

Ep. 70 - Agent Blair Taylor Tells You How To Take a Meeting - Transcript

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

Brian ([00:09](#)):

Everybody. I'm so glad to have you here today. Uh, Blair Taylor was my first agent in Los Angeles. Sure. Um, and he's one of my dear friends and I'm so excited to have him here, partly because I know he will be honest with us and that he and I can ever really, uh, Frank conversation about this industry and to just kick us off Claire. Perfect. Can you tell us a little bit about your history of being an agent and where you are now, so that people get a little context for what we're talking about today?

Blair Taylor ([00:31](#)):

Perfect, perfect. So I have been an agent for 24 years and I started when I was a child and, uh, I worked, I started out with Abrams R age, which is a huge BICO agency. Uh, got my training there, then went to a place called commercial talent. I was there for 18 years, uh, representing primarily commercial actors as well as TV hosts. And I left there two years ago to be two years in, may started my own company and I represent, uh, host talent experts. I do a lot of celebrity brokering of deals and I represent commercial actors.

Brian ([01:10](#)):

Right. Thank you for being today. Part of the reason why I think, um, I've heard blare speak about this before. And part of the reason why I wanted to hear from you is because, um, I think that what you talk about applies to both theatrical and commercial, because you've been for as long as you've been. I know it was too us when you few years ago. Um, but, um, to kind of get us started, I was, I wanted to get us started. Can you, um, just think of like a client who you is one of your favorites, it doesn't have to be me. Um, and right, right. Uh, and can you tell me like what, in that relationship, what about that relationship makes them your favorite client? Like what about, or, and, and maybe the word favorite maybe too strong, but like one that you really like, I guess, you know, what about the relationship makes that so good?

Blair Taylor ([01:48](#)):

Well, personality aside, because I've become like you very good friends with my clients. So that aside from a business standpoint, what makes me like a client is when I have respect for them. And when I have respect for them, it's because they understand their BI business. They're knowledgeable, they're proactive. Um, they take active steps in, in their career. And I think quite often, uh, actors can rely too much on an agent or a manager to do the work for them rather than seeing us as an equal partnership. So I really, really, um, appreciate and respect actors that kind of recognize that we work together. And, uh, and those are my favorite ones. You know, they just, they just take it, they take it seriously. And they're, they're in command of their, their, their, you know, these are your businesses, they're mini businesses and you have to be the CEO of your business, which means you, you run the ship, you're the captain. And I expect that of you. And when you do that, you gain my respect and, and it pays off. You see people, people working who do that.

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Brian ([02:55](#)):

I love what you said there. And when you said, when you say about, um, people, you know, running their business or being their business, when you, how do you see that? Like, what actions have you seen that like really either lit you up or you just kind of knew that they were moving and shaking on their own, not just relying on you, what does that behavior look like? What do you notice?

Blair Taylor ([03:13](#)):

Um, you know, it's, it's interesting. It, it really show up when, and I have to be really careful here when they don't ask stupid questions,

Brian ([03:24](#)):

Go for it. I said, you'd be Frank and honest, so, right, right.

Blair Taylor ([03:28](#)):

I all like actors that call me up and ask me basic questions about their own business. There's resources out there that that will help them stay updated and knowledgeable about what they should know about the business. So when I actor calls me up and says, well, how much do I get paid to do this? Or how much, like, really basic stuff that I'm being seen as a resource. And that tells me you're lazy because you also have a way to gather this information and you don't do it. Um, you know, there's, there's, there's, uh, you know, Hollywood reporter and there's deadline.com and there's all these resources where you can understand your business. And when you understand it, you don't ask, um, and stupid is probably the wrong, the wrong word, but you don't ask elementary questions that, that someone who I wanna work with, won't ask.

Brian ([04:14](#)):

So you're saying like, at least a Google search before you call me, like, if you can figure this out, your, yeah,

Blair Taylor ([04:21](#)):

Most actors are very lazy.

Brian ([04:23](#)):

Okay.

Blair Taylor ([04:24](#)):

You know, here's, here's what I do. I get up like today, I got up at 5, 5, 15. I worked until about seven 30 this morning. Then I went to the gym. Then I got back at nine 30 and I worked up until, I mean, I ate a Bo bowl, cereal, four lunch. I at my desk that's was my day. And quite honestly, Brian, you and I had to schedule for four o'clock. I finally got in the car a quarter to four to go to my mailbox and I got the car I was backing on. And the thing went alert. You have a, you have a call with Brian in 15 minutes. And I drove right back in my garage, parked by car, came in, back in the house because it doesn't stop for me. You know, I work nine, 10 hours a day. I don't have a boss here.

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Blair Taylor (05:09):

There's no one telling me what to do. Right. I work that hard to get my clients jobs and what I find really irritating and probably the biggest pet peeve that I have is actors that don't commit that same level of time to their own businesses. They get up, they go to the gym, they watch TV. Maybe they take a class at night meet, like, but they're not doing the work like you. There is. I think it's Malcolm Gladwell. Mm-hmm, <affirmative> wrote a book talking about 10,000 hours. You do 10,000 of something and you become whether it's dribbling baskets, or you have to put in your time, you have to put in your hours, actors don't do that. They'll put in, you know, they'll do an hour. And, and I'm being very general here, but this has been my experience. Um, and by the way, asterisks all of that, the fact that you have people that are willing to just commit in their themselves through what you're doing tells me that a lot of these people probably don't fit that mold.

Brian (06:06):

<laugh>

Blair Taylor (06:06):

Right. Okay. Right.

Brian (06:08):

Hey guys, we gotta stand. We got a good stamp of approval in a way.

Blair Taylor (06:10):

Right. But, but the fact that there's a lot of people that do that and the people that are watching this right now know those people. Cause they're right. Yeah. Um, so the people that just don't invest the time actors wanna sit home, wait for the phone to ring. And when it doesn't ring, they call their agents and they complain or they drop their agents because they think, well, they're not doing anything for me. And in the meantime, they're not even doing enough for themselves. I make 10%. It's not union 20% on your job. So you're only going get from a, from a perspective you're you, you're gonna get 10% of my time investment into your career. You have to give me 90%. Yeah. Barely happens.

Brian (06:53):

Right. And you, so when you're saying this, so what I'm curious about this is when you have a client, I've be, you can kind of see that when it's happening, cuz you're seeing more often, whatever, when someone comes into you for the first time, which is a lot of what people who were watching this right now be thinking about is how does an actor, how do you pick that up off of an actor? How do you feel that or see that? Or what are they saying that says, I'm doing that. I'm doing that 90% on my end. What are they, what are they saying?

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Blair Taylor (07:15):

It's some of it's in the way that I ask questions. And, and again, it's only, it's only based on how we're gonna communicate with each other. So if we're communicating as peers, I know it's someone I can work with. And a great example is if I say, you know, we're, we're, we'll be sitting there in the meeting and I'll say, well, tell me, uh, tell me what casting directors, you know, like if they can't even name casting directors, if you don't know who out there as the, the power to hire you, like, like that's, that's a check market against you. Um, if you ask me basic questions again about me or my business that you should already know, because they're, they're kind of foundational questions about the business. Then you're using me as a resource and not as a peer, not as a part, you know what I'm saying?

Blair Taylor (08:01):

You have to come in with your and I'll come in with mine and together we're gonna make something really awesome. But it's not my job to fill you up with information to then send you off into the world to be, um, a successful actor. It's your job to come here. Like when you go on a long trip, what do you do? You put gas in the, I make sure the oils filled. You do windshield wiper fluid is filled. You, you leave filled and you have to come into on your journey when you're gonna start a journey with me, as silly as it sounds, you have to be ready, everything's gotta be filled up.

Brian (08:35):

Right? So what I, what I'm hearing you say is a partnership for Blair looks like we're both standing at the running gate. We've both already trained, not I'm gonna just lead you through and tell you how to do all of this. Like we're showing up to get right. Got it. Right.

Blair Taylor (08:47):

And, and, and here's the thing is like, and Asian doesn't get paid to develop talent. I'm not paid to look at your headshot. I'm not paid to tell you what classes to take. I'm not paid to tell you about trends in the industry. I'm not paid to be a resource for what the rates are. I'm not paid for any of that. Now, do we do that? Sure. I mean, that happens. It should be, it should be a minimum part of the relationship. Um, we should be someone that you can trust and come to, to bounce things off from, but not because you're too lazy to learn it yourself and, and too, and, and don't, and you haven't prepared yourself enough for the relationship. A lot of people get agents too soon. Cause they feel the, the, the irony is that I can't do my job without my client. If I don't have can't do it, the actor can actually do their job without me. So I actually need the actor more than they need me. They just don't realize it that way because they don't position the relationship that way they step into meetings, um, full of fear, full of anxiety, stress nerves. They're shaking <affirmative> but I need them more than they need me, but I don't feel that way. I'm not shaking. I'm not nervous, but I should be the one that feels that way.

Brian (10:04):

Yeah. I hear what you're saying. Yeah. It's interesting.

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Blair Taylor ([10:05](#)):

You they've given up their power to someone like an agent when the most power and an actor can have when they're meeting with an agent is to be able to sit across from that agent and say, I'm meeting with you, I'm meeting with this guy, I'm meeting with this agent, I'm meeting with her and I'm gonna choose. You want to be wanted by a lot of people, right. Then you can make your choice of who works for you. And then quite often an actor will go with the one agent that gives them attention. And then in many cases that's a bad, it's like regular relationships in the real world. You, if you're so desperate for a partner, you're gonna choose a bad partner.

Brian ([10:45](#)):

Right, right. Yeah. Yeah. Yeah. So, um, I love what you're saying here, particularly because I think a lot of actors who are listening are gonna be ones who do do the work, right? Yeah. And I'm, I wanna just go a little further in, this is so in a meeting, you know, I think we bring, we bring, we can bring a lot of baggage to that meeting because we want it so bad. Right. We want it so bad. And, and we think we want, even though we haven't even gotten a chance to talk to you, can you just tell us a little bit about in meetings? Like what are some, both red flags and green lights that kind of go up for you? And I think you're speaking to this a little bit, but if we can even, you know, put us right into the crucible of the meeting, when that that's actually happening. Right. What, what happens

Blair Taylor ([11:21](#)):

Right now? So, OK. So I'm gonna start out with, I'm gonna share a little bit, I'm a big judge, Judy fan. OK. Just say that. And, and if you ever watch the show, she'll be, well, she'll be in the middle of, of interrogating someone and then she'll cut 'em off. And she's like, do not, do not pretend to know what I I'm getting to what I'm getting at the purpose of my question. And that happens oftentimes in my meeting is I ask a question and you see, you see their wheels turn because they're trying to give me the answer they think I want. Mm. Um, instead of what is a true and honest answer. So people go in thinking why I have to act this way. I'll give you a great example. Um, someone walks into my meeting, sits down and, and a little bit in the meeting, I'll say to them. So how old are you? Which everyone is told is supposed to you off.

Brian ([12:16](#)):

Yo, to ask that question, what are you talking about?

Blair Taylor ([12:18](#)):

Question, how dare you ask that question? How dare, well, listen, you're asking me to represent you for the next 3, 5, 10, 15. I, I mean, I've known you forever 20 years, but I can't, but you won't even trust me with that information, which is weird, but actors don't really know why they're supposed to hate that question. They just do. So I'll ask that question and I know well how old they are or I've done my research and what immediately goes in their head is I'm not gonna tell 'em how old I am, but I'm gonna tell 'em how old I play <affirmative>. And so someone will come into my office. I had this happen one time a woman came in clearly 50, 50, 1, 50, 2 years old. Okay. I knew this. I knew this because on her resume, she had a credit on a TV show where she played a girlfriend as an adult of a show. That was which she was on Hogan's he

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Blair Taylor ([13:17](#)):

Long gone. So I knew. So she said, you know, well, I really, I really book like mid to mid thirties. And that bummed me out because she didn't look mid thirties, but she lived in so much fear thinking I have to play young. And I told her afterwards, I said, you know, here's the problem. I actually don't need anyone in the mid thirties. I need someone in their early fifties. Had she been honest and owned her age? She would've been a much better that would've worked out, but she was not even being honest with herself. So she thought for her to be viable, she had to be young. That's not true. Right. So that's, that's a great example of where people come in and, and they're trying to anticipate the reason for an answer. And sometimes the right answer to a question is, I don't know. And that's okay. It's okay. You have to be, um, vulnerable. You have to be human. You have to be, you know, we all have to fly. We can't answer every question. We can't be perfect. But someone who can, can sit across from me and be really comfortable with who they are, even if they don't know the right answer is someone that I wanna work with.

Brian ([14:32](#)):

Yeah. You know.

Blair Taylor ([14:33](#)):

Think if you, can't be honest with, with who you are in, in your career, especially in an environment, trying to be safe with an agent, you're, you're totally not gonna be comfortable in an audition.

Brian ([14:45](#)):

That's interesting. You say two things that I wanna bring up and one is that this, if you want this relationship with this agent to be normal and real, don't not be real in that meeting because then it's never. Right. And the other thing is that there's, it's interesting cuz you contradicted yourself in a beautiful way, which is you cannot know the answer to one of the questions, but if you're real with me, I'm gonna forgive that piece of it because I'm gonna see who you really are. Like there's not right. Like, right. It's

Blair Taylor ([15:09](#)):

Kinda like, it's kinda like the interview you question where people say, tell us, tell us your three weakest characteristics, which I think is just crap. Right. Because no, one's gonna say, well, you know what? I like, I people like, no, one's gonna tell you that. They're gonna say I'm a perfectionist. Yeah. Like, like it's, it's all, you know, you wanted if, and, and I think it's also important that when someone asks a question that they have to be prepared for the answer as well. So I think that's important that if you're gonna ask someone a question, you be prepared for the answer.

Brian ([15:45](#)):

Right. So it's interesting. So, and when we talk about meeting with managers and agents, um, and I wanna cast a broad here because I wanna make sure we kind of include this idea is that, that we have to prepare a little bit because we're not F with what are the cast directors that know you? If I might not know that right away without, oh, I've actually auditioned for this person four times, I might do a little homework before I come to the meeting, just so that I can like be chill and be myself when I get there. Does that make sense to you when I say that? Yeah.

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Blair Taylor ([16:10](#)):

Yeah. Yeah.

Brian ([16:11](#)):

When I say that, are there any, um, like you said about the like, you know, casting directors, are there any other questions for you that are very telltale questions that are like, uh, besides the age and the cast directors, I'm just trying to tap into anything else. We might

Blair Taylor ([16:24](#)):

Questions that I ask are questions that they ask me

Brian ([16:26](#)):

Questions that you ask that actually you feel like are like very, like, that's a, that's a very for you as a pointed question like that, you kind of know that, that answer's gonna reveal a lot.

Blair Taylor ([16:36](#)):

Um, oh, I get more about the questions that they ask me.

Brian ([16:44](#)):

Tell me about that a little bit.

Blair Taylor ([16:45](#)):

Yeah. So a question that we get a lot is two, two questions and they're very similar. Number one. How many people do you have? Like me? I know, like, right,

Brian ([17:00](#)):

Right. Don't don't ask me that question. You don't deserve to ask that question is what I think. But

Blair Taylor ([17:03](#)):

Yeah. I also dunno what that means. Yeah.

Brian ([17:06](#)):

Um, what, what are you gonna do with you have that information, right? What are you gonna do? Right.

Brian ([17:16](#)):

And we're back. Okay. So we were talking about the questions, I, how much that feels.

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Blair Taylor ([17:21](#)):

So, yeah. So they ask how many of my type do you have, which I don't know. What that means is that age, is that sex? Is that height? Is that hair color? Is that personality? I it's, it's a bad question. Um, it also gives me a really great excuse when I say no to you, that I can just say we have too many of you. So you, you kind of build in and out when you think that way, if you don't think you're unique and you think you're just part of a, then I can just use that back to, um, the other thing I hate is when they ask how many clients we represent,

Brian ([17:55](#)):

Mm-hmm <affirmative>, mm-hmm

Blair Taylor ([17:55](#)):

<affirmative> again, I don't know, like, what's the number. If I tell you a hundred, is that good? If I tell you a thousand, is that good? Like, cuz you have no idea how we do our business or what is manageable or not. So it's a question. It's a question that comes up a lot. And usually when it comes up is at the end of a meeting. So I wanna give, I wanna give your, um, your viewers a little nugget. I dunno, you call it the subscribers. I wanna give them, um, a little nugget of advice. And I think this, this, this applies to any meeting you're ever in or any interaction you're ever in. So if you're gonna look at me, you're coming into my office and I'm gonna kind of initiate and run this meeting. So we're having conversation and I will engage you in questions and we will talk we'll and, and it's a conversation. So it's back and forth. There will be a point in time in that meeting where I say to you, do you have any questions for me? Right. And that's, that's pretty common. Yeah. And what ends up happening is, it's not, doesn't have to be taken. Literally what I'm saying to you in that moment is I'm kind of dumb with my question things

Brian ([19:15](#)):

Up. Yeah. OK.

Blair Taylor ([19:16](#)):

We're wrapping. Is there anything you can ask me a question? You can just share a statement with me. You can use that moment to share something I might not know to ask. Cause I don't know what I don't know to ask. Right. Right. So when someone says, do you have any questions for me? One of two things happen either they ask a question mm-hmm <affirmative> and they sit there and they think, and they think, and they think, and ask a question or they'll say, no, we're good. But there is a third option. And that third option is to not ask me a question or it's just to add information.

Brian ([19:54](#)):

Got it. Great. Great.

Blair Taylor ([19:55](#)):

You know what I mean? Yeah. And I think that's really, really important. We, it's our way of kind of saying, when we say, do you have any questions we're just turning the floor over to.

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Brian ([20:04](#)):

Right. And, and so what you're not saying is I wanna make sure we're clear. You're not saying it's not okay to ask a question there. What you're saying is at that moment, since I'm wrapping things up, it's probably not the time to shoot yourself the foot by asking a really dumb one.

Blair Taylor ([20:15](#)):

Right. Or, or just understand that what what's happening in that exchange is that I'm just relinquishing a little bit of control of the media to you. And they used to do it the way you want and that like,

Brian ([20:25](#)):

You could do whatever you want. You could, right. You could say, you know, I wanted to just tell you, I think it came up, but I thought it would, I used to be a professional ice skater. If you ever get call for that, I wanted let you know that we didn't, I'm

Blair Taylor ([20:33](#)):

A not gonna come back and go, oh, that's not a question. Like I'm not gonna do that. Cause that's not how we interact. It's just you're right. But that's a great example, by the way, I played professional football or, you know, I, I speak six languages or you didn't ask me about this and you know, blah, blah, blah, whatever that is. Um, that's your time. That's an actor's time to let me know something. I dunno.

Brian ([20:57](#)):

So in that moment, let's just paint. I wanna paint a little story role play for one second. Uhhuh. <affirmative> if I were to say to you, I'm thinking about getting new head shots, uh, do you like XYZ photographer? Would that be a cool question?

Blair Taylor ([21:08](#)):

Sure.

Brian ([21:09](#)):

If I said I'm thinking about getting new headshots, what photographers do you recommend? Is that an annoying question?

Blair Taylor ([21:15](#)):

Yes,

Brian ([21:16](#)):

I think so too. Yes, because it says lead me, be my ma be my agent right now to my manager and

Blair Taylor ([21:22](#)):

Correct. I agree. Yeah. And it's okay. Like to, because also here's the other thing is when you say to me, do you like this photographer? It's also your way of

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Brian ([21:34](#)):

Getting to know you. Right. Getting,

Blair Taylor ([21:36](#)):

Getting to know me and my style. Like what if I said, oh no, like what if this person was like, you know, or what do you think of this casting person? So what, like, it's, it's an insight into me, right? Yeah. Um, again, using me as a re source, like to rattle off classes and you know, what do you like better this photographer or this photographer? What do you like better than this class or this cause perfectly legitimate question

Brian ([22:01](#)):

On my side. It shows me being part of this, not just saying, be my boss. Tell me what to do all of a sudden, like put you in the position of teacher. I,

Blair Taylor ([22:09](#)):

Because once you become a client, I don't, I don't call you up with assignments and duties. Like I, I expect that you

Brian ([22:16](#)):

That's my job

Blair Taylor ([22:17](#)):

<laugh> I expect that you show up ready to go.

Brian ([22:22](#)):

Got it. Got it.

Blair Taylor ([22:23](#)):

Right. And if you don't, that's what, that's what I said. I think actors show up, uh, trying to get an agent too soon. Cause they're not ready to go. Cause they think get an agent because that's a, that's one of those, those boxes they get to check and then they get to brag about it online. I got an agent, no one brags online. I spend all day in front of my computer submitting on projects on my own, but they get to say they have an agent.

Brian ([22:45](#)):

Right, right, right, right, right. I wanna be really mindful of time, but I wanna ask you a question. Do you have any, uh, uh, do you have a fun story of how you've ever met actors in the past or how you like to meet actors?

Blair Taylor ([22:57](#)):

No.

Brian ([22:58](#)):

Okay. <laugh>

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Blair Taylor ([22:59](#)):

Do I, you know what, here's how I love to meet actors. Um,

Brian ([23:05](#)):

And it might change from season to season. I get that.

Blair Taylor ([23:07](#)):

Yeah. It's, you know, it's just gotta be organic. I'll tell you how I don't like to meet actors. Cause I get, and sometimes it's, it's easier to point out the things for, let me be really clear. I love actors and I love to be around actors and I love to be in their environment and I have such a deep respect for their craft and what they do and the compassion that they have, you know, actors are the actors and, and artists from the time they're really small. They've been acting or they've been singing or they've been painting. It's, it's a part of who they are. They, you know, they've known from such a young age, what they wanna do. Like, I didn't know that I wanted, like, you don't have most careers. Doesn't people in, in other careers don't grow up with that level of passion about their purpose.

Blair Taylor ([23:54](#)):

That it's there. Since they've been children, kids, actors have known Brian, I bet you were doing little plays in Silicon course. I was. Yeah. <laugh> that's right. Cause that's exactly, you know, so I have a deep respect for that. Um, so I really love actors. What I don't love is meeting them in, in an environment where they, um, they're so frazzled in their behavior that it becomes, um, it's unsettling. I'll give you a, a couple examples. If I go to a party and someone finds out I'm, I'm an agent. I, I see the dynamic change with these people. When I know they're looking for representation, just get, it just plays very differently. I was on a panel a couple weeks ago and, and after the panel we said, okay, you know, the, the panels will be around for an hour afterwards. You wanna talk to them and it's an hour.

Blair Taylor ([24:51](#)):

I didn't get off the stage and you're, and you're swamped and there's, and it's, and it's desperation. And it's this feeling of, if I don't do it now, I'm never gonna see this person again. And the desperation stands out more than that person. It just kind of takes a step back and chills out and, and, and understands they're gonna have their time. And, but the desperation of actors really reveals themselves quite or reveals itself quite quickly when they've, when you're, especially in a social situation. Got it. Most agents, if you ask, or managers will tell you this, sometimes that you go out with your friends and if you're gonna be at a party, you ask the people you like, please don't tell them

Brian ([25:37](#)):

Multiple times. I've had that experience. Yeah. Please don't tell them. I don't want anybody to get weird.

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Blair Taylor ([25:41](#)):

Yeah. Yeah. But yeah, I don't want people to get weird. Cause people get weird. You know, if I go out with clients that are also friends, it's like, and you've never done this, thank goodness. But I have friends that you're like, oh, this is so and so. And he's my agent. It's like, Nope, I don't wanna be that guy tonight. I just wanna be a friend tonight. Right?

Brian ([25:59](#)):

Yeah. Yeah. Sure.

Blair Taylor ([26:02](#)):

What else,

Brian ([26:04](#)):

Is there anything else you wanna say to these deserving people who are on their way to look for reps or in the process of it? Don't do it. I'm just kidding.

Blair Taylor ([26:16](#)):

<laugh> now I think do your homework and not all, not, not all agents and managers are the same and the, the, the reflex is gonna be to just take like grab the first agent who says yes, cuz that, that, and that's, I think making decisions out of fear. So just don't do that. If the right agent will come along, here's the thing I believe the quality of the agent equals the quality of the town. If you're, and this is not a reflection of someone's ability to act because I find your acting ability to be about 5% of the business. I think there's 95% of other things you have to do to be successful in the business. So this is not about people's skills as an actor, but if you are overall, not a great actor by your, and again, not by acting sick, but by your, um,

Brian ([27:10](#)):

The rest of it

Blair Taylor ([27:10](#)):

All by, by, by the whole, you are going to attract a similar agent and I've met with actors that are pretty lousy and they can complain about their pretty lousy agents. I'm like, they don't understand. They can't understand why am I not getting out? Why have I not done this? Why I've not done this? I'm like, and then I talk to 'em and I realize they're not doing their work. I'm like, but you guys kind of deserve each other agent, actor. They're both, you know, a great agent as a, has a great actor, has a great agent, you know, and you, and you all at least have to be on the same playing field. Right?

Brian ([27:53](#)):

Yeah. See what you're saying? Yeah. That's really helpful. Thank you. This is so helpful, bla, I really appreciate, thank you so much for offering us your time today. Of course. And um, I wish every agent was like you.

Blair Taylor ([28:03](#)):

Oh, you're very sweet you. Thank you. I thank you, Brian.