

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

Speaker 1 ([00:00:00](#)):

So welcome. I'm so excited that you're here today and listening. I have got these, this, my little glass menagerie of fabulous people to introduce you to today. Um, and I'm gonna jump right in with the kind of an icebreaker to get us started. And I'm gonna ask this question, uh, and you all, when you're listening here, listen to whose name is whose voice is who so that, you know, who's talking today. So first I wanna start off with what's your favorite childhood cereal. And do you still eat it? Which is, I think the bigger question. So, uh, Jody, you wanna start us off

Speaker 2 ([00:01:04](#)):

<laugh> oh God. Um, alright, so I had many favorite childhood cereals, but the most favorite was cocoa puffs. Oh. Cause I love chocolate. Yes. Oh. So, um, last I have not, uh, eaten Coco puffs since I was a kid. However, my husband and I did like this keto thing for a while, we got like super keto and I found this company called schoolyard snacks. Yeah. And they had these like, uh, keto, Coco puff cereal. Sure. And I bought like a VA of it and it was not delicious at all. <laugh>

Speaker 1 ([00:01:38](#)):

Oh, OK. Nevermind. Right. This is the opposite of a commercial for the,

Speaker 2 ([00:01:42](#)):

There you go. Correct. Sorry. <laugh>

Speaker 1 ([00:01:45](#)):

And Zingo. What about you? What was your favorite? C cereal. And do you still eat it?

Speaker 3 ([00:01:49](#)):

So my favorite childhood cereal and it was a weird one because I found it through my grandparents and I was like, this is good. I don't know why I like it, but grape nuts. I don't know if anyone remembers great nuts. They brought

Speaker 1 ([00:02:01](#)):

It. It's the grandparent. It's the grandparents cereal like that like grape nuts, the grandparents

Speaker 3 ([00:02:05](#)):

Cereal. And I knew I was like, I'm not supposed to like this. Why do I like this? And so I just recently found another brand by Ezekiel. So it's like barley wheat, soy protein. And I'm like, this should be gross, but I love this so much.

Speaker 1 ([00:02:23](#)):

<laugh> oh my God. That's normal.

Speaker 3 ([00:02:24](#)):

That's my favorite.

Speaker 1 ([00:02:25](#)):

Got it. Um, Wendy, how about you Wendy bran?

Speaker 4 ([00:02:29](#)):

Hi. So, um, my favorite childhood cereal, it, it was kind of a two-parter, but I loved captain crunch, but it was literally like a once a year, birthday cereal. Like I, I had that mom who was like sugar cereals were once a year. So I turned to like it's cousin golden grams and yes, I still eat golden grams from time to time and my kids eat it. So yeah.

Speaker 1 ([00:02:51](#)):

<laugh> uh, okay. So only because when he just said golden grams, I'm gonna fess up. The golden grams was my favorite and I definitely do not do it at all anymore. I do not have, I don't, I don't I've I'm intermittent faster, so I don't eat until noon every day. So I'm meeting 12 to eight. And so, and it's the hardest thing I've ever done in my, not I'll, it's not the hardest thing I've ever done in my life, but at 11 o'clock don't try to be, my friend is what I'll say. Um, and you

Speaker 5 ([00:03:12](#)):

Have golden grams for lunch then. Right.

Speaker 1 ([00:03:13](#)):

And I have golden grams for lunch. It's waiting for me. Right, exactly. Uh, Tony, how about you ladies and gentlemen? Tony Rossi. What's your favorite cereal?

Speaker 6 ([00:03:22](#)):

Yeah. Or your

Speaker 1 ([00:03:23](#)):

Child of cereal? Sorry.

Speaker 6 ([00:03:25](#)):

Uh, I had several and Brian, uh, I don't know if I'm pulling back the curtain too much on our prepo conversation, but you said we don't have to agree on everything. And I am very triggered by breakfast cereals and how they market sugar to children. So the beginning of this conversation right here, where we're talking about healthier options and the Ezekiel brand that you had in think, I am like, yes <laugh>. And so I do not even, I don't even wanna give any positive air time to these brands, but what I will do is if you look all in the chat and if you are listening, you wanna DM me on Instagram. I will send you a link to a bunch of healthy breakfast cereals that are much better alternatives because health is a very personal topic. To me,

Speaker 1 ([00:04:06](#)):

Tony Rossi, taking the icebreaker to like the, the, the, what is it? What did the Titanic crash into ALA? What, uh, uh, iceberg act fully giving us the full iceberg guest. Amy, I saw your hand go, Amy MCNA and gentlemen, what is your

Speaker 7 ([00:04:20](#)):

Okay, favorite childhood cereal, Tony, this is where we're gonna disagree. My 30th birthday was a slumber party theme. This was pre pandemic and we had a cereal bar. And so we had a bunch of different kinds of cereals from when we were kids. And you got to like pour them into bowls and like all the different kinds of milk and whatever. So we had Reese's puffs, cinnamon toast crunch, fruity pebbles, and lucky charms. The worst

Speaker 1 ([00:04:41](#)):

You had all the wor like

Speaker 7 ([00:04:43](#)):

The best, the word you're looking for is best

Speaker 1 ([00:04:45](#)):

<laugh>.

Speaker 7 ([00:04:46](#)):

So we did that and had all the candy and all the stuff. So like hard pass on the Ezekiel stuff and all in for sugar. No, it's all good. But those were, those were some of my favorites. I think lucky charms were probably my favorite, but we did actually, as, as an adult, lemme tell you everybody loved it. That was it a party you could do what? Like, yeah, it was a winner.

Speaker 1 ([00:05:07](#)):

Totally love it. Tony. You wanna respond? I would give the mic for a second. Do you need to respond?

Speaker 6 ([00:05:11](#)):

I just wanna, that's totally fine. Cause we're talking about, we're talking about this as a treat. That is what these should be for, not for breakfast. So Amy I'm I'm on board. I, I approve

Speaker 7 ([00:05:21](#)):

I'm good.

Speaker 1 ([00:05:22](#)):

Shannon bells, will you take us home? What is your favorite childhood cereal?

Speaker 5 ([00:05:26](#)):

Yes. So my favorite childhood cereal is cinnamon toast crunch. Um, I have a big family size box of it in my pantry currently. I also do intermittent fasting. And so I actually have cereal after dinner as little treats, but I'm cracking up because in Zenga, I also have grape nuts in my pantry because I love those too. <laugh>

Speaker 1 ([00:05:51](#)):

Grape nuts was always like, what? Why are you call grape nuts? Can you please tell me? Right. Like why you call grape nuts? It's like the wheat germ of cereals.

Speaker 5 ([00:05:59](#)):

Right. And I'm allergic to nuts too. So when I send my husband grocery shopping, he always like has to second guess what grape nuts are, cuz they're not nuts.

Speaker 1 ([00:06:08](#)):

No, no. Um, good branding. All right. Y'all so now that we're all here, now that we've gotten past our breakfast, let's jump into really having a juicy conversation about where we're at helping actors and serving them and how we can help them. And so, uh, this survival guide is coming out halfway through 2022. We have all come through times, which will not be spoken of. And we know that things are up and down with all of those things. And with the trauma drama slowed down in the business, resurgence in the business, new ways were relating to the business. I really um, wanted to do a check in with some people who I think are at the top of their game in terms of helping and serving actors in this moment and their entire creativity. And so to get us started, um, what is, this is the, I'll get us started.

Speaker 1 ([00:06:53](#)):

So what's one piece of advice that you really found yourself repeating for like the past six months. It's the beginning of the year. It's I, I always think of this as this is the thing you would like to put on a billboard in times square, or have a airplane paint across the sky so that every actor could see it and I'll get us started. Um, the one piece of advice that I C this is everyone don't hate me for this advice. But the one advice that I kept say was like, be chill, be chill. It's okay. Be chill. Right. I used to have this friend who said she, when she was dating a guy and she would be like, he's not texting me back. And dah, dah, dah. She goes, be chill girl. Be cool. Be cool. That's what she would say to herself.

Speaker 1 ([00:07:26](#)):

Be cool, be cool. So that she could like, let go of the attachment to how quickly he texted her back. Um, and I'm not saying that's the perfect approach to dating. Let me just say, but I'm just saying maybe like the guy might be a bag. Right. But, uh, I think that the, the be cool piece of, um, every actor in the world wants more auditions. And I believe the actors are entitled to a buttload of auditions. And if we just live from the scarcity or the lack mentality of not having enough, it does something really, um, it disintegrates a lot of our purpose at times. It can really get in and insidiously take away the normal, good actions that you're taking inside of your career. If you're only using that as a way to track momentum. Um, and that is not to take away the desire for it to be something that inspires.

Speaker 1 ([00:08:08](#)):

I wanna get more, let me tell, find some helpful actions, but driving from I'm not getting enough. I'm not getting enough. I find to be something that's, uh, the thing that I've been repeating and part of why I think it's this time of year, cuz I'm trying to focus this within the context of where we are in this year is, you know, we're recording this near the end of June. We are halfway through this year. We all know the summer is a weird time. Everybody likes to be a little more clocked out, including Caster's writers, producers, directors, all the people. Right. And so we see this like, is the business slow? Is it not slow? I don't know how to relate to the business right now. Who am I being? Should I go on vacation? I'm

not allowed to go on vacation. Like those kind of conversations happening. Right. So, um, I saw Amy give a big eye roll there. So I would love to see Amy, what is advice that you finding yourself saying over and

Speaker 7 ([00:08:48](#)):

Over? Okay. If every time I roll my eyes, you're gonna have to call on me a lot. No, I'm just kidding. Um, no, it's just the vacation thing that I was rolling my eyes too. Cause I want all actors to go on vacation. Uh, the thing that I'm repeating a lot right now is if they can do it, I can do it is kind of a mantra that I'm trying to give a lot of actors because I think right now a lot of shows are airing that people worked on the ones who like were cast in 2020 or 2021 when things were shooting or, um, things are picking up in like the theater world. So people are kind of more people are getting their breaks, like their big breaks or whatever. And I just have a lot of my clients just feel like they're behind.

Speaker 7 ([00:09:23](#)):

And I just, I wanna remind people and that's something I learned from one of my friends, which was like, if they can do it, I can do it. Especially if they're your peers. Like if they's someone you met in class, if it's like, you're coming from the same pool, then it's possible for you too. And I just, yeah, I think that envy really gets us sometimes. And you know, um, there's envy with coveting and envy without coveting. So it's okay to like be envious and to want what they have and to not take it from them. Um, and so I just, yeah, I just, what I would love to paint on a billboard in times square is if they can do it, I can do it because I think it should be more like when you're motivated by someone and inspired by someone, instead of feeling like, oh, I'm behind. I'm never gonna have that. So I just find that really encouraging. And I use it in my career all the time. So that's my thing. Love

Speaker 1 ([00:10:13](#)):

That. And Amy, I love when you said without taking it away from them, because I think we can like have someone get something like, well that's because they, this it's because they, this, they look like this, they sound like this, they had this experience, they knew this person and we take away their achievement in some way we take away that it's just as P possible.

Speaker 7 ([00:10:28](#)):

Yeah. And I think too, there's a lot of assumption that when you see someone who is succeeding in the way that you wanna succeed, that they also feel the way you wanna feel and that's not necessarily true. And so I just, I don't think we have to, you know, break down anybody's achievement or like knock them down a peg. I just think recognizing like, okay, if they can do it, I can do it. Stay on my road, don't tear them down. You don't know what they're feeling. You don't know if they're grateful or not or suffering or not. Like you just don't know. And so don't make any assumptions and instead just stay your course and use it as, uh, motivation and inspiration. If you can.

Speaker 1 ([00:11:03](#)):

Beautiful, beautiful. Jody, I saw a little nodding head over there. What do you wanna share with us? What's your big piece of advice you've been saying over, over?

Speaker 2 ([00:11:36](#)):

Well, I loved everything that Amy said, first of all, I think that was wonderful. Um, and I find, I keep saying to my clients, remember your why? Like, why are you doing what you're doing? You know, I mean, look, we've been through a lot. And

I think I've had some clients who just like put on their blinders and barreled through and kept going. And like now they're exhausted. Do you know what I mean? And I had some clients who like relax for a while and now they're coming back. But I think either way, I think people are starting to feel a little discouraged cuz they're forgetting why, why they became an actor in the first place, what what's motivating them to get out of bed every day to do these auditions and pursue this career. And, and I think when you forget your why that is when we get bitter and jaded and envious or whatever it is, right. Cause we don't know why we're doing it anymore. So of course it's hard. So I just keep having these conversations of well, well, why is this important to you? Why must you do this career? So I think that when you know that, then I think everything else becomes easier and then it's easier to control what we can control and let go of what we can't.

Speaker 1 ([00:12:40](#)):

I love that. I love that. And part of what I love about you said that is I think that when we've had a lot of actors have had the experience of not being in a class or not being on a stage or being acting with any other person besides their dang screen, in that such an actor diet of what nurtures you. And I'm not saying everyone run out and get an UN person class, we have to move that at your own pace of what that feels comfortable to you. Mm-hmm <affirmative>. But I think what you're saying, of course we're out of, they're out of touch with our why, because we're not, we're not feeling ourselves in. It is the way we used to have to relate to a different, I think it's such a, of course you're saying it over and over again. <laugh> um, Wendy, what about you? What, what advice do you wanna share with us that

Speaker 4 ([00:13:14](#)):

You're saying? Yeah. I mean to echo all of this, I, I, I think, uh, and what I say to actors a lot lately is the solutions you are seeking are not in your angst. They're in your alignment. I guess that's the longer way of saying be chill, maybe <laugh> but when, when your action comes from that energy of fear and doubt and frustration, and as Amy said, jealousy, you know, it, it's not gonna result in success if you're doing something because someone else did something, it's not even an alignment with. You don't even know what you want, cuz you're looking somewhere else. So, and I think as a culture we've been taught that taking massive action is the solution, no matter what. And I think until you shift and I've seen it so many times with my students that shifting the inner game, the outer circumstances shift so much easier than you trying to make it all happen, which I spent my twenties trying to do. And that's how I've learned all this <laugh> <laugh> so yeah.

Speaker 1 ([00:14:11](#)):

I love that. And Zika, what about you?

Speaker 3 ([00:14:13](#)):

Yeah. I would agree with what everyone said. I actually had this epiphany the other day I was talking to my boyfriend and I was like, this is the third friend I've just mentioned is on a show. Whoa, this is more evidence to support my forward movement. Right. And this is what is going to be everyone's normal. I'm sure. Wendy's like, I can name off five people who are on shows right now, who are my friends. Right. And that's what we're moving towards. Um, the thing that shows up for me that I end up repeating to you a lot of actors and I share it with them because had I known this 10 years ago, it would've saved me a lot of time. And the big thing is, is that you cannot change behavior at the behavioral level. Right? So I was pure willpower, grit, affirmations, journaling. I'm I'm why am I not doing it? Right. And I would go back to my old programming and unless you're working at the subconscious level, right? Where your habits and behaviors, limiting decisions, limiting beliefs, reside, negative emotions, you are gonna end up right back at square one. Right. And so that is what I try to share with actors all the time, because it's not you it's your programming. Right.

Speaker 1 ([00:15:30](#)):

Bait all to hell <laugh> <laugh> that's the worst news. Okay. That's perfect. So good. So good. Um, and I don't know if you guys have, I wanted to share I've so many people have brought James Clear's work into the conversations that I'm having with them about atomic habits. Sometimes the word atomic habit seems a little bro marketing to me. So I just like to use the word habits <laugh> but uh, but I get what it, I get. Why? Because they have exponential. Right. But the idea of a habit instead of a goal has changed so many people's relationship. I've just noticed that. Um, sorry, Shannon. I didn't mean to steal your thunder. I was coming to you next. Shannon, what did you wanna

Speaker 5 ([00:16:03](#)):

Not at all. No, I'm loving this conversation and it's funny. This is not what I'm about to touch upon, but I think social media is my biggest trigger and I look at half of you guys. So I've been following for so long and like I'm looking at my triggers and I always would get this. I'm not doing enough. Oh my gosh. Wendy bran. Just posted a, oh my gosh. Jody has these amazing emails. Oh my gosh. Like I'm seeing all these cool, clever reels from everybody and like, don't

Speaker 1 ([00:16:31](#)):

Stop. Don't stop. Don't stop. <laugh>

Speaker 3 ([00:16:34](#)):

And Brian.

Speaker 5 ([00:16:37](#)):

Yeah, but it it's just interesting. All that is coming up, um, internally right now for me. But I think the thing that I would be telling everybody, what I keep repeating is releasing the timeline. Um, I think it's really easy for us to get really caught up in that. I'm not where I wanna be energy. I think we can say that all the time, but on a internal vibrational level, everything is now, there is no time. We're not separate from that energy that we wanna be in. And so our physical world, it just takes a little bit longer to play catch up. And I just like to remind everybody of that. And I feel like if you can understand that time is just an illusion, especially in an industry where you could be a newborn baby or a hundred year old working as an actor. <laugh> I mean there's no time there, right? So you become more free when you can release the time from everything.

Speaker 1 ([00:17:27](#)):

I love that so much. I also think it relates, I dunno if you guys relate to this, but I think the moment that you, the why that Jody was talking about the moment you're aware of your, why time disappears for you. Like I think that moment we can all go back to like when you were 12 years old or eight years old or 35 years old and you were like, oh my God, this is the thing I'm meant to do. Like time was not part of that conversation in your head. It was cuz it doesn't exist. And I think that's such a powerful, like shot to get outta your stuff. Tony, take us home. What about you? What advice are you finding yourself? Repeating?

Speaker 6 ([00:17:56](#)):

I'm saying no to a lot of things right now. Uh, it's funny at the beginning of this, I was joking about, oh, it's those stupid serial brands, but uh, to show you how serious I take this and uh, going back to, I think it was either Wendy or Jody talking about staying in alignment with your values. Um, I got a commercial audition at the beginning of this year, uh, for

a very popular candy company and I confirmed it and I said, yes. And then I told my agent, yes. And then 24 hours later, I went back into casting networks and I declined it because I've realized this brand had some chemicals that really me off that shouldn't be in our food. Now on the one hand, again, I'm not about being about, I'm wearing a shirt that says hashtag not perfect on it. I'm all for having things and foods that bring us joy at the same time, we're in a pandemic and we're not talking about nutrition.

Speaker 6 ([00:18:51](#)):

And that is very triggering to me. So I emailed my agent and I said, Hey, I know this is gonna kinda screw us a bit financially, but for any of these types of foods, I'm not going to audition for them. And I realize that's shutting me down from like 60% of the commercial auditions out there. So I guess the advice that I'm repeating to actors over and over particularly this is a really common theme with my clients. And I wouldn't be surprised if any of you on this call are also talking to actors about this is just you. It's just you. I talk to so many actors who are not happy with the way that they're doing things and they're auditioning for things that they don't want to be auditioning for. Whether the project isn't in alignment with their values or it's just not a project that brings them joy. And they think that they have to be at a certain place in their career to say no. And I was like, what if we just started that way now? So I'm, I'm a big fan of saying no, Brian, I

Speaker 1 ([00:19:46](#)):

Love that. And I also think it's the most powerful and the most attractive word in the language that we have, it attracts it what you want. Right. And I also think that what you just said is so important of, I can't say yet, I can't say no to anything until I can't say no. Anything until is very like any, when you're saying no to something you're saying yes to something else. So even though you said, I, you said like, it's, maybe this cuts me off a 60% of the jobs. I can't. I thought of like, oh, what about the 60% of the jobs you're gonna get to attract in now? Because you said no to that, right? This is not, I don't think everyone should say, I'm never doing anything ever again. I wanna make sure that's not the advice that I'm saying, cuz then don't be an actor. Right. But I think that discerning around your no is

Speaker 6 ([00:20:19](#)):

Really,

Speaker 1 ([00:20:19](#)):

Really, I think, uh, a gift for a lot of us. I think a lot of us have a hard time. I mean, I have a hard time saying no, right? Like it is one of the, the most difficult emails I have to ever write is when someone's like, can I coach with you tomorrow at three o'clock and I'd be like, I, I don't have time tomorrow. I'm sure whatever's going on inside of your head is a nervewracking. I need it now. I'm never gonna, this is an acting emergency. I'm sure you guys have had experiences like that with your clients. Mm-hmm <affirmative> right. And it's hard to say no in that moment. So kind of leading into this next question I wanted to talk about is the one that makes me wanna makes it doesn't make me wanna bar if I'm actually quite comfortable with it, which is the word network, which is networking, lots of people wanna bar when they hear the word networking and I have all kinds of reasonings.

Speaker 1 ([00:20:54](#)):

Why I think that's true. So I'm gonna kind of sit back for a minute, but I think that now that we're gonna see more in real life events, part fingers crossed, knock on wood, all the things we are gonna get to the theater, like you said, Amy, we're



gonna be able to connect with people. Maybe, maybe we'll go to an audition room once a while for a call back who knows. Right, right. Um, uh, that there, I wanted to ask you, like, what are you telling, telling your actors around, making sure that those connections can stay real or to get the most out of those things? Or is that something you're talking about at all? Um, and I saw Shannon and I'm gonna come right to you cuz you're nodding your head. What, what, what's

Speaker 5 ([00:21:26](#)):

Your conversation? Yeah, I'm a head nodder um, I, I always have fear. Like I was so nervous for this and the thing is I just pushed through it. Um, I think it's so important to put yourself out there and in the end you're always gonna be glad that you did, but it's not comfortable by any means. So I think that, um, it's definitely gonna require pushing through fear, but don't be afraid to introduce yourself. I did a live event a few weeks ago in Chicago and after the event, only about four people came up to me and the rest kind of shied away in the corner. And I just think it, it spoke so much about where they were at with their mindset. And so I think if you can be that person to just kind of work through the fear, you know, be brave enough to just say hello to somebody and always lead with the energy of, Hey, what can I give this person instead of what can I get from this person? I think if you can just shed any desperate energy away, that's always really good, too.

Speaker 1 ([00:22:24](#)):

Great. Great. I love that Jenna. And also I love you had that firsthand experience. I think that's really telling for a lot of us to have been in a room recently. Yeah. How about you and Zenga? I saw a little head nod over there.

Speaker 3 ([00:22:33](#)):

You know, I just, I go back to my father. I was really, really lucky. I have an amazing dad and I remember being 11, stepping over one of the first books he gave me on the way to school, which was how to win friends and influence people. Right. I was just like stepping over and school. I,

Speaker 1 ([00:22:51](#)):

How old were you?

Speaker 3 ([00:22:52](#)):

11. He'd given the, that to me like at nine. Oh that's a good dad. My dad amazing. Or

Speaker 1 ([00:22:58](#)):

What kind of nine year old was in Zingo was like, he was where like, you need to read this book girl.

Speaker 3 ([00:23:03](#)):

Right? You need to get it together. You gonna be in a world of hurt. Right?

Speaker 1 ([00:23:07](#)):

<laugh>

Speaker 3 ([00:23:08](#)):

So one of the things that I go back to is we're actors, right? We love the human experience. One of the best things you can do is really be curious, really being interested in that person's journey. Right? What they're about as humans you're really looking for. And the reason why I brought up how to win friends and influence people is because you're looking for the mutual connection, right? Where is a point that y'all overlap. So if the SAR casting director that you're talking to is a dog owner and you happen to be a dog owner too. Oh my God. Great instant connection. Let's go down that road. Right. And there's no pretense. It's just literally sharing from a place of love and joy and genuine connection. And that's what I talk about. When we talk about network, it's like go open, curious, have fun. You're meeting your like new best friend tonight. It's probably gonna show up. Right. I love being around actors because I literally don't find me anywhere else. But in a room of actors, our casting directors, the most interesting creative multifaceted humans. So I I'm like, oh my God, I get to be around. Like like-minded people let's go. Let's have fun. Let's just see what happens. Right. And you can treat it as an acting exercise.

Speaker 1 ([00:24:29](#)):

Yeah.

Speaker 3 ([00:24:29](#)):

What can I learn today about the human experience?

Speaker 1 ([00:24:32](#)):

Right. I love that Jody. I saw that hand go up.

Speaker 2 ([00:24:35](#)):

Yeah. I just wanna piggyback off everything Ning. I said, you just took all the words out of my mouth. I tell my clients all the time, be curious, just be curious about other people, cuz curiosity leads to connection. Cause that's when we're not curious and we're stuck in ourselves and how do I look and am I saying the right thing? Am I doing the right thing? That's where we get hung up. So I think that curiosity leads to connection. Then it is about finding that merge with someone and you know what? You might not have a merge with someone. Someone might be talking about textiles and you're like, I don't give a about textiles. Okay, great. So they're not the person for you. I dunno. I know what I just said. Um, right. So the goal is to find a emerge, but you might not find it, but you won't know until you try.

Speaker 2 ([00:25:16](#)):

And, and the thing I also tell my clients is you gotta remember that people love to talk about themselves. They do <laugh> so if you can ask people questions, that's the best icebreaker don't come up and try to say something clever about who you are and what you do. And what's going on. Just ask them a human question. Even what's the last, what do you binge watching? I mean, how many times have we asked that question over the past two years? Like just something that, that people will feel seen and heard. And I think our job as humans, as actors, as artists, is to allow people to be seen and heard. I know I want to be seen and heard. So I think if you can approach it in that regard, it just makes it more fun. Like Naga was saying, ah, Amy and I want, oh, sorry. I'm sorry. No Jo go for it. No, you go. No, you go <laugh>

Speaker 1 ([00:26:04](#)):

You guys we're really polite coaches just in case you one, we wanted to make sure you know about us Jody, before I move to Amy though, was there something else you wanted to say? <laugh>

Speaker 2 ([00:26:15](#)):

I disagree? No kidding. Um, uh, no, I just wanted to say, uh, I just think the biggest thing about these, these events is they're starting back up is just to remember to follow up and to follow up immediately and right. Get send 'em an email the next day of just, oh, it's just so lovely chatting about textiles. I really would love to know more. Let's go out for coffee, whatever it is. Right. Just really following up right away. So you don't end up with that stack of business cards on your desk at the end of the month and you don't remember who anybody is. Great. So I think it's really important to put that follow up into action immediately.

Speaker 1 ([00:26:45](#)):

Great. I love that. I love that. Amy, what were you were waving that hand?

Speaker 7 ([00:26:48](#)):

Oh, well I was gonna say, first of all, this call is such a vibe cuz like 90% of us are mindset coaches. So it's like so aligned and I'm just, I'm here for it. Like we're all just like,

Speaker 1 ([00:26:58](#)):

Do you like,

Speaker 7 ([00:27:00](#)):

Like really just like see yourself and I, I just dig it so hard. Um, right.

Speaker 1 ([00:27:04](#)):

I just wanted just because you said that if you guys are listening to this on the podcast, I encourage you to head over to YouTube to see the faces that I see right now because they're gly sharing this information with you. They're so happy have this conversation. So I hope you're enjoying this.

Speaker 7 ([00:27:18](#)):

It's so good. Well, so the reason I wanted to like hop in here is that Jody, something you said is like, you might not match up with someone. And I think that that's really good to point out because to me it's like when you're networking or building relationships or whatever, it's like talk to the person you're drawn to. And like, like I, I don't think actors realize that like they don't have to talk to everybody. Like you wanna build genuine relationships with these people. And I think the second part of that is, um, being very clear about what kind of relationship it is like. So for example, um, you know, there's a person in our friend group, who's a casting director and it's like, you gotta be clear that it's like there's work mode and personal mode and to respect them because I think a lot of people in the industry wear multiple hats. Right? And so sometimes they're in positions of power and they feel like they don't get genuine relationships with people because everybody wants something from them. And so I just think it's important like across the board to connect with people who feel good to you, right? Like if there's somebody who's a jerk, like that's the end of that? Like let's just call it. Right. Like you don't have to work with. <laugh> sorry. I dunno. We're allowed to

Speaker 1 ([00:28:28](#)):

Swear. Be cool. You have to be cool.

Speaker 7 ([00:28:30](#)):

Yeah. You have to like, you know what I mean? Like you gotta be cool. Uh, I love that, you know? So it's like, I think it's just, yeah, remembering that, like you're not gonna align with everybody. You're not gonna like be besties with everybody, but there's probably somebody in every room that you're going to adore and that you might have a mutual respect for and that you can give something to and they can give something back. So I just think that's why it's such a long haul of a career. One of the reasons is it's building relationships. I hit my microphone. It's building relationships over time. It's not just like that one person can make or break my career in that one moment. It's like, no, no, I wanna get to know you. And I wanna see what you're like. And if, if like we make sense, especially with representation and stuff like that. So I think just like recognizing you don't have to talk to everybody, you don't have to like everybody and just, you know, defining the relationship on your end that you're respectful of, of everybody that you talk to.

Speaker 1 ([00:29:21](#)):

Right. I love that about the, I love what you said about multiple hats. I'm sure all of us, like, I fall in love with all of my clients and like you wanna go to lunch? Yeah, totally go to lunch. Like, I feel like very much like I want to be with them. Yeah. And also like, don't wanna be a coach part of the time, but also I love coaching. So I definitely wanna be a coach part of the time. So it's hard not to wanna talk about coaching. Right. So that boundary is something that I try to help with establishes.

Speaker 7 ([00:29:39](#)):

Yeah.

Speaker 1 ([00:29:39](#)):

I don't that this helps anyone all when it comes to networking. But I think the way that it relates to what Amy said is when you're meeting that person to stay, stay social, I guess stay social, let not biz. No. One's interested in like bus. Let's talk about the business the entire time. Like there's so much more than what we are. There's so many more facets to who we

Speaker 7 ([00:29:54](#)):

Are. Yeah. And I have like, I have a client who's an actor and does casting. Right. And so like we were talking and she was like, we don't, I don't have any, I feel like I don't have any relationships or somebody doesn't want something from me. And I'm like, that sucks. Like that sucks for you. Like that's not a fun way to exist. And so if you, as an actor can be genuinely interested, like other people have said like genuinely interested in this person and, and just see how you match up. I think that's just so much more authentic and kind. And like Jody said, like, that's how we're supposed to show up as humans. Not just actors.

Speaker 1 ([00:30:26](#)):

Totally. Tony. You wanna join this conversation?

Speaker 6 ([00:30:30](#)):

Yeah. I, I think that the reason actors and maybe I'll speak, I'm speaking for myself, but I think the reason we don't like the word networking is because we hear the word schmoozing. None of us wanna schmooze, like, okay. There's like 1% of the actors out there who are okay with schmoozing. The rest of us, we hate schmoozing. We hate selling. That's not the business we got in. So don't do what all of us are talking about. You know, I, when I, um, so I live in Chicago and when I first moved to Chicago, Brian, I had everything planned out. I had the apartment, I had the job I got there and I realized, oh shoot, I forgot about making friends. And I was 22 at the time. And I just, I didn't know anybody. I knew my aunt and my uncle who lived on the west side, who I would see like once every couple months, but I didn't know anybody.

Speaker 6 ([00:31:22](#)):

And I was so lonely. And so I started going to a lot of places by myself and I got used to going to places by myself. I just wanted to make a friend you're right. And to this day, even though I have plenty of friends in Chicago now, every time I go to an event, I just wanna make a friend now. Yes. At certain events in the back of my head, I'm like, okay. So I know that testing director. Yeah, of course. I'm thinking that, but I wanna make friends. And I think, and I, I, I don't know if any of you all have noticed this ever since I started coaching, it is so much easier to make friends with these decision makers than it was when I was just an actor. Now I know, I'm sorry. That's not helpful advice to hear if you're an actor listening to this, you're like, well, I don't have a business <laugh> so you can still take the friend aspect from this. Well, Tony,

Speaker 1 ([00:32:11](#)):

I actually, I think Tony, what you just said is that what I find is when you have this other thing that you do, whether that's being a coach for actors or gardening in your backyard, yes. You have a freedom that you're. So I can talk about something else. And I can just, I can talk, I give myself permission to talk.

Speaker 6 ([00:32:24](#)):

Actors are so much more interesting when we talk about things that other than acting. Yeah. Like, because none of us, because we all hate the question. Uh, like, so, so what have you been working on lately? Maybe we don't always hate the question, but we don't that that's a question where if we're not working on something, we're like, yeah. I don't know. So Tony, and to your point, like, yeah. So talk about things other than acting. Those are my favorite things to talk about. Sometimes

Speaker 7 ([00:32:49](#)):

Somebody I know recently answered that question, like, what are you working on lately with my joy? And I was like, excuse, I was like bold over. So I just wanna say like, you can be yes. Without that quick answer, like working on like, what are you working on? I'm working on being happier in my life. Post pandemic. Thank you like, and how like

Speaker 4 ([00:33:07](#)):

Everyone

Speaker 7 ([00:33:08](#)):

Question,

Speaker 1 ([00:33:09](#)):

I think you sound a little bit like a Dick. My joy.

Speaker 7 ([00:33:11](#)):

I know that's, don't it, I'm amazing at the same time, not recommending that response, but I did find it entertaining. Totally. Uh, but yeah, like, you know, you're allowed to talk about the stuff that's making you happy. Like my joy,

Speaker 1 ([00:33:26](#)):

Wendy, did you wanna give a chance to

Speaker 4 ([00:33:27](#)):

Chime in here, you know, to just complete this awesome conversation, our, to bring it full circle. I think, you know, what everyone's kind of saying is like, be interested versus trying to be interesting. I know on the, what else you do, there's a, um, a casting director. When I used to go in her office, all we would talk about was succulents and succulent garden. Right. And you could, and she always had a thing and we would send, we like started DMing each other pictures and links and whatever. And so when you realize like this person casting has a full life, you know, do you know the, the there's a casting director who is like an amazing chef and all she posts is like her cooking. Like there's ways, whether it's in person or online, that you can get to know the person that is the opportunity maker versus just trying to get it to be about you.

Speaker 4 ([00:34:15](#)):

The other thing I wanna say that sort of piggybacks what Jody says, but if you can kinda remember this as a, as a thought is the coupon expires. So as if someone says, you know, Hey, you know what, it's great to meet you. Um, and they're not saying, call me, we'll go to lunch. They're just saying, yeah, it's great to meet you. Let's we'll connect or I'll see you later or whatever it is, even if it's, even if they don't say that you can continue, don't wait three months to reach out, start, you know, connecting with them in whatever way you do. And in doing that in engaging with them, be interested in them and what they have going on. So you, you are seeking to give and connect versus trying to get,

Speaker 1 ([00:34:52](#)):

I love that. I love that. Jody, did you, you have my tip of your tongue, Jody.

Speaker 2 ([00:34:56](#)):

I was like, yeah. I just love Wendy talks. Yes, Wendy. But, and adding to that, it's like, I think when you reach out, it's like people are pitched to all the time. Yes. I can't imagine being a casting director and how many emails they get of us and actors pitching them. Or even like, when I produce a project, the amount of emails I got from like high school friends being like, I knew you in high school, can you cast me in your movie? I'm like, what, what is happening? Like, and I'm, I'm nobody, you know? Right. So I can't imagine what the industry gets. So just remember that when you wanna send an email, like, I always say, be human for at least two months before you pitch <laugh>, you know, like build a relationship. Yeah. That there's no going back to Shannon. There's no timeline except the one you create for yourself. Yeah. So we all want it tomorrow, but be human to get it, be sincere to get it.

Speaker 1 ([00:35:48](#)):

I love that. And I wanted to just say something that, uh, what Jody said in both Wendy said this as well as around the following up. And I would say, I say like, I want you all to think of yourselves as a Victorian lady in downtown Abbey who drops off her calling card every time she stops at someone's house. <laugh> so the second you meet someone, you

immediately send a thank you the next day, because it is your job because you have good freaking manners. It has nothing to do with your feelings. It has nothing to do with the business. It has nothing to do with the right thing to say it has to do with, I have great manners. So when I meet a new person, I drop them my calling card, which is saying it was lovely to meet you last Saturday night or da.

Speaker 1 ([00:36:21](#)):

And I, and I just, that is my rule because I have good freaking manners. I'm a big manners freak, just so you guys know, like, and I do, I say I was like Victorian ladies, one piece. And the other thing that I wanted to share that I wanted to say about this is when you're at an event, I think that we're often drawn to whatever who's on the panel or like what's the event about, right? And I think that God universe, Buddha, Oprah, whatever you believe <laugh> draws you to that event, right. That draws you so that the person sitting next to you is the God given gift for you is the universe given gift so that you are there with that like-minded person. And so I always say like, that person next to you is the person you're meant to meet the person on stage.

Speaker 1 ([00:36:58](#)):

Sure. Maybe, but that's, you're drawn there to meet the person next to you. That's how that person up in the seat next to you. And the other piece about that is, and I think you, one way that I like to just grab onto this is when you're having those moments, like be curious and like be interested and not interesting. Something. I think it's helpful to go be the best wing person anyone there has ever had. Yeah. So the person you just met, you're gonna say, oh, this is my friend Kelly, have you met? This is Steve. He just told me he works in, he works at ABC. He does this da, da, I thought you guys been interested like, and like I have watched people do that. And like, oh, I, this person spoke nothing about themselves. And they were the most interesting person in the room because they were just being the anti Mame, go watch anti Mame, everyone <laugh> you never how to network.

Speaker 1 ([00:37:36](#)):

Right. Wrestle snake. It's filled with proteins. Right. Just go like that. That's who I wanna be. And the last piece that I wanna give the piece that I wanna, the last piece of advice that I wanna give is, uh, you can't be cool and be a good networker. You have to be willing to show emotion. Right. What I mean by cool is like the, like I don't Bey. We're not trying to be <laugh>, don't be Danny Zuko. We need to be Sandra D's Sandy before the hot outfit, a little nice, you know, a little naive ish or like willing to show your enthusiasm, because if you're gonna be tempt to be willing to show enthusiasm, I just want everyone just in for a second, what it is like when someone leans in and says, tell me a little bit more about that. Mm-hmm, <affirmative>, that's such a gift. You can give someone. And so that, that, that language is something anybody wants to jot down and grab. That's a great way to just like, if you don't know what to say. Well, tell me more about that. There you go. Just say that over and again. Mm-hmm, <affirmative> um, love that, right? Uh, Tony, you got something you wanna drop in this. Yeah. Yeah. Just to follow up on your point about the person sitting next to you. I went to a workshop,

Speaker 6 ([00:38:35](#)):

Uh, a few years ago where the casting director of Steppenwolf was gonna be at, and I was building a relationship with him, uh, to this day. Uh, he knows who I am, but I've yet to get cast him, to show at Steppenwolf. But I did meet at that event, the person sitting next to me who was now my agent. And she remembered me from that event.

Speaker 1 ([00:38:53](#)):

Yes. That is. That's like, that's awesome. Awesome. Um, and the way, one more little sneaky trick, make sure if you wanna go to the event where the directors, writers and casts are going, don't go to the event where the actors are going, like go to the one that they're going. So if they're gonna go, if the directors are gonna go to a producer's event, go to that event, like if you're drill to be a little bit calculated about it, then that's one way to think about it. I also think the right people are gonna show up whatever event you're attracted to. So like you're gonna event, you're gonna meet this person at plan, a conversation around succulents panel. <laugh> you're gonna meet the person <laugh> you never run out. Um, so, uh, one of the tracks that I think we probably all run on, uh, as, as, as coaches factors is actors saying, I want more auditions. I want more audition. We talked about this a little bit earlier. And so do, what is, you know, what's your advice when an actress, I want more auditions and where, where do you go first in that conversation? And then I would also say like, what advice do you find, like actually bring some good results. So I know some of us have similar answers here, so we can just build on top of each other here. Um, but I'm gonna come to you, Jody, cuz you're in the middle right now. Is that okay?

Speaker 2 ([00:39:53](#)):

Great. Yeah, definitely. Yeah. Um, oh my gosh. We get this question all the time. Right? Right. This is, this is the end. All be all question

Speaker 1 ([00:40:00](#)):

The first. Sorry. Can I give it a little context? I'm so sorry to interrupt to give it context just as we're at the midpoint of 2022, just kind of noticing the, the landscape right now and see if this device has changed or tweaked it a little bit. If you can just kind of lean into that for the, those of us who got it, kind of get timely on this and it might not have changed. I wanna be really obvious about that. That it may be like, Nope, this is still it. This is still the way you do it. People, you know what I mean? Mm-hmm

Speaker 2 ([00:40:21](#)):

<affirmative> well, I mean, look, there's, there's multiple answers to this question. I think when, uh, people come to me, uh, the first thing I always do with people other than mindset stuff is branding. Like that's what I'm known for. It's what I've been doing for 13 years as a coach. So when someone says I'm not getting enough auditions, the first thing I say is, well, do you know your brand? Is it clear? Are you clear on who you are? Right? Because if you're not clear on who you are, no one else is gonna be clear on who you are. So that's, that's really where I start. And, and for me that hasn't changed quite honestly, cuz I think knowledge of self and who you wanna be in this, this business and the legacy you wanna leave in this business and the story, knowing the stories you wanna tell, but also how you're perceived in, in the themes and all, all of that that you wanna do.

Speaker 2 ([00:41:02](#)):

It's so important to know that and to take ownership of that, going back to talking about what we can control and what we can't control. You can control how you present yourself in this industry. And I'm not talking about putting an armor on for me. Branding is about peeling away the armor and peeling away those onion layers to allow people to see who you are. Um, but it allows you to take control of, of how you are presenting yourself. So if you want more auditions know thy self <laugh> know thy self deeper than you think you need to cuz everyone has an idea of who they are. Right. We have an idea, right. But it's about doing the deeper work to really understand, but who am I at my core? What are the themes I'm drawn to? What are the stories that I tell better than anybody else?



Speaker 2 ([00:41:47](#)):

Yeah. And then how does that match with the perception of who you are, right. Um, so for, and then packaging that, right. And then had to making that be apparent in all of your marketing tools. And I mean, since, since I started coaching in 2008, until now, it's like, I see how that changes. People's careers. Like I just had a client who was in one of my mastermind groups and he had to quit the mastermind group after three months cuz he did all the branding work of the packaging work and he got so many auditions. He couldn't even show up in so many bookings <laugh> I was like, go fly is what we did fly, you know, but it's that deep knowledge of self that brings confidence. Right. And the second guessing goes away. Yeah. And it's so hard to have a career and second guessing everything.

Speaker 1 ([00:42:31](#)):

And I, you know, I, okay. I just had a, they came up for me and I wanna get to everybody to, I run much chime out on this. Cause you have thoughts about this show. But I always think about, you know, when you make a cookie and you put in the oven and it becomes like a blob <laugh> I use a cookie cutter and then like, oh it kind of still looks like a snowman or kind still looks like a boot or whatever it is. And I always feel like sometimes in our idea of the, what we're putting into the world is the cookie cutter. But we have to remember it's going through the perception ovens of everyone's brain. And so getting it so clear is such a different story than like thinking it's kind of clear cuz you're also also going through other people's eyeballs ears, the stories they're bringing all of the stuff that they have to do.

Speaker 1 ([00:43:09](#)):

So that clarity is something I, I think the way you said that Jody about your client is like, you need someone else to be part of this conversation. Right? Whenever a client asks me about this, I go, can we had some strangers eyes on this? Let's see what some strangers say about this. Cuz this is a bunch of strangers are gonna be looking, what are their opinions of this? Right. So I just mm-hmm, <affirmative> totally that as a place to, to go. And Nzinga you were nodding that head.

Speaker 3 ([00:43:28](#)):

What did you say? Yes. My head nod. Uh, yes. I totally agree with Jody. Totally agree with, um, Brian it's really comes down to knowing myself, but I did, um, Sam Christensen, um, rest in peace. I did his program and it was very much you gotta have that outside perception. Yes. Um, I will tell you when actors come to me with this question of how do I get more auditions or the problem is more auditions? I always dig deeper because I was at that place where I was like, I thought the problem was more auditions, but generally I'm like, yeah, but this is a mindset coach. You came to me, what's really happening underneath. Why is the audition thing such the problem? Is there more there? So I get super, super curious and dig and dig and dig. Generally what we start to see is that they're actually not happy how they're showing up in auditions.

Speaker 3 ([00:44:23](#)):

Okay. Why aren't you showing up? How are you showing up in auditions? Right then there's a confidence issue. Are those imposter syndrome or yada yada, yada. Where did that come from? Go back years and years ago. Oh, this happened when my dad used to say this to me, right? So there's always this deeper, deeper, deeper rooted thing into the audition issue for me. I really don't want 20 random auditions to come my way that I'm not right for. I would rather five really awesome auditions that are perfect for my type or my brand. And I think that's what actors are really wanting. Right. So getting clear on the brand, but what's really happening because you, as an actor should be feeling good, no

matter how many auditions you're getting per per week, no matter what your booking rate is. So I dig deeper to say, what's really there. That's really kind of in the way of your happiness are in the way of you showing up as your most authentic self. And generally there's something else there.

Speaker 1 ([00:45:25](#)):

Yeah. Just, I love that. Yeah. Love it. And I saw the hand go up. Shannon. You wanna jump in?

Speaker 5 ([00:45:29](#)):

Yeah. Yeah. I mean, I was gonna say something similar to what Enzy said. I always give the analogy of a runway and a plane. And I say that if the plane is the blessing, the more auditions, the desire that you want to land on the runway, but the runway is filled with all these limiting beliefs. But also a lot of actors are in these day jobs that are really draining and they don't actually have the, the time and the energy to take on more auditions. So if that's all blocking the runway, the plane can't land. So that is something that I always have my students do is clear that runway. So more auditions can land. So, and you, so you can align yourself with the perfect audition that is right for you. But the other answer I have for you because I was a casting associate for eight years, um, I think that yes, going off of what Jody said, like absolutely make sure your materials are a direct reflection of who you are and the roles that you wanna play.

Speaker 5 ([00:46:26](#)):

But also at the same time, I think one continue building that connection with casting directors, um, get out there in front of them. But my other thing I always say is, have your reps make those connections? Two, because when I was in casting, we would always kind of favor the agents and managers that we were friends with. Like that is something I saw at the office I was at for seven and a half years, and then another office before that. And I think that, yes, it's mostly like a you job, but I think the reps that you were aligning with, they should be getting you indoors that you can't get in on your own as well.

Speaker 1 ([00:47:05](#)):

That's great. That's great. I think that they gave a lot of freedom to a lot of people when they heard that I was like, it's not an only you job at least a little bit. Right, right. I think that's also a place where people need permission to speak to their reps about a conversation like this is instead of like, I'm not getting enough auditions, should we look at my hedge? Should we look at my reel? And the actor's spinning their wheel of like, let me come up with all the reasons why, so I don't know why I'm having this meeting because I just told you all the reasons why I'm not getting enough auditions or I believe I'm not, we leave no space for the rep to do their job. Totally. I think is like such like say I'm having an issue and shut your mouth is my other favorite thing.

Speaker 1 ([00:47:34](#)):

Like, I'm a question or I have a little bit of curiosity around like, is this the number of auditions I should expect? I, I wanna make sure I'm not outta line here. And I know my only way of judging this is numbers. And I know you're looking at so many other factors to see how it's going. Like, are they sometimes saying no to me? Are they saying this? Like, I just, I would love to know. So I set my expectations. And so that I'm really on the side of what it's like to be at your desk, because I think that's such a weird spot for an actor to say, I where the receipts, where are the receipts? That's the only place where an actor knows how to the easiest place for an actor to look.

Speaker 4 ([00:48:02](#)):

Totally.

Speaker 1 ([00:48:03](#)):

Yeah. Wendy, I saw some violent head nodding.

Speaker 4 ([00:48:05](#)):

Yeah. Oh my God. I'm nodding with all of you guys. Uh, everything you're saying is great. I love the plane and the runway analogy. So I'm a visual thinker, so I totally get that. And um, you know, to piggyback all of this on the, both the mindset and the practical, cuz I combine both. I I'm like, okay, great. That's great. But now what do I do? Like how do I get more auditions? Okay. So, and even in talking to your agent, um, what Brian said, it's like first you have to have, you know, crystal clear clarity, right. As Jody said, knowing exactly what you play and knowing exactly what specific genres you want to play in. Like what lights you up, not just what you're right for, but what lights you up and are you right for it? So I would have that marry both.

Speaker 4 ([00:48:50](#)):

And then in a practical sense, narrow that focus, make a specific list and connect with like five casting directors in that genre. Let your agents know. I would like to meet these five casting directors. I would like them to know who I am. And then instead of saying, I want more auditions. You're saying I wanna book a great co-star or recurring or guest star or whatever it is on a single camera comedy, uh, that shoots in Atlanta. If you're in Atlanta or whatever, like you can't just say, I mean, you can't say, I just want more auditions, but why not narrow it? Are there any comedies shooting in Atlanta? If you wanna, you're like, what's go know what's going on in the business and then like get out IMDB and figure it out. Like reverse engineer, what you wanna work on, who casts it? Do you know them? Like it's, it's, it's, that's pretty simple math. And then working now you can take specific action to help yourself and to empower your agents. And, and then I would say, if you've done all that, any actor who's listening, just plan a vacation and you'll get more audition. <laugh> ah, <laugh> you done all that video. Exactly. Summer

Speaker 1 ([00:49:53](#)):

Tony, you were getting itchy in your seat just now. What did you wanna say?

Speaker 6 ([00:49:56](#)):

Yeah. Yeah. I, uh, to, to go off with what Wendy said, I think we forget to look at our goals and how the auditions align with those goals. Now. Yes. We could pick this conversation apart and we could say, oh, I'm not getting auditions for the specific goal that I have. But I think when we're talking about the concept, generally speaking of more auditions, and this has been said a couple times now more auditions might not be getting us towards that goal. In fact, some of those auditions, going back to what we were saying before might be taking us away from that goal. If that

Speaker 1 ([00:50:28](#)):

Right there, can we just underline that right there? I just need to underline that right there. Yes. Because the desire to get auditions is some sick perverse form of validation that says I'm meant to be in this business. I'm not saying it's wrong that you have that desire to have, right? Like to just get auditions. What you just said, Tony is so important because it could take you away from devoting yourself to I'm really working on bringing my sexuality into my work right now, or I'm

really working on finding the power in the scenes that I'm working on in acting class. Right now, let me go due to this dip, audition. Who's auditioning in their mom's garage because at least I got an audition and I'm gonna go is so not aligned with you are an artist who deserves to do their art and give their art the kind of attention that they want. So I need to underline, underline that and get on a soapbox there kind, cuz I wanna be so protective of people's energy. That, that just comes back to what you said earlier about saying no to things, Tony. I think that's so important. So I'm tossing the mic back, but just wanted to jump in

Speaker 6 ([00:51:15](#)):

<laugh> yeah, no, thank you for emphasizing that. I mean again, I think a lot of factors are saying yes to, and I get that. There's another piece of this conversation. They're like, no, no, no, no, Tony I'm I want the auditions for this specific goal. We'll get to that. But I think a lot of us are saying, yes, oops. A lot of us are saying yes, two things that we, that aren't necessarily in alignment with our goals. If our goal is to be a full-time actor, then how one commercial audition could get you that. And you know, if, if we really take this conversation deeper and go into the union versus non-union conversation, I realize there's so much more to say than just like making it simple like that. But just like one union commercial audition could get you like the income that you're looking for. Now. I realize a lot of us want more than just that. But I think the more is not necessarily in alignment with the goal for some of us, for some of us.

Speaker 1 ([00:52:13](#)):

I love that. And I also think that's important that, you know, like, are you on an actor diet? I always say like, is the only place you're getting your nurturance from a workshop or an audition. And are you never painting in the field Vango style and having a nice time. This is before things go awry with Vango, right? So like, are you painting the paint? <laugh> like, are you painting the paint or are you painting because it's gonna be hung in a museum. Are you painting? Cuz you know, it's gonna be for sale. And I think this, you, there needs to be some nutrition of paint of acting to act of acting, cuz it's meant to be mm-hmm <affirmative> um, and that's an easy one I think to, I think it's very, I think a lot of actors do that already. I don't wanna dismiss that, but think it's an easy one to be like, I can't afford class right now and da, da, and then two months go by and you're feeling kind of crappy like, oh when's the last time you acted? Oh yeah. For my out myself. It's been quite a while. Amy wanna give you a chance here.

Speaker 7 ([00:52:58](#)):

I'm so grateful I'm going last. Uh, because there's so much wisdom before me talking that I'm just, I'm just, yeah. We covered such a beautiful gamut of mindset. Like Ziga like, I resonate with that so much where it's like, let's get down a little bit deeper, especially if there's this like desperation behind it. It's that like shaky, like I'm wound up, like I just need more auditions and I'll be fine. And it's like, no, honey, I don't think that's what's going on. Right. And so there's such power in being able to dive into that. And then I'm so grateful for the practical things that, you know, Wendy said and Shannon said, and, and I think too, that question of like, how do I get more auditions? It depends on where you are. There's like union, non-union New York, LA Chicago theater, voiceover TV, film, they're all so different.

Speaker 7 ([00:53:43](#)):

And to me, you know, I tend to pass my clients to people who can do the branding, who can do the technical stuff and say like, well this is the logistical stuff that like, you will need if you don't have that. But to me, it's just like, I just agree that it's why are you asking for more, you know, is it because you want the validation like you were talking about or is it, or like, are you really in a spot where it's like, yeah, I'm ready, I've got everything. And I just know that I need like a few more opportunities in order to increase, you know, the percentage of booking. And so yeah, I always kind of just go to,

why are you asking the question and then go from there and point them in a and point my clients in a direction based on what they need.

Speaker 7 ([00:54:22](#)):

And the last thing I was gonna say was like, I got emotional when you were talking to Tony. Cause I just also feel for the actors who are like fresh outta school or like brand new in the industry. And I just remember that feeling of like, give me anything, give me anything to tell me that it was okay that I, my parents spent that money on college or that I spent this money on my real or I like, and that feeling of just being like lost without resources and just hoping that one audition can change the way you feel is so hard. And I'm just, it just made me really grateful to be on a call with these people. And I know Brian, like you provide so many resources for actors as, as does everybody here. And it's just so important because I just think that this is not about auditions.

Speaker 7 ([00:55:08](#)):

I went off on a tangent, but actors are so that's great. Like they're, you know, there's just so like we, we are so heart centered. We want this career because we love it and it just matches up with something in our souls. And so I just feel for the people who are just starting on the grind and they're looking for any answer and I'm just so grateful to be on a call full of answers. Like these are the people who can help guide, um, when you feel lost, whether that's in the middle of your career or the very beginning when you're just like kind of desperate for some validation that you made the right choice with your life. So

Speaker 1 ([00:55:40](#)):

Yeah. I love that. And Amy, when I wanna say that you said that, I think I wanna make sure everyone hears this from all of us. I think you guys will agree with this, which is it is okay to notice. You're not getting like a fair hand of auditions, like there's data to collect and that, oh, you know what? I'm kinda like, I'm like not getting any like, whoa, let me at least turn back and like look at like, is my house in order a little bit. And the house in order, doesn't just mean todo list, email newsletter, postcard, blah, blah. It also means, let me go in the basement, like in, Z's talking about, it's like, what's my foundation here? What, like, what is, what is this, is this? Or is, am I being, am I bringing all my baggage to these numbers? Or am I actually looking at this from a data, not drama position, which I think we've all heard somewhere before. Right? So like if I look at this and so I think I wanna make sure that we, and no one is hearing from any of us, like if you ever want more auditions, you're wrong. That's not what any of us are saying. We're saying look deeper and be mindful of like, is this a number that I can actually learn something from?

Speaker 7 ([00:56:31](#)):

And I love the house thing because it's like, yeah, look in the basement, look at the foundation. And also what Shannon talked about, like look at the outside, how does it look? Who are your reps? How are they talking to people? Like it's every aspect of the house. And that means there's always more in our control to try and do so. That's really good news. Uh, but I just agree with you on that. Brian,

Speaker 1 ([00:56:51](#)):

I'm gonna say one more thing and you guys, you fight me if you don't believe this, but I think you <laugh>. So which is if we really believe in a positively, constantly conspiring on your side universe, you're getting exactly the right number of auditions, that it is capable for you to handle in a given time mm-hmm <affirmative>. And if there is a desire for more,

we get to say who that's interesting what's that about? Which I think would really align with what Zynga's saying. Like, is that really me like, oh, I'm ready to play at a higher level. Like I wanna be in a room where it's a little more intense or like, or be putting something on self tape. I feel that extra jolt of energy. Cause like, oh my God, I really care about this. Or am I coming at it from like, what?

Speaker 1 ([00:57:30](#)):

You know, like. I'm like I'm nodding my head back and forth. I was being a off person. I don't want, I'm trying to show you like a off person. Who's like tight, right. Tight and like trying to grasp it. Right. Um, and so I just think that, that if we can believe that we're given exactly we're capable of accomplishing, I think it really points to what Shannon said earlier. Like sometimes our lives are not set up to be able to hold the capacity for either the audition or the size of their role. And like that is some good freaking knowledge to take. And what do you do then do with it? Right. And that's why I think, you know, hopefully having a conversation like this with somebody will help you. Um, thank you guys. That was, I learned a lot just now.

Speaker 1 ([00:58:03](#)):

I really appreciate that.