where are you First of all, where are you tell if everybody needs a little bit of Backstory tell us like where are you tell us a little bit about like your journey to being an actor I jumped right in because I'm so excited about this. Let me pause slow my slow my role here over here right? Tell us a little about where you are and a little bit of your story as an actor so we understand.

01:46.49

Cellina Munro

Sure, um, right now I'm currently in Chicago I've been here who excuse you since the start of the pandemic to be with family and so my we're not originally from here my is when my brother went to school here. My parents came and to visit and then didn't leave. So this is where they are now. But I'm a rich. Not yeah I grew up for Chicago but love it I love it? Saw shytown people I love it. Um, but I'm originally from the Dc area and um I studied act well had a completely different.

02:06.38

BRIAN

So you did not grow up in Chicago is what you're said what I'm hearing you say no get got it.

02:25.21

Cellina Munro

Corporate job went to school for something completely different advertising so have a degree in advertising. Um, so I did marketing advertising for quite a few years and then I ended up trying to get free hair care products and ended it.

02:43.39

BRIAN

Wait Wait What does that? Even mean I worked in advertising and I ended up trying to give what does that even mean tell me what that means.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

02:44.87

Cellina Munro

Ended up at a and. To get free hair So where do you see the video if you happen to watch the video I have a lot of hair I have enough hair for 3 people. So I figured if I can get free hair care products by modeling or what have you? Then that's great. That's half of the budget for doing hair.

03:01.61

BRIAN

Yes.

03:07.13

Cellina Munro

And so I know to a talent agency and I ended long story Very very short I ended up realizing remembering the acting with my passion that being in front of the camera. So remember. Yeah.

03:09.90

BRIAN

Right.

03:16.76

BRIAN

Ah, Cellina that's so beautiful like that I just love you said remembering that's a beautiful what? So just real quick little Cellina when was she first what was her first acting job was she in third grade like pageant or something.

03:26.11

Cellina Munro

Yeah, yes. Absolutely I hadn't in my mind I was a movie star I'd had no acting jobs whatsoever but it was always something I really enjoyed but didn't know like oh this is like a living like I knew people on Tv were people but like not really like they were far.

03:35.55

BRIAN

Love it I Love it.

03:46.29

BRIAN

Ah, okay, yeah, yeah, ah anyway in anyway, anyone else in your family and actor sorry to interrupt I Want to just right isn't that always the case none of us come from these dynasties of actors. Ah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

03:47.98

Cellina Munro

Away like at a distance. So um, yeah, so I'm gonna absolutely that is not yeah yeah.

04:02.56

Cellina Munro

So I would ah I'm an adult now and I realize oh this is a real job so I went to the talent showcase went to school for it in New York and then I happened to stay in New York for about 7 years and now at the end of this month I'll be moving to I a so.

04:06.28

BRIAN

Right? ah.

04:20.36

BRIAN

I that oh I didn't even know that that's so exciting is this your first will this be your first time in I a okay, great. So if it's if I have your permission and your consent I'd love to if we need a little coaching towards the end of this call to talk about just kind of prepping you for a arrival here is that an okay conversation for us to have later. Okay.

04:22.38

Cellina Munro

Thats where we are. Yeah yeah, expect yes, first time in I a.

04:35.20

Cellina Munro

Please oh my please please I need all the help.

04:38.98

BRIAN

Great, Okay, cool. Okay great I cannot wait to help you with that So tell everybody the journey for your representation. What? what? what happened most most recent representation that you've landed.

04:49.16

Cellina Munro

The most recent representation that I've landed is with a manager. That's what I wanted I wanted a manager. Um, and hopefully that manager could guide me into how to not how but like can find the right pieces of different agents so that we can be a team.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

05:06.10

BRIAN

Yeah, yeah.

05:08.34

Cellina Munro

Very collaborative That's what I was looking for for a manager I'd been looking for representation since I started acting so like 7 years Um and this is I had four when I did this process I had about 4 offers right away immediately even before. I got off the call or out of the meeting we were talking all the all 4 of them. They were like um 1 person was we were having the meeting maybe 10 minutes and they're like okay I was like yeah I'm freelancing with someone for thirty days they're like that's fine I'm just Goingnna send you the contract for you to look over and then I'll get a touch with you but but bla.

05:27.28

BRIAN

Like in the meeting you had in the room offers.

05:44.32

Cellina Munro

And in another time I told someone you're on in a meeting. They're like okay, can you send me your actor's access link. So he's looking at it or we're on the phone. He's like okay, well just go ahead and put my agency name in there but I was like whoa whoa Whoa whoa.

05:56.96

BRIAN

Ah.

05:58.53

Cellina Munro

All of them were like signed right now while I'm on the phone with you and I was like okay, chill show.

06:01.52

BRIAN

So Cellina how did that feel to have that that experience.

06:08.00

Cellina Munro

It was very eye-opening for me because it was like people have in this process have've said it before that they're selling themselves to you but it made me realize they're just as human as I am and they're like they want to they want to be picked too.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

06:24.26

BRIAN

Wow.

06:27.19

Cellina Munro

They want to be picked as just as much as I do and so it's like it really starts to become a collaboration because when I you know when you go to job interviews for you know any day job or what have you? It's like I work for you and this is kind of like we work together and I wasn't used to that.

06:33.77

BRIAN

Beautiful.

06:47.11

Cellina Munro

Ah, being in the the side by side see and it was. It's wonderful. It really is. It's great and so it if it was It was sorry good and to take away that pressure of like please pick me, please pick me. It's it's relieving here.

06:50.47

BRIAN

Now and so what? no no, you keep going.

07:01.56

BRIAN

Great. Got it tell me so how did you used to think about agency managers because you said it was 7 years without representation like what was your old ways of trying to reach out were there other ways you were trying had you been trying to find representation in the past what ways did you try.

07:07.70

Cellina Munro

Oh my gosh. Yes.

07:15.56

Cellina Munro

Yep absolutely I can't tell you how many showcases I've been to um, off the everything included over \$10000 easily easy.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

07:18.90

BRIAN

How much money did you spend you think ah on showcases and stuff Slena I Just want to pull that.

07:31.16

Cellina Munro

Oh absolutely.

07:33.48

BRIAN

That money back from the universe and give it back to you know what? I believe I believe that the energy you have beautifully brought to this process is going to come back to you in the jobs that you book. That's what I'm believing that energy was you putting in the work in some way I don't want to wish that for everybody I Want to make sure that don't that isn't what that sounds like but Wow that's a lot. Yeah.

07:44.79

Cellina Munro

Yeah, yeah, that's what I'm happy. You asked me on this podcast like do not spend \$10000 but yeah just like an easy 10000 um sending out emails boring super boring emails.

07:54.15

BRIAN

Um, yes.

08:04.20

Cellina Munro

Comparison now. So boring because you know oh my gosh so boring like um, my experience is in corporate american corporate field I can write a corporate email so quickly. It'll be the best 1 ever. But that's not a person and I learned that you have to be a person as well.

08:04.46

BRIAN

I Love that I would love to read when you're boring.

08:12.25

BRIAN

Um, yeah, ah. Yeah, yeah, what? And so I want everyone I would be full transparency. Everyone who's listening so Cellina obviously was one of my students inside of my agent goals program. But what I'm wanting everyone to just hear is how maybe the old approach and just the idea that maybe there's a different way of doing this Hopefully you can hear yourself on some of the story that she's sharing today.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

08:23.61

Cellina Munro

So yeah, yeah.

08:40.00

BRIAN

Um, so showcases were the way of the past that you gave up on that and so you moved through this process you got 10 so you had so here's what I was I was confused curious about you said you got 10 requests for meetings and you went to Ford did you bail on the 6 and you say hell no or what happened with those.

08:41.63

Cellina Munro

Gave us.

08:53.80

Cellina Munro

Um, ah it was a little bit of both like some of them fell to the wayside. Some some of my was kind of like I found my representation. Thank you so much. But there were a there was a lot more interest more than 10 like if I had follow continue to follow up with the conversation.

09:09.24

BRIAN

Um, Wow meetings. Great Awesome! So you like were like I'm good I've got it My my shopping cart is full I don't need to keep shopping is what I'm here. Yeah, got it.

09:12.72

Cellina Munro

They were I'm pretty sure they would have asked for emails I mean sorry meetings. Yeah meetings. Yeah yeah, yeah, yeah, yeah, because my um philosophy was always quality. Not quantity I couldn't I So I heard other people who I don't know how how they had.

09:31.59

BRIAN

Um, yeah I mean she would say she'd end a Zoom and get into another one. She was like 1 after another I was like wow that is wild right? Yes, so what one part of the whole agent goals process. Would you say helped you the most.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

09:32.24

Cellina Munro

30 meetings there is no I emotionally I can't handle that I was like I can barely handle these three. That's the same.

09:47.14

Cellina Munro

Ah I knew you're gonna ask this and I was like I can't pick one because there are 2 and they're so equally. okay okay I would say the first one is the accountability group that I was a part of.

09:50.99

BRIAN

Ah, oh did you dread it or were you looking forward to it. Okay, great I'll give you two I'll permit to.

10:06.22

Cellina Munro

Um, we just they checking in all the time we still check in to with each other still to this day and it's not always about agent goals. It's like oh like I felt sick last night and but but you know it was just like life stuff. It's great.

10:10.54

BRIAN

Good. Good. Ah, yes, yes.

10:21.34

Cellina Munro

Um, that really helped me because sometimes when I was slipping and then I'll get an email we like oh accountability to group but they god because like I needed that I needed it like I was responsible for my work. Um, and the this is William Smith I don't know what is the mantra the pledge affirmation. The thing.

10:38.26

BRIAN

The pledge.

10:41.50

Cellina Munro

The play. Yes I say that every day I said it every day I still say it every day that helps me so much because even when I don't feel like saying it I don't feel like like I'm a person I'm a human so I don't feel like doing it one day whatever but the next day I'm like thank god I said it.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

10:43.25

BRIAN

Ah.

11:00.39

Cellina Munro

Like I you know just it's just so consistent. Just keeps me consistent and it's a reminder that um why we're doing it Why we're doing it and it's nothing. Yeah, it's just just nice.

11:10.60

BRIAN

Yeah, yeah, yeah, and what I hear you saying in that also is like sometimes as we get into the business piece. We can get distance from why we're an actor in the first place or that remembering you said you had at the beginning of this talk conversation. So like I remembered that acting is something that I love right.

11:20.68

Cellina Munro

Right? 1 right? yeah.

11:28.55

BRIAN

So I have a quick sidebar question is your family supportive and excited about the fact that you're doing this and have a manager and all the stuff.

11:32.68

Cellina Munro

Yes, they're very supportive now. Um because in the beginning it wasn't that they weren't supportive. It was just like what do you do like? we don't know what this is like we don't know how to support you.

11:41.38

BRIAN

Exactly yes yes I think a lot of actors a lot of parents and families. Ah, unless they've like I said unless you're a dynasty of actors often is like so wait. You're gonna become an outlaw like I have no idea what that means I have no idea what that looks like that career unless you're on Tv. Then I believe you're not successful like I have no idea that that's possible is that kind of the education have you given them an education. Do you feel like at this point.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

12:03.88

Cellina Munro

Yes, and it's it's funny. You mentioned that because with the pandemic I'd stayed with them for the holidays and I have all this equipment and I need help with self tape so they're my reader now and so they get it. They're like this is a lot of work but this oh oh this. Ah when they're reading scripts so they get they understand it.

12:20.90

BRIAN

Yeah.

12:23.20

Cellina Munro

It's been a blessing in disguise Really they're like I understand I I get what you're doing now understanding.

12:26.24

BRIAN

Wow That is such a while you know I never heard anyone say it in that way before and I think that's a really important thing to say like there is a blessing disguise when the mom when your mom has to read for you right? There's like some like this is what this is what? yeah this is what I have to do every time I do this right.

12:35.26

Cellina Munro

Um, yeah, yeah, um.

12:40.74

BRIAN

And can you just not say that in that funny voice for me. Can you just say it nice and flat no need to act Mom right? Ah um, what would you say you learned about yourself in this process.

12:51.21

Cellina Munro

Oh I didn't know you can ask this? um about myself I would say I learned that being a whole person is just. As important or showing showing and being a whole person is just as important as being a professional person.

13:15.71

BRIAN

Keep say more people are going to be really wondering what that means to them tell tell them what that means? yeah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

13:20.32

Cellina Munro

When I feel like when you have your 9 to 5 whether that's in an office or you know you're face with customers or you're on the phone all the time there is a certain projection that we give of like I'm doing my job I'm really good at this that the the and that they don't really know you which is fine because that's your job is to.

13:37.93

BRIAN

No one wants to get to know the person who's fixing their phone at t-mobile. Thank you very much I mean we can be kind but I'm saying like I do not need to know about your mom right now I Really just wish my phone was working or something Yes, okay got right.

13:39.76

Cellina Munro

Do your job exactly you me? good? Yeah and this process has helped show me like you can bring all of your yourself your whole self into it and you can show it too and. That's kind of what you want you want a relationship to a certain still professional but you want the person that you're working with to know that you're a person and once they know you're a person you can appreciate that they are a person too and that has been really important to me I have.

14:02.97

BRIAN

Right? yeah.

14:17.47

Cellina Munro

That's why I think I do the pledge or the mantra or that I say it every day affirmation. Yeah I say it? Yeah yeah I say that every day because it's is kind of a reminder like we are people and we are creative and we do all these things and.

14:19.10

BRIAN

Whatever you call. It's working great. Yes, yes, we call it the pledge in the program you call it, whatever you want in your life as long as it's working. That's what I care about yeah you know.

Um, yeah, yeah, yeah, what I hear and what you're saying is that you you really learned how to like take the transaction part out of the relationship and I can see when you're putting a lot of money on a showcase it almost like insists.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

14:36.73

Cellina Munro

Working together. You know, just just have a little more grace be a little bit more forgiving and have fun. Yeah, that's it and that.

14:53.82

BRIAN

That you think about the trans I never thought you you blow my mind today actually so you know all these new thoughts because I never thought about how the act of putting money down for a showcase inherently imbues. Whatever that relationship might become with some kind of transactional energy unless you really do a lot of self-work and really like. This money is energy and and and like I think after you've done quite a few might be hard to keep up the like you've said like you've leaned into the pledge to keep you centered around the the actions that you've taken but I could see how putting plunkin money down for a showcase after showcase can bring a show ah transactional quality to what is the manager agent meant to do so tell us. About like what are you excited about with this new manager. How's it going? Yeah I make you so happy. ah ah yeah

15:33.66

Cellina Munro

It's going. Great. It really is better than I ever could have thought um I am you happy i'mycstatic because it's like I'd never when I was in the meeting with him. It's kind of like. You know we have the castability things or like how do you see me where do you see my career going. What have you? he said exactly what I always thought because I always for me I always needed I always feel like I need a representation and get auditions.

15:59.36

BRIAN

Ah.

16:05.42

Cellina Munro

And but I was always told you can't get auditions unless you have representation and I'd be like Okay, how do I do that and they'll just repeat themselves. So it's so like a cycle.

16:09.50

BRIAN

Yeah, it's a big cycle and I could just slap everyone whoever says that and I just want to goodbye. Let's not listen to that advice from 9098 anymore



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

16:15.90

Cellina Munro

Right? So he um he was like I so this is where I see your career going and it matched up exactly with where I saw it. It wasn't like oh you don't have any credits which I don't I don't have any Tv credits because you don't have any Tv credits so you can only go this far.

16:32.56

BRIAN

Um, yeah.

16:34.82

Cellina Munro

You could I'm only gonna submit you for this because you don't have or you only have X Y Z he was like this is where I see you going like way down here. This is how we need to get there and it was I didn't have to mention it to him. But that's what I always thought and then when I met with other people they had a different type of strategy.

16:42.50

BRIAN

Beautiful. Got it.

16:54.48

Cellina Munro

Which I'm sure works well but it wasn't what I always felt would work the best what I always saw envisioned.

16:57.95

BRIAN

So did that moment right? Did that moment give you the like ah this is probably my my guy this is probably my person. Yeah, beautiful and what I also love that you're saying is like it was good that you got multiple meetings because then you got to go.

17:04.43

Cellina Munro

Exactly I thought it was.

17:13.77

BRIAN

He fell more into that pocket of yeah, that's probably him because now I'm seeing what else is it's like you gotta go look at I've never bought a house but one day please fingers crossed right? You gotta look at a few houses



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

to find your house right? You got to go in a few kiss a few frogs before you find your prints right? So like a little bit of like it helped to have a couple. Maybe they weren't even bad.

17:22.24

Cellina Munro

Yeah, where. No, they were good. Yeah, they were all very good managers. Yeah, just not the right bit. Yeah.

17:30.86

BRIAN

They weren't bad managers but is not the right match for you. So that's great. Yeah, that's awesome. That's awesome, right? And ah and this is manager supportive of your big move. Oh yeah, that was easy. Okay, ah.

17:42.47

Cellina Munro

Oh yeah, and then because he's also by it. Ps easy because that was another thing that was um, was kind of like ah kind of like it could have been an issue because I'm in Chicago right now I was I reached out to representation only in I a and so you know there's.

17:55.94

BRIAN

Right.

18:02.21

Cellina Munro

Some advice of like don't move. Don't reach out until you get there and all of those things and um, but I also have a base in New York as well. So I could be bi coastal bos like I don't have the brain power to reach out to both right now. So I reached out to ones in la he happened to be bi coastal.

18:13.43

BRIAN

Kind of.

18:19.83

Cellina Munro

And he's like where are you right now in Chicago he's like huh fine. Everything's self tape anyway, like.

18:21.78

BRIAN

Oh we love that everyone just feel inspired by that if you're an actor who is concerned that you've decided to be home during the pandemic or you're in the Southeast and you want to work in L A I Just want you to hear how there are reps out there who are not worried about it and just there are ones who are.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

18:37.50

Cellina Munro
There are yeah.

18:39.35

BRIAN

And they're allowed to have their own individual experience and so what it just means to me you know I know I say this a million times in the program is my only one. Not anyone who aligns with what you want right? So and taking out you said like I want quantity and I want quality. Not quantity and sometimes I think that one of the you know the way you're not set up to win inside of a showcase is. There are 6 or 8 particular managers or agents on that night that might be the 1 right? like who knows if they're the ones who are gonna be the good match for you right? and so it's such a small little microcosm of the the number of managers and agents that are out there. So yeah, that's I think that's so incredible and you had a really great.

19:06.46

Cellina Munro
Right.

19:17.99

BRIAN

Successful like when you were sending your emails. You had a 64% open rate on your emails so that's really dang good. That means this lady knows how to write a subject line I would just say and then the other thing that you mentioned that I was just looking here. Is you had 8% of the people who.

19:21.53

Cellina Munro
Yes, Yes, oh.

19:36.83

BRIAN

Emailed you you emailed responded and I think a lot of so you know we talk a lot about how to deal with the responses inside of this program. What was it like to hear back from people when it wasn't a let's meet or something can you tell me a little about that like when it was like a no or a not right now or any of those kind of responses. What was that like for you.

19:37.24

Cellina Munro
Yes.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

19:53.14

Cellina Munro

Yeah, um, actually wasn't that bad because we do so much work on. Um ah so much self work in the program. So the day you sent out the day you sent out the emails I went to a coffee shop. I'm a little dramatic. They have flowers there so I bought myself flowers you know, like the whole thing like I made it a thing.

20:12.40

BRIAN

Yet, Ah, are you kidding that is like what I want people to do wait tell us about the thing you made it so the day you sent emails walk us through because wait can I let me give them a setup. Okay, so actors here's what the day you send emails.

20:21.70

Cellina Munro

Yeah, yeah, sorry sir.

20:25.85

BRIAN

I Don't think actors realize this but each email you send has a tiny wish from your heart that like this might be the person and we don't anticipate that taking some degree of like self-care when you click that send that is a lot of putting yourself out there and we tend to think of putting yourself out there as well. When I go to the meeting or when I go to the audition but actually that is a vulnerable.

20:35.96

Cellina Munro

Yeah.

20:45.45

BRIAN

Moment. So I just walk us through how you set yourself up to really take care of yourself on that day.

20:48.60

Cellina Munro

Yeah, and what's wonderful is that that the people in the program I had a few of them email me the morning of because they knew I was sending it out that day and they're like just sending you like good energy take care of yourself and I was like you know what? you're right I am going to take care of myself. Thank you. So I said the email went to the coffee shop. Got you know, really relaxed. Got some flowers I still have the dried petals anyway, the po right now I spray them? Um, and you know just just really chilled out on my phone but I didn't look you know.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

21:12.36

BRIAN

Oh I Love it I Love it. You love it. Yeah.

21:24.48

Cellina Munro

The way it's set up. You can't really check your emails on your phone. It's like a separate account so I just got in touch with people friends and I was a complete person just.

21:31.13

BRIAN

You were a person that day you weren't just an actor that day. What I'm hearing you say is I was more than I took really good care of myself and I didn't make it my sole focus. It wasn't the only event in the day and I want to just make sure everyone hears What you just say because we kind of we kind of dropped a little bit of the secret there and I want everyone to hear this because I think it's important one is.

21:38.85

Cellina Munro

Oh no, absolutely not.

21:50.12

BRIAN

You're not allowed to check that email on your phone because we can so unconsciously react to emails that we get. You know we're not conscious or mindful about it and so we have to be really careful. You're putting yourself out that much. You're not going to say like I'm standing naked in The Middle Of Times Square I please shoot your arrows at me right? and I think that's what you're saying if you're not.

22:06.90

Cellina Munro

Yeah.

22:10.30

BRIAN

If you're not being conscious around your email because someone could say you know you could get a million dip shit responses in an email that's say like why did you send me this email or who do you think you are you said you didn't have any of that experiences which is great. Good. go go good



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

22:14.62

Cellina Munro

Yeah, no I didn't surprisingly I had all really if they were nose. They were all really kind nose. It's like no, we're not you know I fit right now or like we wish you all the best and so you know all of these things and you send out quite a bit of emails.

22:23.88

BRIAN

Correct.

22:34.10

Cellina Munro

Um, so I got quite a bit of nose right in the beginning like because they were just you know not a fit even the ones that were honest I had one manager she said you know you're great, but you're a split between my one client so and so and so and so and she named them and I was like.

22:48.45

BRIAN

Oh wow. Yeah, she wouldn't have told you their names if she that wasn't worth it to her. Yeah, that's good and did you feel like you really were.

22:51.21

Cellina Munro

Just go on her roster and see who they are. Yeah I went on the Ros and I was like thanks, she's a good manager like it was in like not looks wise but like essence wise exact split and I was like okay so when I hear that you know you're not a fit for the roster like it can be truthful. It's not a cop out. Yeah.

22:59.36

BRIAN

Wow.

It can be true. Yeah yeah, and you know I always say like when people say you're not a fit for the roster we do have to give it a little bit of a grain of salt of like they might just be giving you that answer because it's the easy answer. But then when someone who's really explicit that way I always say we have to relate to in that manager's individual experience.

23:15.72

Cellina Munro

Yeah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

23:25.96

BRIAN

They have to have a certain number on their roster and that's the way that they need to work. There are some managers who don't relate to the number of people on their roster in that way. So we sometimes just bring that baggage to the conversation like what are you? why you thinking about how big my roster is that's not my your business. That's my business. So I'd love that she was so explicit with.

23:41.32

Cellina Munro

Yeah.

23:43.72

BRIAN

How she said that too. That's great and and through like all of this ah you're moving to I a so were you in New York before that's right right is our was great. Got it and so so you're you're laying tracks in I a right now you been okay, wait no.

23:49.13

Cellina Munro

Yeah I was in New York before yeah I was here before sorry laying tracks in I a oh and I forgot this part I forgot this part sorry sorry um the so I got a bunch of knows I got one no from someone.

24:03.65

BRIAN

Yes, okay.

24:06.52

Cellina Munro

And then my manager now he's an hour later from the same company I just saw the same signature he responded with oh let's set up a meeting and I'm like I'm thinking to myself. Oh I'm clearly I'll have the meeting but it's not gonna happen if so and so told me no, but come to find out he was. He was the perfect fit.

24:19.87

BRIAN

Is it. God so 2 different people from the same company that is such a good thing to hear because I think a lot of people will be afraid of can I reach out to more than 1 person at the same company and my jerk if I reach out to 1 but like you said it was like within the same day I think it can get weird. This is one I think there this is a little bit of a note to self everyone.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

24:26.18

Cellina Munro

So here? yep.

24:43.63

BRIAN

If you reach out to a management company and they say no and two days later you reach out to someone else at the management company but it's two days later to me. It feels a little bit like did you not get my colleague's email but because you were reaching out in the same moment. It made it a little bit easier to transact in that way so that it's in the good kind of transacting.

24:51.57

Cellina Munro

Yeah.

24:59.79

BRIAN

Communicating in that way where like I'm not like trying to sneak around the corner because he said no to me right? Beautiful So good. So is there anything else about this process that you would want someone to know that they need to know about how this went for you or how you what you learned about yourself or what was helpful for you.

25:15.90

Cellina Munro

Um, I would say do all of this steps. Okay I'll say this is what I'll say I'm a very cynical person I feel like ah just. Just tellmm me tell me how to write the emails I can just do it. You know like I don't need to do all this self-help I don't know why people are taking nine months to do it like ah just write the email like I would say feel like that you could feel like that still do all the steps like still do it because I definitely felt like that was like oh they're so dramatic actor though. Just write it. But then at the end it's it's really It's so helpful because recently I had to write um a thank you note I think you know to someone and that those old feelings start come up like oh my gosh are they gonna accept it to the and I was like oh yeah, you remember that one time when I sent 900 something emails. Oh yeah, sin like it's it's so easy.

26:10.48

BRIAN

Ah, yes.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

26:12.42

Cellina Munro

Like that experience gave me so much more confident to confidence to like do the easy things which you should be like to send a thank you just say? Thank you. It's not a big deal. You know.

26:18.52

BRIAN

Um, yeah, yeah, right and Selina what I hear you I love what you're saying because I hear what you're saying is through this process identified or I grew a strength in myself that I didn't know that I had and now when the little stuff comes I'm like Cellina why you sweating it.

26:35.94

Cellina Munro

Yeah, yeah, yeah.

26:36.99

BRIAN

Let's just do this like there's no reason to get worried here like you've you've done this before So there's a a muscle that can work now or there's a or I would saying like in yoga like you've got a pose you can bind that pose Now you've already done that pose before whatever. So um.

26:46.80

Cellina Munro

Exactly.

26:51.21

BRIAN

Ah, if any so I love that advice to anyone like to do the steps Even if you're cynical and I think that's really important I think Cynical is one of the best actors need to be cynical a little bit when it comes to spending money in time energy I Really believe that because not everything works for everyone. Let's be very aware of that and there's no right way to do everything.

27:06.64

Cellina Munro

Yeah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

27:08.61

BRIAN

So through your cynicism or skepticism I think is a way that we use our smarts Sometimes our skepticism is smart. So I think sometimes people can like not like their own skepticism and I'm like let's leave. Go ahead. Gets it go ahead and like do it anyway is the part that you said that I think is so important like do it anyway right.

27:21.11

Cellina Munro

Do it anyway. Yeah.

27:26.42

BRIAN

Like I could even imagine someone who's like hearing this right now or hearing one of the other stories say yeah well that works for her because she and then making you special.

27:31.64

Cellina Munro

Yeah I mean you can do that to be very very honest I don't know how I came across this program I was like oh okay, fine, super shiny. Um, advertising was colorful I was like okay I'm in advertising I get it. You got caught my attention so I went to the I did the. Think you had like a kind of me know what to call it. It was just like a group meeting explaining presentation on what the program was and I was like all right? he sounds like he's on he knows who he's doing but I'm not gonna do it so I didn't do it I didn't and then he came back around six months later I don't know how and then I watched it again.

27:52.73

BRIAN

Ah, her yeah.

28:10.33

Cellina Munro

And I was like oh he's saying the same things. He's kind of consistent I think this might actually work maybe and I still have all the feelings and then then I joined I joined six months later and then the first meeting I was like okay, he's still saying the same things. Um all right I'll do it like I'll do what he's saying so it was.

28:19.70

BRIAN

Ah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

28:29.61

Cellina Munro

Like it was like arms is wholehearted like no I'm a very skeptical person but like still go through all the steps and you'll be surprised and so thankful that you did it. Thank you. Thank you buying.

28:35.76

BRIAN

Oh I love it. Oh thank you for saying that saying I love that journey to oh, it's my I love So you know what's funny is the other day I was saying you know I'm starting not to know any actors who don't have representation anymore because everybody I like I like if someone doesn't have their reputation I go. What do you mean that.

28:50.96

Cellina Munro

Ah, yeah, that's awesome. Yeah yeah.

28:55.83

BRIAN

Let's do it. Let's come on. Let's go. We can do it like it's not a thing right? So if anyone's listening who's like tried really hard or spent a lot of money or knocking their head up against the wall. You know I really encourage you to look at C Cellina's experience here. So I want to talk to you li about I la because I want to give you a little bit of help. Can we do that for a second. So first time living in I a right.

29:06.80

Cellina Munro

Sure. Yeah, yeah, yeah, yeah, yeah, please. Yes.

29:12.99

BRIAN

And are you I think are you doing any workshops with L a casting directors now. Are you starting that at all great and are you choosing them? Are you talking to your manager about who to choose.

29:14.44

Cellina Munro

Yes, yes, virtually yes I did have a meeting with my manager and he went through a list but I think all of those casting directors. Most of them aren't holding workshops.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

29:28.97

BRIAN

Got it Great Great I Want to add a couple pieces to this puzzle if I can is that. Okay, so great. You're doing exactly the right thing. What I would do is try to find casting directors. You're probably doing this already but just making sure who are casting shows. You're right for obviously.

29:31.50

Cellina Munro

So I'm just going through and I'm picking people and then letting him know who I met with sure please.

29:48.93

BRIAN

And does your manager care about getting you an agent in Los Angeles awesome fabulous so if that if you those don't come out to like like you said quantity over quality. Let's pretend you meet them and you're not obsessed. You know you can turn the faucet on again by just doing agent goals again in I a but have a great big list there too right.

29:51.55

Cellina Munro

He does. He's actually setting up some meetings now. Yeah.

30:08.92

BRIAN

Um, and then the other part that I wanted to ah advocate for you is remember you're new in town and that is sexy that is sexy to people that is like oh she doesn't know anybody yet. Oh it's my first time seeing her so we want those impressions to be great that isn't to put.

30:16.90

Cellina Munro

Oh.

30:25.91

BRIAN

Olympic pressure on you when I say that I say that on the daily olympic start I think they start tonight. So um, but um, but what I mean by that is they gotta fall in love with your acting they gotta to fall in love with your acting they gotta fall in love with your acting so in the first tapes that you're getting requested by your manager for auditions really take the time.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

30:28.38

Cellina Munro

Ah.

30:44.44

BRIAN

Maybe a little more than you normally would to make sure that your Celina's really coming through in those tapes. So whether that and I'm sure you do this already for your auditions but just have planted the seed is this the first time they're meeting me. We want them to be like oh where has she been. We want that reaction. We don't want the reaction. Booker for this job. Sure that's great, but we want the where has she been so so we want to just live into that piece of it and so to me what that means is probably working with a coach finding someone who's really making you're put on tape beautifully the tapes are really excellent. That's the best you can do for that kind of positioning of yourself. That's 1 thing. And and the other and this is something we're already working on I think in the work that we do in the other program you you join me for which is just staying in touch with anybody you mean we got to stay in touch. Yeah, what was that was that little shrug are you not good at that.

31:28.18

Cellina Munro

Yeah, there there are a couple of thank yous I have to send. But yeah I've yeah.

31:32.76

BRIAN

Great. Okay, great. Let's get on those? Thank you? Yeah um, and then the last piece that I'll tell you is that if you haven't done this already I would 100% anybody can move into a new city or new market I always say. Find a great acting class that is reputable and recognized by casting directors and agents in that city and join it as soon as you can 2 reasons 1 you just want to see what people are doing in class and what kind of materials going on not to mess up your system of your own technique right. And you want to have that community of people who are auditioning so to me if you need suggestions of so you know you can ask me for that. You mean I can talk about that. But you know I want you to look for an acting studio where the people in the room are on are booking the jobs that you want.

32:07.50

Cellina Munro

Ooh.

Poker.

Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

32:20.35

BRIAN

So want to have a room where you feel a little bit like oh okay, like you're looking like I got okay I got to I got to live up to my great acting because the person next to me is getting the kind of jobs I want so you're ah, not intimidated. That's not the word I want but called forth to really do what Celena can do to do her to do her best does that make sense when I say it that way.

32:36.25

Cellina Munro

Oh yeah, that completely makes sense I don't want to be so lazy like complacent. You know so that makes sense you want people who are looking for proper. Yeah.

32:39.32

BRIAN

Yeah, and yes, yeah, you should be in an acting class for once in a while you don't have a good class if every class is great then it's not and then the other thing is you guys you're gonna people might hate me for this cold reading is not a skill it just. Unless you're doing commercials very rarely do my clients who book guest stars and series regulars and recurring guest stars even co-stars say yes I had to cold read my audition. So I understand there could be an acting class where they use cold reading to get you material but you don't need to become by the way if you want to be in a sport. Things happen fast go join the indie 500 acting is not about being fast. Can you have more facility with scripts because you're auditioning all the time totally that totally can happen. So to me, you really want to be in a class where you get the script a few days before or a couple days before the day before. Script is something you would normally audition for that kind of world. So just kind of noticing that and then the other two things that I look for in an acting class is first are the people in the room booking the jobs you want. Don't go down so like if the people in the room are booking co-stars and you want guest stars then that's not your room I want to make sure that's clear number two is ours. The. Teacher talking about your voice in your body because a lot of teachers can bail on that and to me that's a sign of someone like not doing the full job of the acting teacher and are they talking about how your type intersects with the scene and so cliner you might know this stuff already. But in la you're going to see a lot more classes so I'm just making sure that.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

34:12.69

BRIAN

Need some support with that. We can keep the conversation going but hopefully that'll be and because all the classes are online Cellina yeah, it's February. Let's get you into acting class now it's time. It's time. It's time. It's time and truthfully some of these acting classes would allow you to bring your auditions in class to work on so that would be great for you too anything else. You're thinking about I a that you need some so any.

34:16.75

Cellina Munro

Yeah, yeah.

34:30.10

Cellina Munro

Um, I think what you said was really interesting because I always thought being new in town was kind of like oh no, she' know what she's doing but I like that that you know a sexy new thing. But um in a good way.

34:31.80

BRIAN

Coaching from ryan.

34:49.48

Cellina Munro

Um, but I guess it's just like you said I guess just creating your network of other actors who can support each other I think this agent goals is really the first step because I'm still in contact with people. Yeah.

34:57.44

BRIAN

Yeah. I Love that I Love are some of them in L A Oh good, awesome. That is awesome. Good good, good. Good. The people that you're great.. That's awesome. Yeah, and the reason why I think a class is so um, like the ah like a class like agent goals like you're already connected with that's Great. You've got that community The acting class is for you to.

35:08.16

Cellina Munro

Yeah, yeah, yeah, yeah.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

35:20.41

BRIAN

Out of the corner your eye not in a competitive or comparison mode. So I got to use compare in the normal way not in the you're being mean to yourself way is to go. Okay I see what she's doing and my tapes aren't that good yet. Let me see what's let me see let me.

Work on what I'm doing here and not to be that you're never like good at acting this is to say there's always room a little bit I think for getting better right? And so this is a space where you can be a little called to how my I'm on my toes a little bit in this acting class I like I feel like I got to do my homework right? I want that to be your experience so that that part of your.

35:51.71

Cellina Munro

Yeah.

35:56.21

BRIAN

Actor feels facile. You have facility with those tools inside yourself. So yeah, great anything else. You need to say before we call the day here on this ah podcast just about your experience I think I don't want to leave anything unsset if there's something you need to say.

36:07.89

Cellina Munro

Um, no I think you covered all of it I Want to say? Thank you big! Thank you years in the making and it finally happened and I happened perfect timing I feel so ready for it. Um, and I know it's. Part of you know everything that we that we had to work on. Well yeah, it's just I just feel really Good. So this. That's it.

36:34.70

BRIAN

Good I love that's my goal I love this so we cannot wait to see you in I a and I just want to you know? Thank you for coming on here and sharing your experience I hope that any actors who's listening really kind of saw yourself and C Cellina's skepticism and her earlier struggle in her success. Um. Your success is so well deserved like you know you poured your heart and soul into this even in the moments and you're like I don't even understand what this has to do with anything but I'll do it anyway. Even in those moments and I think one of the things that I want to just acknowledge in you and in anyone is there's so much work that has to go on in the dark when no one else is around. It comes to being an actor working on the script understanding the character working on your email working on preparing for a meeting all of that stuff and just I see you is what I'm what's wanting you to hear me say like I see you and I'm so glad that it paid off in this beautiful relationship and I and you know it's.



Ep. 59- How To Get Representation In A City Where You Don't Live – Cellina Tells The Tale From Chicago - Transcript

37:23.27

Cellina Munro

Oh.

37:31.81

BRIAN

Always great to hear from students who've had success. Also any experience that they've had but you know you don't have to tell me anything So I appreciate you come in here and tell me the whole story. It means a lot to me. Um, so thank you so much if anyone wants to follow your journey where can they look to follow you great.

37:44.33

Cellina Munro

Yes, they can follow me I'm only on Instagram.

37:50.67

BRIAN

Me too. Well I guess I'm on Youtube wait. That's a lie sorry you guys. That's a lie I'm trying to do other things but you go headline. Go ahead up.

37:58.58

Cellina Munro

I'm on Instagram at C Cellina Monroe that's CELLINAMUNR o if there are any dashes underscores any extra letters. That's not me there.

38:13.81

BRIAN

Okay, good stay away what she's saying is stay away. They'll be asking you to join the cash app or something right right? Ah, thank you so much Lena really appreciate our time together today. Thank you for sure.

38:14.17

Cellina Munro

There are Imp plaster accounts there. That's not me but she failed stay away right? right. Thank you..