



Ep. 81 - Get More Auditions with Cesar Ramos - Transcript

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

01:50.64

BRIAN

well hello and welcome to week two of the gimme gimme more auditions a month here at Brian breaks character I'm so glad you're tuning in. I like to think of this month september as our back to school season are back to making sure we are putting ourselves out there and getting the auditions that you want. Um so come to school glad to hear you at school today today I have a really big treat for you I have brought on Cesar Ramos from my team because. He is none of all, he's an actor so he's out there doing the thing. He's been through one of my programs so he knows a little bit about those way around here and he helps me on my team build relationships with my partners but the thing that the reason why he's here today is because he is incessantly curious. He asked the best questions and I thought he nobody better to come on to. Get me to get really clear for you. So you know how important your profiles are which I think we've probably at this point if you're this far into this episode and this far into the month you get that piece but also what are the changes that we can make and how should we relate to this issue of casting profiles. Remember this whole month leads up to the free training gimme gimme more auditions and if you have not already grabbed your seat head on over to the website gimmegimmemoreauditions.com and register for one of the 3 dates that we are offering that where we're gonna put all of this into practice. So. Without further ado though I want to welcome Cesar to the show hi Cesar but for sure I mean I'll just full transparency y'all it was like a last minuteute moment that we were like oh my gosh Cesar should come on this episode and natalie my producer and I were were talking like oh he's going to ask all the best questions. No pressure Cesar.

03:15.75

Cesar

Hi Brian what a wonderful introduction. Thank you.

03:32.54

BRIAN

Like he's going to ask all the best questions that help all the right things. So we're really, really really what if I want to thank you for joining me for this. Um.

03:37.38

Cesar

I think it's it's great I feel like this is great too because you know like actor new year just started follow Basodics is coming up so what? a perfect time.

03:46.10

BRIAN

Yeah, and you know what's funny is I think that talking about casting profiles can for most people feel like why do I have to go down in the basement and like clean out my garage like it doesn't feel like the sexy like it's not as sexy as headshots or working on your reel or doing a self tape like those things like are so. Like built into the system of what it means to be an actor and there's like other people involved in creating a reel or getting headshots or or doing a self type like that feels a little more it taps into those parts of us that are into connection because it's not us alone doing the work and I think that the profile sometimes feels like the lame the less.

04:09.65

Cesar

Yeah.

04:22.57

BRIAN

The last guy who gets any attention on the in this world right? yeah.

04:23.91

Cesar

Yeah, and I think I mean 1 thing one way to think about it is just this is what your reps are using and this is what casting's using. So I've I've had a mindset shift of all, right? Let me do what I can to help them help me get auditions and that's what.

04:40.40

BRIAN

Yeah, yeah, yeah.

04:43.49

Cesar

So I mean I there's a bunch of stuff I had to learn with casting profiles like out of like what I mean what do you put on there like why do you? where do you start? which one do you use? What are they for.

04:47.77

BRIAN

Right? Well Also and I Also think that and so one of the things that I think most people fall into is the trap of you know these profiles they teach you like here's where you put your credits here's where you put comedy or here's where you put film or here's where you put whatever and so you're kind of like.. It's almost like filling out a form and then so that way you know their job is to make actors profiles look uniform like that's the job of

Actors access and casting Networks or show it or if you're using Spotlight or any casting frontier. All these sites. That's pretty much the same their job is to make it look uniform So finding the places where you can without looking like. Ah, whack job like make your profile stand out or looking like you're really breaking the rules is can be tricky um and one of the things I find so many actors do is that their profiles don't look like an airplane ticket to where they're going. They look like a dusty old Passport That's only shown us where you've been and that.

05:39.12

Cesar

Yes, totally.

05:42.99

BRIAN

You know and that and that and what I find that does is it just lets someone if you then you're reducing yourself to the work. You've already done when every actor I've ever met is like what's my next big job or what's the next level gig I want to book so we have to position you. On your profile so that it shows you as the actor you're wanting to be or the actor your the jobs you're wanting to book right? It's it's positioning you in that way and I think a lot of people should I lie on my resume. No I'm not asking you to lie. That's not what this is Goingnna be about it's gonna be about how you kind of order the events. As you're all we'll hear later this month. We've got the guys from actors access here and they've talked a lot about education and special skills being a super important place to keep up to- date and let's be honest, the education section on actors access is not that user. Friendly. It's like you have 3 columns figured out put a bunch of people's names. There.

06:25.55

Cesar

Yeah, yeah. Like what's the most important do I put do I put role director do I put like do I put lead supporting and then the studio do I put What do I put? Yeah,. What do I write down.

06:30.71

BRIAN

Right? And so um I'm curious. Yeah.

06:38.85

BRIAN

Yeah, and a lot of people. Ah can I just I would give everyone here's a real quick like audition blocker that I need you to stop doing it'll say something like Margie Haber studios Summer Intensive Summer intensive means nothing to me. Why do I get to know the season that you took a random class.

06:46.90

Cesar



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And.

06:57.55

BRIAN

If you were going to put the name of the studio. The next thing should be like what is the skill you learned not the name of their random class right? not because they're not good at naming things but Summer intensive doesn't actually tell me what you learned So if that was um, meisner scene study or if it was. Commercial on-camera technique like tell me the skill you walked away with is so much more powerful than just saying the name of the class does that make sense to you Cesar yeah.

07:18.78

Cesar

Oh a hundred percent yeah a hundred percent because I I mean I've learned to rework that too where if I'm taking an on cameraa class is it on camera for commercials or is it on camera for you know for? Maybe it's a co-star intensive like that matters and then of course who who taught it too that that.

07:32.65

BRIAN

Yeah, yeah, yeah, and I think.

07:38.29

Cesar

Totally matters because people know people know names whether it's an associate or a casting director or ah or a lifetime you know acting Coach It's like oh I know that person. Okay I know I know what they teach I get their vibe.

07:47.13

BRIAN

Yeah, and what I what you just said is so important I think is sometimes they may look at your resume and not know the name of the teacher and so let's say it says like butt Cheesees Mcgee Studio but it says on Cameramer scene study. Oh I At least know I didn't know who butt cheese mcgee was but on camera scene study I Totally know.

07:55.68

Cesar

Ah.

08:06.30

BRIAN

What this person ah a skill. This person has learned oh look I was looking to see at they head some On-Cameramera training. They've got some mind camera training. So I think that's really important that you like use that for most people, It's like the middle column to to to tell us the skill you learn and if you're getting like excited about what I'm sharing right now. This is exactly the kind of like specifics. We're going to go into in that training. So I Just want everyone to hear like the like we're right now just speaking speaking specifically about that training section and how so much of your history is lost there and I think that's so upsetting because I know you've spent a lot of money on the training you've got and what you're not realizing is you're underselling. The Breadth in the depth of the technique. You've picked up and the skill you've picked up what we're going to say Cesar Okay, go for it. Yes.

08:45.96

Cesar

I do have a question for you I do yes I have a question for you. Okay, let's just say in a world where it's like I just need a place to start? do I start with my resume. My photos do I link into my reps if there was just like let's just take it step by step if there was 1

09:02.00

BRIAN

Okay, oh so here's got it. So if you're so you're saying if you're the person who's getting inspired right now to get started with like let's upgrade your profile. Where should I go None right? So this is where you go None

09:05.22

Cesar

Place to start would it be photos would it be resume would it be uploading meaty like what? what do you think like you know what? Yes yeah, where do I go None

09:21.36

BRIAN

Look at your resume and pretend you are this is a trick I like to is pretend. You're not an actor. This is hard see my ex the non actor friend. Even it's take a look at it and go what where do I get confused so like for example. How many of you out there have the name of your role in the film that no one's ever going to see on your resume. No one's ever going to see that film I mean I hope everyone in the world sees that film. But maybe it's a film you did at and Nyu student film. Are you in New York or you did a usc student film and like no one's ever going to see that film I don't need to know the name of the role I need to know if you were elite is supporting or featured.

09:52.98

Cesar

Agreed.

09:55.69

BRIAN

Right? So like that could be the none place to start right? to start moving into the land of like what size is your role so that's my advice today if you have any films on your resume go through take the names out and put lead supporting or featured. That's the none place to start I think that's a good one to start I because I think most people at this point have got a little bit of film on their resume now I want to also just. Reassure because I know you said like where to get started Cesar if there's someone out there listening who you have no film on your resume. Do not think that what you're learning over the course of this month or in that the the training is going to not be applicable because even actors at the beginning of their career and I would actually say sometimes it's weird at the None ends of the spectrum. actors at the beginning of their career and actors at the like let's say the further up the staircase in their career right? Oftentimes are the ones underselling themselves and it's almost like the ones at the beginning don't know exactly what to do and the ones further down have begun to reduce themselves to their credits because. They've maybe accrued some credits and so I think their credits are the only thing that matter when in fact, if we're trying to bust through to the next level. It's going to be more than just your credits that show you on that profile.

10:58.63

Cesar

And definitely like you said with the mentality of where do I want to go no matter what level you're at yeah.

11:03.28

BRIAN

Yeah, yeah, and I want to just tell everybody like in the masterclass I'm going to give you a verifiable system to test your profile. But I Just want you to think about this idea to get started is like you cannot fix your profile if you don't know what the problem is. So did give you like a place to start because you asked Cesar But if you don't know what the problem is chances are I mean this is where most people go I'm not getting a lot of auditions I need New Headshots I need a new reel like the None place you go are the most expensive answers or even I need to make a self tape. They take the most time. So I Really want to make sure we don't run to.

11:20.62

Cesar

Um.

11:39.60

BRIAN

The assumed problem and instead I'm gonna walk you through a system to test your profile to see what's actually not working in that way, you can take thoughtful action. Not waste your money because the last thing that you need to be doing like the number of times an actors like I'm not getting auditions I need headdshots I mean I met with an actor last week she's like I've gotten None headshots over the past four years I was like.

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None different headshots and I was like that feels like maybe we're getting headshots too often like let's save some of that money and see what else is going on. Yeah.

11:59.12

Cesar

Wow I mean it's also about getting you know, get let's get data as opposed to going on hunches are good. Hunches are it's they're they're good.

12:09.38

BRIAN

Yeah, arches are good.

12:15.66

Cesar

Data data along with the hunch is even better. Yeah.

12:19.73

BRIAN

Cesar you nailed it because that's what I think is that here's the thing that in the in the system that we use to data test test your profile we're gonna we're gonna have a good sense of it's probably this or it's probably that. We're not going to it's not going to be like a it is definitely this one headshot is the problem right? That is something we have to find through continual testing. So I'm going to give you None kinds of data testing None is like right now. How's your profile doing and the number 2 is where's their room to grow if you want to even increase you know 3 None x your audition. So I think that's the That's the part that gets a little tricky. It's too much to explain I need to show you with the slides that I'll do in the training but I just the piece that I want you just to hear if you're if you're listening right now and you're like what is this tested I want you to hear this. What would it feel like to know I know exactly what I need to change in my profile to get more auditions. Just that feeling and the confidence that it gives you and I just want to make sure this is not mean you're not going to have to get vulnerable because it is going to mean like taking a look at your stuff taking a look at what's missing from the the um, what's missing from the profile taking a look at what's missing from your credits taking a look. What's missing from your headshots. All that stuff. So that's why we'll move into understanding that from that that that data test right? And what do you do with it like what do you do with your answers what you're going to be empowered to do is make the right choices. Um, so that's kind of was yeah, go for it.

13:35.19

Cesar

I Do have a a I I do have a question so you know there's There's a lot of profiles out there right? Casting Networks Casting frontier cast. It spotlight actors access. It's like why you know I remember I remember a time.



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13:42.91

BRIAN

Yeah.

13:49.69

BRIAN

Actors access the big one the big 1 right yeah yes

13:55.13

Cesar

When I thought why the hell do I need so many like why don't I just have one. Um, do you want to illuminate why there's why there's different ones and how to grace how to gracefully embrace needing you know, just like this is this is part of the game and how to make it I Guess fun or easier for someone to just.

13:58.23

BRIAN

Yes, ah. I Mean this is a commentma on our bit. Yes, Ah, yeah, Well I think hopefully y' Allll have been listening to the episodes where we had.

14:15.11

Cesar

Go through it.

14:20.76

BRIAN

Ah, casting networks people come and visit us and the actors access guys are coming later this month and I wish there was a simple answer. Do I wish there was a one-st stop shop for all of this yes, but you know what there's a Mastercard. There's a visa. There's an amx there are other companies that are competing for your credit right? And so I have to think about like there's allowed to be a marketplace for this.

14:32.92

Cesar

Um.

14:38.61

BRIAN

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I Wish that I do believe it wish there was all cheaper price I think it is I think some of them are more expensive than they need to be that is a conversation for happy hour. So we'll save that for a different day. But I think the conversation that I want you to hear is if you buck against this part of the system if you bristle against this part of the system.

14:45.15

Cesar

I.

14:55.78

BRIAN

You got triggered by the idea of spending money on another casting site or something I just want to just be there with you and I totally get that feeling of like oh another one or oh I have to pay for the media package on this one or any of that This is the number one track to get auditions these profiles it is the number one track.

15:10.79

Cesar

Ah.

15:14.18

BRIAN

More than you investing in time in writing perfectly worded emails to try to get auditions more than you going to workshops more than you scrolling Instagram to try to make seemingly authentic connections with casting directors or firing up clubhouse and trying to get known by them there or any of those places where you might try to do a little bit of. Out of the box marketing or connecting or networking these are the tracks that you have to run on. Um I said this on the last episode from last week where I said you know it if it would be an olympian pretend. It would be an athlete pretending the olympics don't exist like this is the track that auditions run on.

15:49.49

Cesar

Yeah, you know.

15:51.18

BRIAN

Now Will there be a day when you're offer only yes, please that you just get a call and you want the job. Yes, that is where I want everyone listening to end up right? I want you to be there right in the meantime even some of the biggest actors you may admire who you see on television shows whose names you need are being submitted through actors access and casting network.

15:57.23

Cesar

Yes.

16:07.10

Cesar

Yeah, and to add to test and yes, so I got excited I was like I'm gonna interrupt and to add to something that you mentioned let's say you are actually taking the casting director or associate workshop route or you're connecting through people on social media. Um, it's just.

16:09.93

BRIAN

Are 2 biggest sites right.

16:19.83

BRIAN

Um, yeah.

16:27.40

Cesar

Consider that actors access or casting Networks If there if this is a tool that they use whether it's a rep or someone in casting they will eventually go to these profiles to see what it looks like who you are. So I think you know if you think of it all Together. You know as a marketing networking friendship connection. Whatever it is for you. You will eventually it boils down to okay well let's get to work. Let me see your profile right? So You know it's like let me see let me see your profile your resume because I'm not.

16:47.34

BRIAN

Yeah.

16:57.59

BRIAN

Yeah, yeah, yeah, yeah.

17:03.39

Cesar

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Going to your office and handing you a 8 by 10 with my resume on it. So it's the investment on the front end pays a lot of dividends. You know as long as you as long as you really take the time to peruse it the way you said and like oh this isn't unclear you know here's ah, here's a question that I feel like gets answered all the time.

17:04.95

BRIAN

Right.

17:10.81

BRIAN

Um, yeah, yeah, and I think yeah wait wait can you hold on I want to make sure I just because you just said something so important I want to underline you you said which is like.

17:23.20

Cesar

Asked all the time. Good good. Yes, yes.

17:28.45

BRIAN

At the end of the day. No matter how well connected you are to the casting director to the audition to whatever your profile is going to be part of the conversation someone is going to click and say book this person or like it is going to be in the conversation at some point and I think we usually try to get our head shots on our reel to do heavy lifting. This is the track.

17:37.24

Cesar

Nath.

17:48.19

BRIAN

You PS you already pay for this that you already pay for it that is meant to do that heavy lifting as a whole and because you just stumbled on this seasonar I really want to make sure I say this is we have now moved into our new world where we are not seeing actors in person at None So now I would say more than ever Although I hate that phrase. But now more than ever your casting profile is meant to carry a lot of the weight because they're getting a self tape and you're casting profile and that's it and then they're deciding. Do you get a call back and that might be in person at that point so just realize it is so much more I guess the word I want to use is impressionable that you want to use that real estate for all that it's worth and.



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18:13.79

Cesar

Yeah, yeah.

18:26.11

BRIAN

Part of using the real estate is like trimming the fat y'all the number of times I look at someone's profile like can we just get like are you trying to be a director as well on your profile, ask yourself that I've seen people are trying to also be a director or trying to be a photographer or a Pa or a writer and I go This is not writer's access or director's access or Producer's access. Those are cool things you've done I am here to hire you for an acting job today. That's why I'm at the store. Can you not like I I didn't come to the hardware store for milk.

18:47.30

Cesar

Yes, yes, yes I mean the others if you said like being a producer a writer that I think that's a training thing. It's not your this, not your Ma It's not the meat. It's not the meat of of ah of a profile.

19:04.55

BRIAN

I Yeah boy you're gonna ask me though. Sorry I had to I had to go because you really get okay.

19:05.86

Cesar

Yeah, oh what was it gonna okay, here's the question that you will hear for the rest of your year life I feel think it's I think it's important to ask because maybe it shifts hey I have 17 photos how many? what's a good number to put up.

19:20.80

BRIAN

Yes, got it.

19:25.66

Cesar

I and maybe maybe you have Intel that I that I I'm not privy to of well you know what on this profile maybe to do this many on this one. Maybe do this many or maybe it's the same I don't know what.

19:28.54

BRIAN

Sure. Yeah, so what? I can tell you is the actors access guys talk about this and so do the testing networks people and their opinions don't even are not even the same so they contradict each other and so here's what I come to I take this advice I take this knowledge that I got from. Actors access because they have a lot of Intel on what a casting director see if we see a but load of photos there what that tells me is this actor doesn't know themselves because if your casting was clear. You'd have 6 or less photos.

19:57.31

Cesar

No.

20:03.35

Cesar

Yeah, that makes sense that makes sense to me.

20:05.23

BRIAN

So I want to just place that out there right? And what I want to just I want to have some a lot of vulnerability and sensitivity to my ladies who have curly hair and straight hair to you know the people who everybody who has curly hair and straight hair or the people who have beards or don't have a beard I'm like do I need to have both in da da da datatata figure it out. You got None slots. Figure it out. What I want you to also believe is that casting usually understands the curli or straight hair story the beard or non beards thing. They usually can ask an agent does that do they have their beard right now is their hair curly or straight like they can ask those kinds of questions. Um, but if you can think of it that way. Yeah.

20:36.43

Cesar

And I I have might have to add just ah from as an actor to give yourself a little grace around that conversation with yourself is if you have the means to do this when you put up photos know that you always get to choose on any of these profiles.

20:54.41

BRIAN

Yeah, yeah, yeah.

20:54.87

Cesar

How many are seen which ones you hide. So Let's say you're someone like like me if you if you find me, you know out in the world I have most of the time I have facial hair and sometimes I'll I'll shave or I'll have a

mustache or whatever for a role I don't have pictures like that and I thought about it and I just with the brain of. You know what when I get those photos I'm gonna put them up there and then I'm gonna swap them in and out as I talk to my rep or as I do my my feedback and my testing to see like oh maybe I do put the curly hair one up. Yeah I Saw some more hits is maybe I take down the one where I'm a baby face shaved because it's not working.

21:16.70

BRIAN

That.

21:25.50

BRIAN

Um, yeah.

21:31.76

BRIAN

Ah, right? yeah.

21:33.31

Cesar

You know it's all it's all like trial and error and there's just so you know that there is an option on those profiles you could put it. You could put a bunch of pictures. It doesn't mean you have to show all of them so just something or number. Yeah, right.

21:40.64

BRIAN

Well, yeah, and that what you do? Yeah what you just stepped into is of course like the ability to test right? And that's kind of what we right is like this picture is working and also I want to be really also sensitive to a lot of people have agents who say I want all 20 photos up or I want all None photos up. So just want to make sure everyone also hears this. You have to honor what your reps are saying so I want to just for the person out there who's represented this works for people whether agents or not but we're talking about these changes. We're talking about making but I just want to make sure you hear if your agent says I need all 8 of those photos you want to give them. The power to know what works for them like you can't take that away because you have to imagine when your agent is sitting at their desk and they're like they know what works for them. So don't presume that because Brian Pataka said you should have None photos like that's the best answer I'm saying if they have not given you a vote for exactly as many as they need.

22:16.10

Cesar

Yeah, yeah.

22:31.63

BRIAN

That is what I see as seeing a fair answer now you will hear people professionals at casting networks and actors access sometimes say you only need to show me the actor who has 2 whose agents are happy with it and I will show you no one like it is just not a thing like it is not it is I wish that that would be I wish it was that easy to to say yes, 2 works. Um.

22:41.60

Cesar

That yeah.

22:50.10

BRIAN

And we know that that's true just by how casting moves so quickly and like we need somebody who looks the way they look and again I've said this before but this is an evidence-based business. We got to see that you can do or look like what we think we want you to do? Yeah, oh yeah, totally yeah so hu yeah.

23:00.64

Cesar

Yeah, maybe dwayne the rock Johnson and could be on actors access and have 2 pictures. You know, maybe maybe? Okay, yeah yeah, right? yeah until then until then.

23:07.66

BRIAN

Nicole Kidman could have like no photo It's just a gray image of a's just a gray profile photo. Yeah ah, totally right? But also you just said something I think is so important is until you are offer only we will use your casting profiles so to resist putting energy into them. Is to like say gravity does not exist like I just want you to to so hear that in the in your soul that like they deserve your time and attention. Yeah, ah.

23:34.95

Cesar

Yeah, and it's a way I mean like you said like like I don't know ah to me, it's like ah it's it's social media I mean you're putting up photos is a little bit about yourself. I mean it's yes, actor Centric but like you said people these are people who have not possibly possibly have never met you. So. This is your your you putting your hand out and saying hi um Cesar Ramos This is what I is what I look like this some of the things I've done without having that conversation in real time.

23:55.51

BRIAN

Um, yeah.

24:00.98

BRIAN

And I think Cesar you know what? you just you just brought out something that I want everyone to imagine is remember when I'm looking at your casting profile I'm looking at you and all the other people who look just like you in a row right? because you're being submitted for chances are unless they're like we're casting a wide net for anybody to play this role which hopefully we see more and more of that but oftentimes. There's a probably like they're in this age range and they're this. They're this background or whatever like we see so we're seeing a lot of people you're looking at a bunch of people look exactly the same so where do you find the places to make sure yours is popping or standing out and then the other part of this is when you learn some of this I think it's exciting for you to bring it back to your representation because I think you want to say Hey. Just made this change here. Let's see how it does like to actually make that be one of the touch points you get to have with your reps I know so many actors are like how often should I be in touch with my representation like this is a great place to say hey I did an overhaul my my profile I went on there and I found some things that should Change. So if that inspires you right now. That's an action. Anyone can take.

24:56.69

Cesar

Yeah, yeah I think so I think it's you know if there's a if there is a takeaway from this conversation. Besides ah, you know make sure you clarify what your roles are you know, like if I think the other thing is is um.

24:57.19

BRIAN

Right now.

25:12.92

Cesar

I empower anyone listening to go into it with the spirit of curiosity and if you happen to have representation or even you have a network of people that you trust um that it's it's about testing and curiosity and like you said hey we're having I just overhauled I have new shots or like I just redid my resume. How does it read? How does it feel like you know and I.

25:29.45



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BRIAN

Enter.

25:32.69

Cesar

I think representatives This is my this is me speaking from my experience if you come to them with a with a plan like hey or you've already did something or you plan on doing something That's very like hey I want to overhaul because I want to try these pictures I changed my resume. Let's try it. I don't. I Can't imagine Unless a Rep says no I like everything the way you have it if it's in the spirit I Think if it's in the spirit of hey I'm just noticing some stuff. What do you think about this and then you you move from there and I think that this the the spirit of curiosity can be helpful.

25:58.27

BRIAN

Yeah I yeah I think so too and I want to also I want to I want to piggyback what you said because I want everyone to hear this. You don't need to necessarily get your reps permission to start to make changes here because unless you're gonna suddenly like. I've reordered everything and things are upside down and I've changed my like unless you're gonna really go from None to None here chances are your reps might not even notice so it would be I think a better way to kind of approach. This is okay, let me get in here under the hood and see what I can clean up like this can be as much as like using a capital letter versus a lowercase letter I want you to hear that. Um so and like. So how I want to clean it up and then just share hey I went through and cleaned up my profile I wanted to let you know that hey I'm thinking about changing these photos out. What do you think like this is a great place for you to have real conversations. Um and just remember I want to also just add this to the person who has reps or not your reps are sitting in front of this software.

26:56.33

Cesar

All day y'all.

26:57.20

BRIAN

All day this it it This is it. This is the one they're using all day long and very few reps that ah are actors I've spoken to have ever said like yeah, my rep pulled me aside and we sat down with his computer open and we went through line by line. Um.

27:09.17

Cesar

Ah, now.

27:12.40

BRIAN

Made the changes we needed to do and like this is what he see his working that so it is going to mean this does fall on your shoulders in a way. Um, but I want you my wish is that you can embrace it from a position of it's not I Want to just say this and big bold Capital letters. It is not about the number of your credits or your credits on your resume. It's about how we tell the story of where you're going and that people can get on board with that So It is about tricks to stand out but it is again a time and time again about show me the airline ticket of where you're going, not just where you've been. Yeah, yeah.

27:43.38

Cesar

Yes, yes I agree

30:01.88

Cesar

Okay Brian so you got this training coming up right? Give me give more auditions give me some examples because I don't you know I want to know how it works.

30:11.15

BRIAN

Um, yeah, sure so give me give me more auditions if you're listening you haven't signed up already. It's about an hour long it's a live training I'm going to walk you through changes to make to your profile how to day to test your profile. And things you can start doing right now to get more auditions but I want to share like the story of some of the people inside of it because I think that's what's helpful. None things happen inside of this program None is that. You feel so freaking confident about your resume. You can't wait to get it out into the world or your profiles you can't wait to get it in the world like the number of times I've seen people resuscitate their relationship with their representation because of this is pretty amazing and also let go of that nagging like I need to get new res I need to get new head shots I just wish I had more credits. Need to get a new real and like of oh my gosh I have the data to know that's not what I need to do anymore I can let go of that two month process and \$1200 getting new headshots and retouching and loading them up to the sites like that's not actually where I need to put my energy that is such a huge relief. So that's one piece of it and the other is. To make yourself stand out without delusion on these profiles because remember these profiles are are but inherently designed to make you look like the actor next to you to make things look uniform. So finding the places where you don't look delusional or like you don't know what you're doing.

31:28.29

Cesar

Um.

31:34.28

BRIAN

To make yourself stand out those 2 things happen and in the class it's like I said's about an hour long I will be there to train you and then afterwards I'm having obviously I have a q and a because I want you to be able to go out and get more auditions on the same day and to do that data test and to walk it out into the world and try it out and see what you can do to. To get the more auditions that you deserve and so I'm thinking about a couple of my actors who were in the program. Um, so an actress in the program booking co-stars again and again, she's able to get in. Co-stars. Never able to get the guest star audition. Never able to get into that position. After she went through this program and made the changes that we recommended getting her none guest star in her none pilot audition and it's not like it was in it and I want to make sure you say that this is not magic I'm not trying to sell magic over here. Go to hogwarts right? I'm trying to sell you on the idea that there are places and this is the part that kind of I guess.

32:14.27

Cesar

Wow.

32:27.48

BRIAN

Why this program means so much to me there are places where you are not showing up on your profile and you have no idea there are places where your limiting beliefs might be writing your profile and you have no idea there are places where you've discounted training or credits. That deserve to be there in a way that someone understands more of who you are um and it can be very, you can very flippantly believe like Idyss. You just clean things up and this is a deeper deeper journey that most of the actors have inside of this inside of this class and the Understanding. So I Hope that kind of gives you a better sense of how it works another way that I see this work again like resuscitating your relationship with your representation jumping from co-star to guest star to Pilot Series series ah series regular auditions. There's also the actor out there who is like I don't have reps. And I'm not getting the auditions I want and like I want to put it reel together and like I want to be getting some footage and like I want to be didn my I feel like I should be getting more auditions because like I'm doing the thing like I'm in my work here or you're the actor who has reps and you submit yourself on your own because you're trying to get more opportunities. Great props to you as well, right.

33:33.79

Cesar

Yes.

33:37.66

BRIAN

There are auditions you are missing out on right now. I promise you and it's not because your lack of energy is around it. It's because there are so many tricky sneaky ways to work your profile that it is not unusual that you missed some of them. And so for that actor who's like I like getting opportunities on my own as well. I want to

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work in a certain way, especially for my actors who love film I think a lot of times you're like I would love to go do that shoot that film in Montana or I want to go do that film like I have I remember ah a client who was booked after this program. Booked a film that shot in like Idaho or something she was the lead and she's so excited like this is the kind of film I never would have gotten before this is not the kind of opportunity I was getting because I was just discounted with all the other people in my category. So I want you to also for those of you who are worried about your type and you're like.

34:18.28

Cesar

8

34:24.15

BRIAN

Ah, there's so many people in my type or whatever it is right? This is where we find this space again to have you stand out and I want to come back to what you said Cesar which is no matter what at some point you dang profile is gonna be part of the conversation with casting whether you know them or not or you're new to them. That's gonna be part of the conversation. So.

34:38.38

Cesar

Yeah, yeah.

34:43.80

BRIAN

In this training we get through the data test and I give you some ways to use that to make some decisions. Um, and then you'll know like am I taking the rightful actions in my career where am I wasting my time and because at the end of the day I don't want you looking at your profile at all. What you're doing is out there doing the thing being on set. The goal is you get this understanding and so you're able to like go back to your profile every few months and just pop up up but but sharpen it up in a while and keep it going in a way that continues to attract and you get a instead of it being a one and done that you've got like a habit that's created where you're.

35:07.30

Cesar

Right.

35:18.33

BRIAN

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Noticing Oh my audit audition numbers are looking good. My audition numbers is looking good and I I wanna say this one more time even actors with reps need to listen to what happens in this training because actors with reps are most likely to forget their profile most likely like Mayor reps have got it now. They've done My headots are good. That's what they needed I Wish that was all it took.

35:27.31

Cesar

I agree.

35:34.79

Cesar

Team effort. Yeah yes, totally um I mean okay so people been listening. They're like all right I'm in where do they go? What do they do? What's you know they're like I'm in I'm in.

35:37.79

BRIAN

Yeah, that you gotta have that's a team effort. That's a place where you get to show up for your reps? Yeah so did I answer the question pray. Ah, sure sure I feel like I I feel like I've been talking about it all month. So y'all go to gimegimemoreau <http://auditions.com>. You can grab your seat at None of the 3 live online trainings and I want to just underline this as well. Just that I'm there live so if during. That training a question's come up from one of the podcast episodes already. You're like hey I have a question you said on this podcast episode or during the training you want to make sure you know how to apply it to your specific profile stick with me for that q and a I am going to deliver as much as humanly possible during that class and until every question is answered I will be there so the goal is yeah like I said. September is the month that get more auditions at Brian breaks character and I am here for that and the best way for me to get that chance to coach you is in that training. So I appreciate you listening and I appreciate you so much Cesar for being here. Um, did there anything else. Ah that I did not come I just I really appreciate your curiosity and also you being out there doing the thing.

36:35.90

Cesar

Yes, thank you for this conversation.

36:44.59

BRIAN

I mean I think that's so important that I know you have new reps that you sign within in the past couple of years I'm sure this is a place where you put some attention. Yeah.

36:48.97

Cesar

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I Undoubtedly yes I did and you know like I mentioned earlier like things we've been saying you know curiosity going with spiritual curiosity. It is a team effort. It's your calling card. It's a lot of there's a lot of ways to there's a lot of mindset shifts that had to happen and I'm really grateful for them. So.

37:05.97

BRIAN

Yeah, good good, good good I Appreciate you saying that so I went and and and lastly but not least to everybody. You're called to be an actor. You are not called to know how to be good at making a dang casting profile. So I really want to just advocate for the idea of.

37:08.35

Cesar

And I think that's all covered. That's all covered in this.

37:25.74

BRIAN

Having someone else an outside eye give you some ways to move into this so that you are untriggered or untrapped by your own limiting beliefs when it comes to what but belongs on your profile and what can really attract the attention so that you're actually getting auditions for the roles that you want in the roles that you're meant to play. Instead of any random thing that you randomly can get yourself into right? I don't think random was one of the things you prayed for when you thought about your acting career I think was like I know the kind of stuff I want to book that's where I want this conversation to start to turn the corner all right all right? That's it y'all. Thank you so much remember this whole month is devoted to getting you more auditions. Got another podcast episode coming out tomorrow. Um and the rest of the month on Wednesdays and Thursdays I hope I see you with the live training and I get to talk to you and get your questions answered again. It's gimmegimmemoreauditions.com to grab your spot and I will see you then thank you again to Cesar bye-bye.

38:17.71

Cesar

Bye.