

Ep. 97 - Steve Carell's TV Wife Laura Niemi Tells All on New Reps - Transcript

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

00:19.23

BRIAN

Laura welcome to the show. So glad you're here. Oh yay. So Laura I first of all I want to compliment you because you're one of the actors that I think of when i.

00:26.70

LAURA NIEMI

Ah, Yay! Yay! yay.

00:36.94

BRIAN

And in actors that I've worked for the decades that've worked with actors are one of the actors that I think of who is booking at a high level and is still very honest about this is an ebb and flow. This is a roller course I'm not afraid to tell you that. Just because on the outside things may look like I'm just popping along like I'm not afraid to say that I go through the same shit everyone goes through in my mind in my way I feel about my reps and all that Stuff. So I Just really appreciate your willingness to come on the podcast and be honest about that and and also just and I want to champion you in like in life for being that person as well because I think that is such um.

01:00.38

LAURA NIEMI

Absolutely.

01:08.91

BRIAN

Real real the real authenticity of who you are and also probably why you book all the time because I think you are a it's a very ah it's a good vibe to be around Laura Nemi I can say you feel really great and you feel seen when you're around us so I want to say that start there. Ah thanks yeah.

01:17.16

LAURA NIEMI

Oh man I feel the same I feel the same I feel the same about you? Wow! Thanks! Thanks! yes.

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01:27.21

BRIAN

So Laura you've so you've had a really big year. So let's start there will you tell us a little bit about this this year and I know that this starts with reps but can you walk us into even your decision around. You know it's time to look for reps. Can you take us into that moment.

01:42.30

LAURA NIEMI

Oh my god okay um, lots of fear. Lots of lots of fear behind it I will say being totally transparent I did have a few things on the table that I knew would be little carrots dangling which was that this is us and. Stranger things and I just finished a movie with Taylor Sheridan so I had some things to share. But I you know I'm not 20 and so you know the fear was real and um, the fear to get good raps was was real I mean in my old go to with these 10.

02:04.40

BRIAN

And.

02:11.90

BRIAN

Right.

02:17.17

LAURA NIEMI

Top reps and those are the ones that I'm going to in now. It's like oh my God you know of course I look back now I I know I know but I I laugh I can't believe how so how small that was and you know anyway. So um.

02:19.25

BRIAN

Wait I Love all your own my God it is because this used to be like the way this is used to be what way. But.

02:29.24

BRIAN

Yeah.

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02:34.71

LAURA NIEMI

So when I finally got brave too and I'm a I'm a firm believer in you Let your reps go before you get new reps and I know some people you know they are they are on on the prowl before they they end that relationship. But I think of I think.

02:41.40

BRIAN

Right.

02:52.90

LAURA NIEMI

You know the way you start something is it's got to be clean, otherwise it's never going to be clean. It's like cheating out of on a boyfriend. You know. So um, ah plus this town. Okay, okay, it is people here. They know man.

02:53.19

BRIAN

Is important. Yeah yeah, and wait so take us back to I'm gonna i'm gonna I'm gonna take you back here a minute because I think that it's so important and I think what you're about to say is the town is so small everyone will Yes, everyone will see you cheating Anyway, right? Yes, yeah. But um, so I think because a lot of actors are challenged too because you know you had a career career that was bopping along but you knew something wasn't right with your reps and I think a lot of actors will get very scared to make a change will be very afraid like I I can can I look while I still have them what you just described a little bit your own take on that.

03:25.48

LAURA NIEMI

Yeah, right? Yeah, so.

03:27.37

BRIAN

I want to just be very clear that I fall on the same side of what Laura just said which is I believe that you are in such better stead. You're in much better stance. You're much more attractive when you have left and are opening yourself up to something else because you make space for something else. You are having an integrity when you're leaving this person. You're having integrity when you're having conversations with other people and so there's just a really beautiful gift around

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that but that does I mean I think you you show up as the gift when you have that moment when you take that that space to do that. But I think what you're saying also is ah like the decision to leave is not an easy one It's not a easy one to do that right? And um.

03:59.63

LAURA NIEMI

Yes, no.

04:04.68

BRIAN

You have a really cool stance on how you believe raps in this business. Can you share a little bit about that.

04:07.00

LAURA NIEMI

So I do you know it's you know, look if you're in this business. You're a worker bee man you have to be. You won't sustain a minute you know, being in this business and so you know mad props to all the reps that are out there that are able to make a living in this business. You know so.

04:14.30

BRIAN

Right.

04:25.25

LAURA NIEMI

I Have a you know I have a respect for any reps I mean you know Obviously there's some that are yeah, some maybe not so much. But for anybody, anybody in the business who's still in this business. It's It's a hard. It's a hard one. So um, so so I have more empathy.

04:41.35

BRIAN

Yeah, yeah.

04:42.94

LAURA NIEMI

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You know and I think that's also comes with age you know as you get older you you have a little more empathy. It's like oh God you're still here this amazing. You know? Um, um so.

04:47.15

BRIAN

Yeah, what I love what you said you know you taught me this Laura you said this and I love when you said this you said reps here nor no hela more than we do they hear? no again and again and they get up every day and go back to their office and do that work and I just think that that is.

04:56.22

LAURA NIEMI

Yeah.

05:03.48

BRIAN

Ah, we can I mean everyone if you're listening right? now you got your money is worth at about 5 minutes in because I think that is really worth having a good perspective on this because I think it can be easy to reduce reps into Atm Machines Audition transaction machines right? yeah.

05:06.12

LAURA NIEMI

Yeah, yeah.

05:14.74

LAURA NIEMI

Yeah, yeah, and they they hear? No yeah, exactly I mean you know I could never be an agent or a manager I mean I'd just be I would be depressed by noon. You know what I mean so um.

05:23.61

BRIAN

Ah, ah God Yes I heard just say Yeah yeah.

05:27.17

LAURA NIEMI

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So Mad props to them and so you know when it was time to let my rep go which I have to say in hindsight. Um I realized that we were never supposed to be together I had a lot of I had I wasn't listening to that instinct when I first got with that manager I had it was a fear based decision. Um, but it's part of part of my journey and I needed it to get to where I am now which is a team that I Freakin love and that when the phone rings I don't look at my phone and go ah like I got to talk to this person. Oh My God You know what? I'm talking about like.

05:50.10

BRIAN

Um, yeah, yeah, oh my God So many people just were like so many people just felt seen just now use. Yes.

06:03.12

LAURA NIEMI

You got oh I got to talk to this person should I let it go to voicemail and just like pretend I'm real busy. You know, whatever, whatever Anyway, so um, you know I Yeah I I had to take that leap of faith and it is a leap of faith and I had to have that mantra in my head which is.

06:06.19

BRIAN

Ah, yeah.

06:16.19

BRIAN

Yeah, yeah, yeah.

06:21.85

LAURA NIEMI

Which only comes I will say from longevity in this career is that you're the best agent I'm my best agent You know what I mean and and always will be That's right and so no matter what happens no matter if I have no reps or whatever. My.

06:25.93

BRIAN

And always will be and always will be.

06:39.93

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LAURA NIEMI

Resume has proved that I have gotten most of those bookings from relationships that I have you know honed in on and I have you know communed with you know what? I mean like these were my relationships of people that I adore you know so.

06:51.52

BRIAN

Yeah, yeah, yeah, yeah.

06:57.53

LAURA NIEMI

Um, yes, reps have helped along the way. But that's not to say that I don't you know we agent ourselves the best So with I Um so when it was time to get a new team I wanted to get I was pretty clear that I wanted to get an agent and a manager because I believe.

07:03.46

BRIAN

Yes.

07:12.38

BRIAN

So you cleaned house and you were yeah you only had a manager but you're like and now so's so everyone to imagined this I want everyone just to to take a second here, you're booking along things are going Well you even have something that's about to come out and you're like and now I'm going to be agentless or managerless for a moment because I.

07:16.16

LAURA NIEMI

I did I cleaned house I.

07:25.96

LAURA NIEMI

Yeah.

07:28.69

BRIAN

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You know I talked to who are so afraid of that moment and I always say did your do you really have 1 right now like you're already having an intuition of like it's not actually happening right now. So like really take a moment.

07:37.25

LAURA NIEMI

Well and everybody fears different because I have to say a lot of people are like well you had something to share. Yeah, but I'm not 20 You know what? I mean everybody has their own fear. You know I hear that all the time it's like I have a friend I want them to do this agent goals and to go I have nothing to share right now I don't have a hot ah a sexy booking I only book this.

07:43.18

BRIAN

Um, right.

07:53.50

BRIAN

You're like Brian doesn't want you to have anything.

07:55.30

LAURA NIEMI

I Only book this other thing and I'm like your resume is insane. You know what I mean So so um, but that's the that was my huge fear was I'm too old. They're not gonna I'm I'm not gonna get anybody worth anything because I'm too old. Whatever Anyway, so come time to do it.

08:07.94

BRIAN

Got it? Yeah and you did yeah and you did do age of goals. So so we're very transparent with that run so Laura did do agent goals but I'm really wanting you as you're listening to this not to.

08:12.98

LAURA NIEMI

God.

08:19.82

BRIAN

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To focus on Laura's wherewithal of how she went through the process because I think that's going to be the most inspiring thing to anyone listening who's thinking about new reps or making a change again being in the position that you were in in terms of your resume how that affected some of the decisions you make and how it's the same for everybody. That's what I want everyone to kind of listen for right now.

08:34.29

LAURA NIEMI

Yeah, yeah, no for sure.

08:38.40

BRIAN

So walk us through a little about that talk us through talk us through you know how you landed these this new team.

08:41.86

LAURA NIEMI

So well I did agent goals I mean I can I can refer everything back to agent goals I mean I'm like your best salesperson even though I don't want to like do the hard sell but it's true. Everything everything that has happened this past year and a half has been a result from this outrageously talented team that I have you know.

08:49.83

BRIAN

Ah.

09:01.19

BRIAN

Um, you well.

09:01.81

LAURA NIEMI

Outrageous I mean I'm the same actor I was last year I mean I like to think I'm a little better. You know what I mean but you know what I mean it's like it's It's incredible when you have the right people who get you So I remember to I was thinking about telling a story and I'm like oh you know what? I'm skipped So I I start your course and I don't know if you remember this I'm sure you do.

09:21.30

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BRIAN

I'm sure if we had. Ah yes.

09:21.27

LAURA NIEMI

I didn't even I wouldn't I wouldn't even be on camera you know you do these webinars and I wouldn't even be on camera and I wouldn't even put my name in there I My ego was so big that I was like I don't belong here. This is I'm better than this I'm you know what? I'm just going to see if this works for me. But I.

09:33.87

BRIAN

Oh ah, um.

09:39.36

LAURA NIEMI

I Mean you know I've been in this business for a long time I Love Brian He has great thoughts things but you know just my ego was just choking me Yeah, it was just choking me and I couldn't even have I couldn't even have my peers looking at me knowing that I was repress here. You know what I mean and it was like.

09:47.52

BRIAN

Ah God yes.

09:55.43

BRIAN

Oh Laura we're so the same wait did I ever tell i' want to tell you this story because I don't think I've ever told this story when I first came to l a and I was acting I was like okay, let me get a manager and I could not click send on my email because I didn't want my cause I was reaching out for referrals which I don't believe in by the way. Whatever but I remember like ah.

10:06.20

LAURA NIEMI

Yeah, yeah.

10:12.10

BRIAN

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I couldn't click send on asking for referrals because I didn't want anyone to know that I needed a manager I was trying to hide like it was so the backwards thinking of like hello. How are you if you're gonna pretend you already have it's anyway, go ahead? no.

10:24.12

LAURA NIEMI

Also nobody does this business alone. Nobody does this business alone. There's are we some you know everybody has their few people who have helped them along the way and if they're they don't think they have they need to check themselves before they wreck themselves because they do we all? Do we all have those people who kind of gave us that little thing that kind of got us to the next level when we were.

10:31.57

BRIAN

And here.

10:40.29

BRIAN

Yes, anyway.

10:42.93

LAURA NIEMI

When we were like I'm done I'm finished I'm out you know anyway. So um I got in with a group of of ah my little group of course Sarah Sarah was in my group. My accountability group. Yeah and um, and.

10:51.90

BRIAN

Oh you had your accountability group right? You had your accountability group. Yeah right and Sarah who's also been on this podcast y'all Sarah's Utterbox episode at Herbacks. Well we'll link to it in the show notes. But it's amazing. She she she does she goes so deep into this? Yeah yeah.

11:02.40

LAURA NIEMI

Is amazing. It's an amazing episode. She did it an incredible job. She crushed it up and she's still one of my closest friends now we see each other at least twice a week and um, she we taped each other and she's just been amazing. Um, ah Amazing. Um. Part of my journey as an actor. Um, and so I I started the agent goals and I started doing

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the doing the stuff that you had asked to do the inner work which was like oh God really telling my story. Oh My God I mean I was so I was so not like finally I just. I Got really honest and I told my story to my accountability people and I moved along through this through this process like you had suggested and I got you know I got a lot of when I did my emails I got a lot of feedback. A lot of people coming back at me.

11:40.23

BRIAN

Um.

11:53.56

BRIAN

Yeah, yeah, yeah.

11:57.23

LAURA NIEMI

Again, you know I had some things to share. But for me, it was like if it's not so and so and so and so it doesn't count. These are just low picking fruit. Please please please and then slowly then gradually you know the emails started coming in coming in and I started meeting these people I'm like oh my God they're amazing.

12:03.28

BRIAN

Oh yeah.

12:16.19

BRIAN

Wow wow.

12:16.70

LAURA NIEMI

These are amazing agents These are amazing managers. Holy Moly like how did I not know who they were These are amazing people.

12:20.89

BRIAN

Wow wait and so Laura what I want to make sure everyone's hearing this because what Laura's saying is my old way of doing this was I would have made a list of the 10

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people that I think are perfect for me and I know and I would have written off anybody who I didn't know.

12:30.40

LAURA NIEMI

So that's right, That's right.

12:34.44

BRIAN

And all of a sudden these incredible people revealed themselves to you because you were like I'm going to do it. Brian's way even though I don't necessarily know if I believe this yet which is great I love when someone says it I'll do it anyway. I love and I'll do it anyway because I say like listen if you follow the steps. There will be a chocolate cake at the end you do't have to believe there'll be a chocolate cake but I promise you there willlll be a chocolate cake.

12:39.47

LAURA NIEMI

Yeah.

12:52.22

LAURA NIEMI

Oh please? Yeah, no for sure. Oh yeah, no and and and so I just started taking these meetings and um I remember a change came over me and I had I had met with a lot of people.

12:52.37

BRIAN

And I just love the get over your ego. Great Great, beautiful, beautiful.

13:05.46

BRIAN

You can you? You have any numbers Laura do you remember how many meetings you took or offers you got or any of that information you can ball park us oh shut up. Did you say yes to every single meeting or did you turn some down. Okay got it.

13:07.45

LAURA NIEMI

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That I really loved god I don't know maybe maybe 50 I mean I don't know. Ah yeah, a lot a lot a lot of people. No I turn I honestly because I just was like I i.

13:25.92

BRIAN

That's too many.

13:25.97

LAURA NIEMI

You know at a certain point it it got it got a lot because I was trying to take these meetings and whatnot and I got Zoom fatigue at the end of like you know 30 It's like that's a lot but I tried to meet all the people even the ones that I was like oh my god I'm meeting with these whatever I tried to put my ego aside just meet them and I got to tell you they were all a mate.

13:32.20

BRIAN

Yes, yes yeah.

13:39.85

BRIAN

I love it. What's the wait Laura I want to stop right here because we can I I'm sorry to keep stopping you because I want to just slow down time to make sure people don't miss this I think something comes out of this and you tell me if I'm wrong because my suspicion is when you meet with those people even if you know they're probably not a match.

13:44.19

LAURA NIEMI

Every single one of them was amazing and so. Okay, so.

13:57.16

BRIAN

You're meeting with someone who you know has ah has the job to do whether you think they're good at it or not whatever that they are on that side of the desk and so for the first time not the first time but multiple you're hearing from someone on the other side of the desk their own take.

14:01.93

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LAURA NIEMI

Right.

14:09.32

LAURA NIEMI

Um I Oh for sure. Oh absolutely I was shocked I didn't even think I'd get one response so I was absolutely shocked I was I was gobsmack.

14:10.50

BRIAN

What you've got going on and I think there's something about that that puts wind in your sails. Regardless if they become your person. That's my story that I tell is that what it was like for you with something different.

14:23.87

BRIAN

Got it? yeah.

14:27.64

LAURA NIEMI

Really was godswack and when they kept coming in I was like oh my god oh my god this is amazing. So um, so as I say that I don't want people to hear that in a way that's like because you know even if you get you know 2 2 3 people it doesn't matter here's the thing.

14:31.90

BRIAN

Ahs. Ah awesome. Good.

14:41.36

BRIAN

Yes, totally you only need one. You only need let's yes yeah I say it over and over again. You only need one? yeah.

14:46.50

LAURA NIEMI

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You know your person You only need one. That's right man you only need one. You'll only need one So anyway the confidence came you know started started bring up which was really wonderful.

Speaker 1 (00:28):

in terms of taking all these meetings and getting all these meetings, you said you had 50 meetings. I know you turned some down, but I, there's a, I have a hunch around what this does for the actor, and I wanna see if this is right or you can run me through your filters of what action. Right,

Speaker 3 (00:44):

Right, right. Yeah.

Speaker 1 (00:45):

Which is that when you go to this many meetings, whether or not you're, even, even when you're like, I'm definitely not working with this person. There is something that happens when you're talking to the person who's on the other side of the desk who you know, is submitting every day and they're giving you feedback or response to where you are in the business in a way, you don't get to hear that often. Like even if that's right, no matter where you are, you don't get to hear that that often. And to me, that does something to you that like, gives you this confidence. I know Sarah even talks about how it was like almost overwhelmingly for her, she's like, so many people saying, I got this and it's gonna happen was almost overwhelming. But I think that confidence makes it so much easier, I believe, to make a decision or to say yes at some point. Cuz like, I am wanted is a, is a new feeling, I think.

Speaker 3 (01:23):

Yeah, for sure. And but there was also, you know, I'd also been really jaded. Mm-hmm. <affirmative>, you know, I'd also gotten very jaded in this business. So it was like, you know, I had a, I had a lot of people that I thought were great, but, um, I just, I was, you know, I just like, oh my God, I gotta do this again. This is crazy. You know? Mm-hmm. <affirmative> and there's a, a leap of faith that you have to make, you know? And, um, so I, I, I called one of my friends and I said, um, Hey, have you ever asked for a second meeting? And she said, oh, absolutely. I asked for a second meeting. Right. And I was like, too afraid to ask for a second meeting cuz I was afraid they'd say no. And then I thought to myself, if they say no in the beginning for a second meeting, if they don't have energy behind a second meeting, they weren't, they, they're, if not, they don't have it at the beginning, they ain't gonna have it in three months. You know what I mean? Right. Yeah, yeah, yeah. So, um, and also, you know, the first question, you know, the first greet, meet and greets you do are very surface stuff. You know what I mean? You try and get deep, but how deep can you get into Zoom for, you know, 30 minutes or whatever thing is, I had more questions that I needed to ask before I took a leap of faith. And so, and I

Speaker 1 (02:38):

Also think, Laura, just to help anyone who's listening, remember Laura's getting a buttload of meetings. Right? And so it's natural that she'd be like, great, I have to sift through what I've heard. And I'm sure that you're able to say to, I'm sure that

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this agent or manager you're meeting with knows, like, well, obviously you're getting a lot of attention right now that like, they have to understand that you're trying to make a great decision. So I just wanna like advocate for the, the, what might feel like bravery encouraged you. You like asking for the second meeting is totally normal. A lot of times it might be like, well, let's do a phone call. Or like, it doesn't have to be a significant event in the week, but,

Speaker 3 (03:06):

You know, and again, I have, I just have to acknowledge even if I had not one booking to capitalize on in these meetings, I would've done it anyway. I finally was at that place where it was like I had gotten the confidence to say, I mean, the truth is you teach people how you want them to, to

Speaker 1 (03:24):

100% Yes.

Speaker 3 (03:24):

Deal with you in business. And if you're coming in this business like a, like, you know, in your CEO, you know, uh, seat, it's like, oh, that, that just screams money. You know? At least it does to me. To me it, it

Speaker 1 (03:38):

Screams. I love it. Yeah.

Speaker 3 (03:39):

I love it. Yeah, it does. It's like, oh my God, this, this person's like, she knows the industry. She knows where she fits into it. She's, she's, you know, she's not taken anything lightly. This is a serious gig. This is her livelihood and she's gonna make us money. I mean, I just think it's, it's, it's sexy, first of all. Confidence is always sexy. Right? Well, also,

Speaker 1 (03:56):

So, Lord, the, and the agent or manager who wasn't into that vibe or that energy, again, wouldn't have been your match.

Speaker 3 (04:02):

Wouldn't have been my match anyway.

Speaker 1 (04:04):

Because then you'd be like, okay, I guess they're good anyway, so I'll say yes. And then three months later you become this person who, to them seems like, who is this Laura, who's now really loud and coming in, wants to meet with us all the time. Like, it's not, it wouldn't line up with who your personality is that like, I am someone who shows up in this way. And I think that's that's right. You have to reveal yourself's. Yeah, yeah, yeah,

Speaker 3 (04:22):

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Yeah. Yeah. And I think it's all in the way you present it too. If it's like, I need a second meeting to think if you're right for me. You know, obviously that's not, that's not attractive. It's more like, you know what? I forgot a few things that I wanted to ask you and I really, I really think you're fantastic and you know, can we have 10 minutes? Can you pop in for 10 minutes? Right? Yes. You know, just a little thing. I didn't need a whole, like, they didn't need to know my inner child in the second meeting, you know what I mean? Right. So, um, that's when people didn't respond. Wow. So all of a sudden I started the, they, some of them did Uhhuh and some of of them didn't. Yeah. And I was like, oh, I'm so glad I did that because the ones that didn't respond, I was crazy about them too.

Speaker 3 (05:06):

And the fact that they didn't wanna pop on for another 10 minutes, again, going back to if they weren't crazy about me now were they gonna be in three minute, you know, three months from now? You know what I mean? Like, to me, that was very transparent that I was just a transactional actor. That they were cap, you know, they were probably getting for my new bookings that were coming, you know, that were already probably on the table. So, um, and then, you know, I I, I was, I, I personally wanted to have a female team. Right. That felt right for me. Great. Um, and wait,

Speaker 1 (05:37):

Can everyone just hear that? I just love that when an actor knows what they want and can say, I'm going to stand up for it, because I think we're like scraps from the table too often. Yeah. And you know, there's another actress, she's also on the podcast. Her name is Yvette. She went through the experience. She got like eight meetings. She goes, Nope, none of those are right for me. And she turned them all down. They all give her offers. She goes, Nope, I'm doing it again. And she just wanted to do it again. She's like, I just knew they weren't right for it. And I was like, that is the kind of ballsy actor. Like, that should be normal. It shouldn't feel ballsy. But that was like, that's what I want. Yeah. You to feel like that kind of empowered, like, I have an intuition and a I can, I can trust myself around this. So I just love that you, you say that out loud. Yeah.

Speaker 3 (06:13):

Well, and also I just come from a male team. My, my team was all males. So, um, I also wanted to investigate that, you know what I mean? I wanted to investigate what it was like to have a female team. And I've had female teams before. I'm just, but not across the board. Yeah. You know what I mean? And I really wanted to experience that. I feel really, there's a, there's a, a shorthand, a safety for me. And, and I wanted to experience that. So, um, and I, you know, I clicked with two amazing women who just have, you know, changed my career. They get me. Wow. They, they, they reach for bigger things than I even, I'm like, they're calm. Oh my God. I can't believe. I just, I just booked, I'm working next week on a show that I would've never thought to audition for. Wow. As a character that I would've never thought my rep was like, here you go. And it's like, you

Speaker 1 (07:04):

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Can't tell us what show can, you can't tell us what show can No, I can't. Oh. We'll find out. We'll

Speaker 3 (07:08):

Find out what show. I mean, it's just, it's just so cool. He's an actor that's like the biggest gift to be able to play every socioeconomic level, you know what I mean? And, and just, that's the fun part, right. In every genre. Right, right. So, um, so yeah, and this, you know, two months into booking, two months into getting this new team, I booked the patient. I booked, uh, um, a Fox show, uh, uh, top of show guest. And, uh, it was like, it was on and, and wow. I can say honestly at this point, it's been kind of continuous ever since. That's awesome. And I can thread it back to the reps.

Speaker 1 (07:47):

Oh, I love that so much. Can you tell, if you had to identify one thing, uh, specific part of agent goals that really helped you the most, what would you say it was?

Speaker 3 (07:59):

Well, for me it was getting over myself, my ego. I mean, I was, I I I really thought, uh, maintaining an open mind. Yeah. Maintaining an open mind. It was really challenging for me. You know, I didn't really, you know, I didn't have a lot of faith. You know, I felt really jaded and I, I was a little gun shy that it was never gonna happen for me. I was never gonna have the reps that, that really understood me and that I feel so great about, you know? Yeah.

Speaker 1 (08:31):

I love you saying that, Laura, because, because it's, first of all, cuz I just appreciate your vulnerability around it because also, like you said, I'm not 20 years old. I've been in the business for a minute and there I can see myself say yes to, oh, it's just never gonna be the way I imagined. It's never gonna be the reps who really get me and are really putting me like, my expectation that my expectations have not been realistic. It's un like to, and you were, and that, that you were like, that this opened up something up, a new idea for you that said, no, I can, I can say yes to this different way of doing things. I really appreciate you saying that. What did you learn the most about yourself? Was it that, would you say that's the thing you learned the most?

Speaker 3 (09:09):

Um, yeah, I think it was, it was at that point that I really kind of, I feel like every year, you know, uh, kind of does this where I get, you know, get more confidence every year, every year, you know, by being in this business. But, you know, it kind of gave me the confidence, you know, that, you know, sitting in my CEO voice Yeah. You know, that this isn't, you know, and we've had some things over the past year that, you know, I've been able to voice where normally I wouldn't voice, you know, like, this is a problem. I really want to talk about this. This isn't working for me. This, this thing that's happened here. I need, it's, I need to fix. We need to fix it. Cuz it's, it's not making me feel good. I would never be able to say that before. I'd kind of pivot around it and like,

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Speaker 1 (09:52):
Maybe it'll get better next time.

Speaker 3 (09:54):
Well, and, and around it probably get a little manipulative with it. Not really be honest, you know what I mean? And it's like, oh man, no, no.

Speaker 1 (10:04):
Oh, I love that. Lord. That makes me so, on a deep level, that makes you

Speaker 3 (10:07):
Right. That's a

Speaker 1 (10:08):
Relationship's human. You being the person you really wanna be, instead of being this other version of you were like, they're kind of have a little bit of power. So I'm gonna manipulate. I'm not gonna, I just love you saying that. So I wanna make sure everyone hears that. Yeah.

Speaker 3 (10:20):
Yeah. And then also, no one ever gets to know, and, and I've had this before, you know, in the past I've let go of reps and they've walked away going, what? And I, you know, over the years, I have to look at my part in that. My part was that I was never really honest with them.

Speaker 3 (10:36):
And so, you know, that must have really been painful for them. I kind, you know, I kind of just pulled the rug under the, you know, rug from them, you know? And, um, I wasn't gonna do that again. I had done it too many times that it, it, it, and, and I, you know, and so I really try and stay very authentic. And even if it's not pretty, you know, I wanna be people pleasers. I mean, if you're in this business, you probably wanna be loved in some way, you know, it's all about that, right? Yeah. I wanna be loved. I wanna be loved. So it's like it bleeds into your business. It's like, uh, that's not where you bleed now. No. So, yeah.

Speaker 1 (11:10):
So Laura, so tell, so can you, you only, because I think everyone's interested and I know I'm person, but can you tell us a little bit about your experience shooting the patient with Steve Corral and also your, I know you did a lot of character work in your process to prepare for this role. Do you mind sharing a little bit about that?

Speaker 3 (11:25):
Well, that, this has been really a feather in my cat because I came from rock and roll. I mean, I was a bass player in various different bands in my youth. And so Wait,

Speaker 1 (11:33):

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Wait. Stop, pause. I'm, stop you again. My interview style is stopping you. That's, I said my new interview style is to tell people to stop talking, I guess, cuz that's what I'm doing this whole episode. Cuz I wanna make sure to miss this. Everyone, Laura is like a rocker chick. If you ever see videos of her in the band like that, she, it like, it is amazing. It looks, she looks so cool. I'm like, I can never, I aspire to be as cool as you God doing this. Oh my God. And I think it's so interesting because as we talk about this, we see, yeah, I can go out there and do this and then here in the business, sometimes things get crunchier for me. And I've been really taking off some of that show. I just love, you know, we have these different sides to ourself where yeah. Ghosts can come up and get in the way of us really showing up. But I just think that just a, a really great dynamic that Jeff, so take us back. Sorry. I know we're talking about the patient, but I

Speaker 3 (12:14):

Just wanted, thank you say that years, for years. I used to hide it as an actor cuz I was embarrassed that, that people wouldn't take me seriously as an actor. Oh. Because I was from rock and roll, you know, cuz I was, uh, you know, in band. And now it's like, oh my God, are you kidding? It's, you know, it's, uh, it's part of my story. You know, I I I I wear it with pride. And so, uh, so yeah. So I, um, so when this audition came in, um, I, it was a reformed Jewish canor mm-hmm. <affirmative>. And the audition required me to play guitar and sing a song and also do the, do the sides Right. Do the scenes. I was so, so, so in my element, and I have to tell the story because it's so true. I really feel like, so during the pandemic, I did this, um, I did this songwriting challenge, this self-imposed songwriting challenge, 30, 30 days of songwriting.

Speaker 3 (13:15):

And I mean, there were, there were times when I did it and I was like literally one note. I mean, you know, I'm not a proficient auto of people. And, um, and, but just, I would make a little Diddy whatever. Um, I was doing the, um, the, the, um, the artist way. Okay, great. And so, um, so I had all these videos of myself doing, recording these songs and I'd spent all day, that's what I did with some of my pandemic. I'd spent all day writing a song and recording it. And then sometimes I'd be brave and put it up on Instagram and sometimes I wouldn't uhuh, you know, I did, I did this for 30 days. And so by the time this audition came, I had dusted off my guitar, you know. And um, so I had learned a song in Hebrew. Um, I am Jewish, so it, it wasn't so far from me mm-hmm. <affirmative>. And um, and you know, I put it down and I let go of it. Um, and I've been really in that for the past couple years now. It's just like you, I rip up the sides. Right. Rip it

Speaker 1 (14:18):

Up, <laugh>. Yeah.

Speaker 3 (14:19):

Soon as I, everybody knows, soon as that thing is laid down, rip, rip. Am I

Speaker 1 (14:24):

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Done? Oh, I love it. I love way ever could to steal that, steal that little advice. Right. There's

Speaker 3 (14:28):

A great one. Yeah. It's done. It's done. And so, um, and then over then I get on a plane to go for, this was, this happened last year. I get on a plane for Christmas to go to Colorado and as soon as I land my manager calls and says, um, they wanna see, they want you to do these sides a different way and they wanna see you playing guitar more. And, and what, um, can you send us more tape?

Speaker 1 (14:53):

And it's Christmas just so it's like, it's it's holiday time, right? Yeah.

Speaker 3 (14:57):

<laugh>. It's Christmas Eve. It's Christmas Eve. And so I'm like, I have none of my. Yeah. And so, luckily, usually when I, when I do auditions, I try different ways in doing, doing it, you know what I mean? I'll make a 180. With, with, with uh, some of the choices, I just tried different things. And so one of the things that they had asked for, I, I had, remember I'd clocked that I had done it that way. Wow. And so I, I had it, um, in my save files. So I was able to send that. And then I was able to send a couple of my songs from the songwriting challenge. Wow. Wow. That were very true to the character. They were almost like kids songs or whatever, you know, cuz she plays a cantor who teaches, uh, the kids music. Right. And so within five hours I booked it and I was so excited to work with Steve Corre Oh my God.

Speaker 3 (15:50):

To work with a casting director who I absolutely adore. Jeanie Backrock, who I had been casting. I mean, these are the things that I, I can get me, um, uh, choked up. You know, you, you, you read for casting directors for 20 plus years for all the different shows on different lots when we were, when we would be in person for years and years and years, they've seen you grow and grow and grow. And then after all this time you finally book with them and you think, thanks for staying around, man. Thanks for staying around. Thanks for being in my little fan club. And cuz I, I very much admire the work that, that you do. You know? And so that was a real feather in my cap as well. Um, and, you know, it was shooting immediately. So then I got to the task of having, getting to work with, you know, um, a music dramatist, so to speak, a composer who, um, who was a cantor.

Speaker 3 (16:44):

And wow, we, we got to learn all these Hebrew songs and I mean, I gotta play my guitar and then do the scene and work with Steve Corll, who's I was really g excited. I mean, you know, look, I think he's a really funny guy, but, you know, and I've said this many times, I love his dramatic work. I love him as a dramatic actor. I just, I just love him. He's, he's got this every madness about him that like, I just adore. And so I was glad I got to work with him in this genre, you know? Got it. Yeah, yeah, yeah. And I'm a huge fan of the Americans, so it was like a huge get, uh, to be able to, to work with such incredible writers and, and just the caliber of, of actors that I got to work with is just always, it's always amazing.

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Speaker 1 (17:27):

That's awesome. I mean, it was, and, and everyone needs to watch a show if you haven't seen it already, because it is like, you can't stop bending. It's, it's impossible. It's dark when you catch stop binging. Yeah, yeah, yeah, yeah. Do we know if there's season two yet? Do we know

Speaker 3 (17:38):

Anything? No, that's it. It's one and done. It was a limited

Speaker 1 (17:41):

Series. I was like, ready for, I was like not. I was like, that kid, you can't leave me here. I'm Oh my

Speaker 3 (17:45):

God. I know, I know. It's a limited series.

Speaker 1 (17:47):

Oh God. Oh God. I love it. Um, so yeah, to, uh, to leave, kind of leave our listeners with a little bit of something, you know, for the actor who is listening and is, you know, questioning around reps or about their careers, anything you wanna say to actors when you, if you were, like, if I put you on your, your bully pulpit here, would there be something you would want them to say either in terms of reaching out to reps, uh, that you think that actors need to hear,

Speaker 3 (18:16):

Um,

Speaker 1 (18:16):

Especially I guess I'm saying is the actor who was where you were at the beginning of this process, the actor who was where you were at the very beginning of this process?

Speaker 3 (18:26):

Yeah, I mean the, here's the thing, you know, in my head I was getting so precious with it. It was, it had to be so precious. This was the biggest decision I was gonna make. And I, you know, it's good to take these things, you know, these are decisions about your career, of course you wanna take 'em seriously. But look, the bottom line is if you try, if you try a rep and they don't work out, you know, you're gonna know soon enough you take you taking a leap of faith no matter what. You know, I mean, the truth is, I felt like these women I jived with, but I was still taking a leap of faith. I didn't know if in three months they would really get me. I don't know what they, if they really understood me, you know, you meet with the rep for an hour, you, you know, you're lucky if you talk to 'em, maybe, you know, three minutes a week or whatever it is.

Speaker 3 (19:11):

And you'd have to take that leap of faith, you know, that maybe they're gonna, they're gonna get you and they're gonna, you know, they're gonna have that, uh,

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they're gonna know those, the, the how to, you know, package you and whatnot. And, but you know, it's sometimes I can get really perfectionistic about this business and it's like, look, I mean, the truth is we see through the people that were casting 10 years ago are now managers, and managers become casting directors and manager. You know, I, I know a, a casting director that went back to being an actor. You know, it's like, you know, it's, it's to not be so precious with it and to just, you know, um, yeah.

Speaker 1 (19:54):

Yeah. I love that you say that because I think, you know, one thing we also try to, sometimes I think there's this, we wanna not have to be vulnerable and faith. The faith is vulnerability. Right? We wanna like, let me engineer all the ways that I can try to find the least amount of risk in this situation. If I reach out to only 10 people, then I'm only having 10 people saying no to me. If I'm asking for referrals, I'm only gonna have one, one or two of those anyway, that we just try to get smaller and smaller and smaller. What I think that it does is it, it, it takes away the, I believe it takes away the power of the, the universe to have a voice at all. Cause we've taken out any degree of grace or, or something to be aligned for you to be attracted to someone else, for them to be attracted to you. And I'm using the word attracted. I think everybody knows, I'm not talking about sexually or intimacy. Right, right,

Speaker 3 (20:37):

Right,

Speaker 1 (20:37):

Right, right, right, right. The magnet, the magnetism that you can have there. Uh, but I think you write off, you, you, you write, you take, I'm gonna take out the power of magnetism in this conversation cuz I'm gonna think really, really small. Um, and I, well,

Speaker 3 (20:48):

And also, and also I think that one of the biggest takeaways for me is I, I learned from you to clock as soon as I left every meeting, I clock how I felt

Speaker 1 (20:59):

Good.

Speaker 3 (20:59):

How did I feel? How did I feel was I was on myself? Or was I people pleasing? What was I doing? Was it, was I, did I truly say the things? I mean, you know, sometimes you, when you're in a conversation remember everything Totally. But the feeling, you remember the feeling. Yes. Do you know what I mean? And so trust that feeling because that feeling is everything. You know what I mean? And just because someone looks good on paper and they're the, the type of ropes, it's, it's, it's how you're gonna be able to interact with them so that they can get to know you and be authentic so you can be your authentic self.

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Speaker 1 (21:31):
Yeah. And

Speaker 3 (21:33):
I

Speaker 1 (21:33):
Think it's a, I mean let's be, it is a lot to ask of a business relationship. I mean, I think that's true. That's why these are touchy cuz it's a lot to ask of a business relationship that you can understand who I am and I you can, you're, I'm okay to call you and like I'm in a situation on set. They're trying to get me to do something. I shouldn't, we didn't say for like no. Sure. Like, you have to be able to and like fight for me in the real, like it's a, it's a tricky moment. So I,

Speaker 3 (21:50):
Yeah. We don't work for ibm. I mean, you know, these are all creative people. Creative people have lots of different egos. So, you know, it's, you know, that, you know, it's, you know, that going in, you know? Yeah. You just, you have to know that cuz that's this business, you know? Yeah.

Speaker 1 (22:07):
Yeah. Um, Laura, I wanna thank you so much for today's conversation. I just, I

Speaker 3 (22:12):
Adore you

Speaker 1 (22:12):
So much. I adore you too. And we, I wanna say one more thing about Laura Limi that I think is so cool is, uh, you know, you talk about how I've been in the business for a while and how it became a thing that could have been an obstacle to saying yes to this new way of reaching out to reps because yes, I know enough about this business. I've been around here. And it became, one of the ways you actually learned is by using, didn't know you were using that tool, but you were using that tool. But also even so your willingness to say, well, I'm gonna listen to, I'm gonna listen to this new way of doing things. I'm gonna, I'm gonna write down how I feel after these meetings. And I say that not to toot the horn of agent goals, but I say that to, for me, in my work as a non-denominational rapper, my belief in the spiritual world is when you ch your ability to change your mind or when you change your mind, that is a miracle.

Speaker 1 (22:56):
Our shift in perspective is the definition of a miracle to me. And so your willingness to shift around these things, even the tiny ones that you're doing home alone, when you're sitting in front of your computer and like, this just told me to do this, him. And you're like, okay, I'll try it. Like that whole, each one of those I think is, uh, you know, just aligning that much more with what's intended for you. And so I just appreciate you, uh, honestly sharing about your experience doing that. So that means a lot to me as

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Speaker 3 (23:21):

In the work. Well, and I will be honest that I, I was in a lucky seat in that I had proof from previous years of working with you mm-hmm. That I had proof that things happen around you that are pretty special. Aw. So maybe something

Speaker 1 (23:38):

Like a bottle there. I'll take it. I love it. I

Speaker 3 (23:40):

Love it, buddy. You have been for me. You really have been. It's, it's very true. So, and with, I know you have for a lot of people, so, um, you know, thank you. I'm, I'm forever grateful for you on so many levels.

Speaker 1 (23:54):

Thank you so, so, so much. Thank you so much. And thank you for today. And, uh, everyone we will link to Laura, should we link to your Twitters, or I'm sorry, no one does Twitter anymore. Goodbye Twitter. Should we link, should we link to your Instagram so people can keep in

Speaker 3 (24:06):

Touch with you? Great. Sure. Yes. That's, you

Speaker 1 (24:07):

Wanna say what it is out loud for everybody?

Speaker 3 (24:09):

Uh, it's Laura Niemi, uh, Instagram slash laura niemi

Speaker 1 (24:15):

And n i e m i

Speaker 3 (24:17):

If you're n i e m i.

Speaker 1 (24:18):

Yeah. And we'll link to that in the show notes. We'll also link to the episodes that I mentioned, uh, as well is the and Out article, which I think if anyone was inspired. Yes.

Speaker 3 (24:26):

Hopefully that's still recorded. Yes,

Speaker 1 (24:27):

Yes, yes. All right. Thank you so much, Laura. We'll have to have you on again. Take care.

Speaker 3 (24:31):

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Bye. Have a great Thanksgiving. Happy Thanksgiving. Happy.

Speaker 1 (24:35):

We can have a moment, Laura, to say goodbye as well. So I just wanna make sure. Thank you. Like I, you also hear me like thank you for real. Also, I'm gonna thank both are real, but also just really, really appreciate everything you said today. All right. All right. Have a good Thanksgiving. Happy holiday. Love you so much. Be good. All right. Bye-Bye.