Let’s Talk Shop
The Business of Show
with BAA’s Director & Founder, Jennifer Johns
Common Questions we will cover in our chat today:

- What is the difference between an agent and a manager? Is a manager the best way to go if I’m just starting out? How do I land an interview with an agent or a manager?

- What exactly is the role of a Casting Director? Can I submit my materials to a Casting Director without having an agent?

- Am I really ready for representation? Do I really NEED and agent or manager to get auditions or move my career ahead?

- Do mailings to agents and casting directors get looked at? What is the best way to get an agent or manager to notice me? What should my mailing look like to get the most attention – re: envelope, picture, resume, and cover letter?

- Should I CALL agents, managers, and casting directors before or after my mailing – or not at all?

- Is there a different way to market myself to agent/managers vs. casting directors?

- What is the difference between signing and freelancing with an agent? Can I freelance with more than one agent?

- Once I start working with an agent, how do I maintain the relationship most effectively?

- What are the secrets of “self submitting” when I find out about a big project that is being cast?

- Should I put together a website or a clip reel and what should be on it? What about youtube?

- Should I send out picture (headshot) postcards as follow up and if so, when and to whom?

- Is a good headshot and resume really that important? How do I get the best headshot and how much should it cost?

- What is the secret to getting a headshot that really works for me and gets me in the door? What is the biggest mistake most actors make with their headshots?

- The Unions: How important is it to be in SAG-AFTRA or EQUITY (AEA)?

- When is the right time for a young actor to join the unions?

- Is NY or LA a better place for me to be? Should I move here?
● Should I consider commercial work? How do I go about that?

● What are the most important dos and don’t once I land a big audition? Should I chat with the casting director? Should I shake everyone’s hand? Should my material be memorized or should I use the paper? What distinguishes good audition from a “knock their socks off” audition?

● Is knowing and marketing my “type” really that important? How do I go about finding age appropriate and “type” appropriate audition material?

● Who are the top casting directors I should focus on?

● Who are the top agents I should focus on?

● Should I keep an audition and workshop journal? What should be included?

**Additional important things to think about:**

● Making a commitment as a FAMILY (Deciding on this career effects EVERYONE! Mom, Dad, Sisters, Brothers!)

● Auditions are a mini-performance!

● The greatest gift a young actor has to offer (Hint: Your youth and being **YOU**!)

● Focusing on the things you CAN control (and discarding the things you CAN’T!)

● Rejection: Resilience (How hearing “No!” can instead become hearing Next!!!”)

● Persistence

● The three things a day plan

● Marketing- the magic of threes

● Regional Markets

● Doing your research! Opportunity is knowing what’s available out there

● Training and Classes

● PWE! (Professional Work Ethic)

● Getting a “note” is receiving a gift!

● Developing a Great Reputation

● Education, Tutoring, Chaperoning for Child and Teen Actors

● Financial Matters

● An Exit Strategy

● The “right kind” of parent support

● Luck & Serendipity

If you have additional questions please add them to the write in spot and I will do my best to address them in our discussion! Additionally, I am very happy to set up a live, skype, or phone career coaching to assist you with putting an individualized business plan or showcase follow up in place! Please contact jjohns@broadwayartistsalliance.org for career coaching rates or to set up an appointment with Jennifer!
NY Agents (The Short List):

*Indicates that they notably represent children under the age of 18

About Artists Agency, Inc.
Renee Glicker - Film/Theatre/Musical Theatre,
John Kokofsky,
1650 Broadway Ste. 1406
New York, NY 10019
www.aboutartistsagency.com

**Abrams Artists & Associates, Ltd.
Jamie Pillet, Katie Chambers, Victoria Kress
275 Seventh Avenue, 26th floor
New York, NY 10001
www.abramsartists.com

*Andreis Talent Agency, Inc.
Barbara Andreadis
119 West 57th Street, Suite 711
New York, NY 10019
(212) 315-0303
Headshot/Resume via Mail ONLY. No tapes.

Atlas Talent
John Hossenlopp, John Wasser, - Michael Guy-
commercials & voice overs
15 E. 32st. 6th floor
New York, NY 10016
www.atlastalent.com

*Avalon Artists Group NY (bicoastal)
Craig Holzberg, Owner, legit
Eric Holguin - commercial and print
242 W. 30th st Suite 903
New York, NY 10001
(212) 868-3200/(323) 868-3210
eric@avalonartists.com
 craig@avalonartists.com

Bauman, Redanty & Shaul/Gage Group
(recently merged companies)
Charles Bodner
Kristin Labo – No Commercials/No Voice-Overs
1650 Broadway, Suite 1410
New York, NY 10019
(212) 404-2340
SUBMIT BY MAIL ONLY!

Bloc NY
Fatima Wilson-commercial, Jim Daly- MP/TV,
Meagan Mishico, Emily Watson
630 9th ave Ste. 702
New York, NY 10036
(212) 924-6200
www.nycblocagency.com
info@blocnyc.com
Mail in Submissions and holds general auditions.

**Don Buchwald & Associates
Leslie Zaslower – Young Talent, Film/TV/Theatre
Pam Goldman – Young Talent
www.Buchwald.com
10 East 44th Street
New York, NY 10017

*CGF Talent
Joel Carlton, Michael Goddard, Christopher Freer
3 Columbus Circle, Suite 1624
New York, NY 10019
(240)-520-1023
submission@cgftalent.com
submit via mail or e-mail
**Carry Company**
Sharon Carry – TV/Film/Commercials  
20 West 20th Street, 2nd Floor  
New York, NY 10011  
Check to see if accepting submissions.

**Carson-Adler Agency, Inc.**
Nancy Carson (Owner) Legit,  
Bonnie Deroski, Commercials,  
Shirley Faison, Legit  
250 West 57th Street, Suite 2030  
New York, NY 10107  
Mail only submission  
www.carsonadler.com

**Carson Kolker Organization, Ltd.**
Barry Kolker (Owner), Alice Skiba - commercial  
419 Park South, Suite 606  
New York, NY 10016  
Mail only submission

*Mary Anne Claro Agency*
Mary Anne Claro (Pres/Agent) Ray Claro (Head of children’s division)  
8600 West Chester Pike #202  
Upper Darby, PA 19082  
http://clarotalent.net/  
Submit by mail.

Clear Talent Group
Jaime Harris – Theatre/Film/TV/Commercials  
Jody Alexander – Director of Young Talent  
325 West 38th Street, Suite 1203  
New York, NY 10018

**Cunningham, Escott, Slevin, and Doherty (CESD)**
Maura Maloney, Vanessa Gracia, David Doan  
257 Park Ave. South Ste. 900  
New York, NY 10010  
(212) 477-1666  
www.cesdtalent.com  
Mail photo and resume.  
Email mp3s of VO to myvoices@cesd-talent.com

DDO Artists Agency (new NY Kids Dept.)
Thomas Scott, Jerry Kallarakkal, Gina Manfredi  
220 W 4th St. #200  
New York, NY 10014  
(212) 379-6314  
www.ddoagency.com  
Mail submissions only!

Ginger Dicee Talent Agency
Ginger Dicee- commercials, soaps, VO, industrials  
56 W. 45th St. Ste 1100  
New York, NY 10036

Douglas, Gorman, Rothacker & Wilhelm, Inc. (DGRW)
Jim Wilhelm (Agency Head), Chad Pisetsky,  
Josh Pultz, Nicole Wichtinsky.  
1501 Broadway, Suite 703  
New York, NY 10036  
www.dgrwinc.com  
Mail Only.

**Frontier Booking International (FBI)**
John Shea – Theatrical, Heather Finn – Commercials/Voice-Overs  
1560 Broadway, Suite 512  
New York, NY 10036  
Mail Only.

**Generation TV**
Dina Torre – Commercial, David Doan - Legit  
20 West 20th Street, Suite 1008  
New York, NY 10011

Gersh Agency New York, Inc (bicoastal)
Scott Swiontek, Randi Goldstein, Kyetay Beckner,  
Samatha Chalk…  
41 Madison Ave. 33rd floor  
New York, NY 10010  
www.gershagency.com  
Mail only submissions!

Peggy Hadley Enterprises, Ltd.
Peggy Hadley  
119 West 57th Street, PH North  
New York, NY 10019

Hardin-Curtis Associates
Nancy Curtis & Mary Harden (Owners), Diane Riley, Michael Kirsten, Scott Edwards, Joanna Bell – Theatre/Film/TV  
214 W 29th St. Suite #1203  
New York, NY 10001  
18 and up only. Mail only.

Hartig-Hilepo Agency, Ltd
Paul Hilepo, Liz Rosier, Peter Sanfillippo  
54 W. 21st Ste. 610  
New York, NY 10019  
info@hartighilepo.com  
Mail only.

**Paradigm Agency**
Rachel Altman, Ellen Gilbert  
Youth/Young Adult Division (New!)  
360 Park Ave. So 16 floor  
New York, NY 10010  
Mail Only  
www.paradigmagency.com
**Henderson-Hogan Agency, Inc.**
*George Lutsch, Lauren Tucker, Alex Butler, Thomas Milam – Legit/Theatrical Only*
850 Seventh Avenue, Suite 1003
New York, NY 10019
Ages 16+

**Innovative Artists Talent Agency**
*Barbara Coleman – Young Talent/On Camera*
235 Park Avenue South, 10th Floor
New York, NY 10003

**International Artists Group Inc.**
*Meris Zittman*
34 W. 86St. Apt. B
New York, NY 10024
meris007@hotmail.com
Mail only submissions

*Jordan, Gill & Dornbaum Agency, Inc.*
*Jan Jarret*
1133 Broadway, Suite 623
New York, NY 10010
Mail Only

*Victoria Morris, Lori Swift, Dana Bennett – Film/TV/Theatre*
110 West 40th Street, Suite 2506
New York, NY 10036
Headshot/Resume via Mail Only. No videotapes.
*16 yrs old and older

**Kerin-Goldberg & Associates**
*Charles Kerin, Ellison Goldberg, Ronald Ross*
155 E. 55 St. Ste. 5D
New York, NY 10022
Mail only submissions!

*Nicolosi & Co. Inc.*
*Jeanne Nicolosi, David Cash, Jeremy Leiner (Children)*
150 W. 25St. Ste 1200
New York, NY 10001

**Fifi Oscard Agency, Inc.**
*Peter Sawyer, Carmer LaVia (Vice Presidents), Drancis Del Duca – Theatre, Kevin McShane – Commercial*
110 West 40th Street, Suite 704
New York, NY 10018
Mail Only.

Meg Pantera
Meg Pantera – Films/Soaps/Theatre/TV
138 West 15th Street, 1st Floor
New York, NY 10011
Ages 17+

**Schuller Talent/ New York Kids**
*Margaret Matuka (agent)*
276 Fifth Ave, Ste. 207
New York, NY 10021

**Stewart Talent New York**
*Donald Birge, Kara Vokmann, Steve Maihack, Jason Sasportas – VO, Phil Cassese- Commercial*
318 W 53 St. Ste. 201
New York, NY 10019
Submissions.newyork.legit@stewarttalent.com
Submissions.newyork.commercial@stewar	anten	.com

**Stone-Manners-Salners Agency**
*Tim Stone, Ben Sands, Samantha Huff*
900 Broadway Ste. 910
New York, NY 10003
smsinfo@smsagency.com

**Take 3 Talent**
*Eddie Rabon, Dariana Sub- children, new theatre. Natasha Matallana – young talent Alyson Gaspin-commercial and print, children*
555 8th Ave. #710
New York, NY 10018
info@take3talent.com
info@productmodelmgmt.com

**The Talent House**
*Peter Kaiser and Jed Abrahams*
325 W. 38th Ste. 605
New York, NY 10018
Mail Only Submissions!

**TalentWorks, Inc.**
*Harry Golds (LA), Danielle Ippolito, Jay Kane*
505 8th Ave. #603
New York, NY 10018
Mail Only Submissions!

**The Mine Talent Agency**
*David Crombie, Dustin Flores, Haley Holmes– TV/Films/Theatre/Commercials*
347 West 36th Street, Suite 203
New York, NY 10018

**Wolf Talent Group**
*Teresa Wolf, Michael Hennessy*
165 W. 46th Ste. 1104
New York, NY 10036

Ann Wright Representatives
*Ann Wright, Dan Wright*
165 W. 46th St.
New York, NY 10036
Mail only submissions!
NY Managers:

* Indicates that they notably represent children under the age of 18

*Bercy Talent Management  
Jason Bercy, Owner  
PO Box 456  
Marlboro, NJ 07746  
Info@BercyTalent.com

*Calli Company  
Lisa Calli, Owner  
callicompany@gmail.com

*Goldstar Talent Management  
Sid Gold  
240 Central Park South #8R  
New York, NY 10019

*Nani/Saperstein Management, Inc.  
Terry Saperstein  
481 8th Avenue # 547  
New York, NY 10001-1809

*Parkside Talent Mgmt Group  
Judy Battista, Peggy Backer  
454 Penns Way  
Basking Ridge, NJ 07920

*Persona Management  
Lori Danziger  
40 E 9 th Street, Ste 11J  
New York, NY 10003

*RKS Management, Ltd.  
Rochelle Kishner Shulman  
975 Park Avenue, Suite 10C  
New York, NY 10028

*Shirley Grant Management  
Dave McKeown, Shirley Grant  
PO Box 866  
Teaneck, NJ 07666

*Sinclair Management  
Judith Lesley, Michele Sternberger  
95 Christopher Street, #6F  
New York, NY 10014

*Zoom Talent Management  
Kim Pedell, Owner  
kim@zoom-talent.com

Regional Managers:  
One of the best ways to explore Personal Managers in YOUR area is by asking other working young talent whom you admire and trust if they have a good relationship with their current local representation. Do your research, and also try to set up an audition and meeting/interview in person before signing a contract. Call Sheet by Backstage also publishes a Regional Managers issue once a year.
SHOWS AND THE CASTING DIRECTORS WHO CAST THEM!

You may locate Casting Director Addresses for mailing and submission opportunities through the publication “Call Sheet” by Backstage, a general google search online, or by visiting theatrical websites such as playbill.com and castingabout.com! We also have mailing labels available at BAA’s Merchandise Booth.

<table>
<thead>
<tr>
<th>Current Broadway Shows</th>
<th>Casting Office/Casting Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>All The Way</td>
<td>Telsey + Co Casting</td>
</tr>
<tr>
<td>Beautiful</td>
<td>Stephen Kopel Casting</td>
</tr>
<tr>
<td>The Book of Mormon</td>
<td>Carrie Gardner Casting</td>
</tr>
<tr>
<td>Bronx Bombers</td>
<td>Stephanie Klapper Casting</td>
</tr>
<tr>
<td>Chicago</td>
<td>Duncan Stewart Casting</td>
</tr>
<tr>
<td>Cinderella</td>
<td>Cindy Tolan Casting</td>
</tr>
<tr>
<td>Gentleman’s Guide to Love…</td>
<td>Jay Binder Casting</td>
</tr>
<tr>
<td>Glass Menagerie</td>
<td>Jim Carnahan Casting</td>
</tr>
<tr>
<td>Jersey Boys</td>
<td>Merri Sugarman Casting</td>
</tr>
<tr>
<td>Kinky Boots*</td>
<td>Telsey + Co Casting</td>
</tr>
<tr>
<td>The Lion King*</td>
<td>Jay Binder Casting</td>
</tr>
<tr>
<td>Machinal</td>
<td>Jim Carnahan Casting</td>
</tr>
<tr>
<td>Mamma Mia!*</td>
<td>Tara Rubin Casting</td>
</tr>
<tr>
<td>Matilda*</td>
<td>Nora Brennan Casting</td>
</tr>
<tr>
<td>Motown: The Musical*</td>
<td>Telsey + Co Casting</td>
</tr>
<tr>
<td>Newsies*</td>
<td>Telsey + Co Casting</td>
</tr>
<tr>
<td>Night with Janis Joplin</td>
<td>Laura Stanczyk Casting</td>
</tr>
<tr>
<td>Once*</td>
<td>Jim Carnahan Casting</td>
</tr>
<tr>
<td>Outside Mullingar</td>
<td>Nancy Piccione Casting</td>
</tr>
<tr>
<td>Phantom of the Opera</td>
<td>Tara Rubin Casting</td>
</tr>
<tr>
<td>Pippin*</td>
<td>Duncan Stewart Casting</td>
</tr>
<tr>
<td>Richard III</td>
<td>Jim Carnahan Casting</td>
</tr>
<tr>
<td>Rock of Ages</td>
<td>Telsey + Co Casting</td>
</tr>
<tr>
<td>Rocky</td>
<td>Carrie Gardner Casting</td>
</tr>
<tr>
<td>Twelfth Night</td>
<td>Jim Carnahan Casting</td>
</tr>
<tr>
<td>Waiting for Godot</td>
<td>Zoe Rotter Casting</td>
</tr>
<tr>
<td>Wicked</td>
<td>Telsey + Co Casting</td>
</tr>
</tbody>
</table>

Karyn Casl
Stephen Kopel
Kate Boka
Stephanie Klapper
Benton Whitley
Adam Caldwell
Jason Styres
Stephen Kopel
Kaitlin Shaw
Justin Huff
Mark Brandon
Jim Carnahan
Eric Woodall
Nora Brennan
Bethany Knox
Justin Huff
Laura Stanczyk
Stephen Kopel
Nancy Piccione
Kaitlin Shaw
Benton Whitley
Jillian Cimini
Rachel Hoffman
Carrie Gardner
Jillian Cimini
Zoe Rotter
Craig Burns
Current Off-Broadway Shows

Avenue Q
Berenson Bears LIVE
Bikeman
The Fantasticks
Forbidden Broadway
Handle with Care
Kung Fu
Most Deserving
Newsical The Musical
Open House
Perfect Crime
Threepenny Opera
Too Much Sun
The Tribute Artist

Cindy Tolan Casting
Holly Buczek Casting
Stephanie Klapper
Terzetto Casting
Michael Cassara Casting
Wojcik/Seay Casting
Telsey + Co Casting
Alaine Alldaffer Casting
Tom D’Angora Casting
Catherine Russell Casting
Telsey + Co Casting
Deborah Brown Casting
Stephanie Klapper Casting

National Tours (AEA)

American Idiot
Book of Mormon
Book of Mormon (2nd Nat’l)
Chicago
Evita*
Flashdance: The Musical
Gershwins’ Porgy and Bess
Hello, Dolly!
Jersey Boys
Joseph and the Amazing...
The Lion King*
Million Dollar Quartet
Motown: The Musical
Once*
Peter and the Starcatcher*
Phantom of the Opera
Seussical
Sister Act
The Tempest
War Horse
We Will Rock You
Wicked

Jim Carnahan Casting
Carrie Gardner Casting
Carrie Gardner Casting
Duncan Stewart Casting
Telsey + Co Casting
Tara Rubin Casting
Telsey + Co Casting
Liz Lewis Casting
Tara Rubin Casting
Joy Dewing Casting
Jay Binder Casting
Telsey + Co Casting
Telsey + Co Casting
Jim Carnahan Casting
Jim Carnahan Casting
Tara Rubin Casting
Theatreworks USA
Telsey + Co Casting
Duncan Stewart Casting
Duncan Stewart Casting
Duncan Stewart Casting

National Tours (Non-Equity)

Anything Goes
Bring it On*
Dirty Dancing
Elf*
Flashdance The Musical
Ghost
Mamma Mia*
Memphis
Pinkalicious
West Side Story*
Beauty and the Beast*

Bob Cline Casting
Joy Dewing Casting
Bob Cline Casting
Bob Cline Casting
Bob Cline Casting
Joy Dewing Casting
Joy Dewing Casting
Bob Cline Casting
Holly Buczek Casting
Joy Dewing Casting
Bob Cline Casting

Jillian Cimini
Kate Boka
Rebecca Scholl
Duncan Stewart
Craig Burns
Tara Rubin
Justin Huff
Lis Lewis
Merri Sugarman
Joy Dewing
Mark Brandon
Bethany Knox
Bethany Knox
Stephen Kopel
Jillian Cimini
Tara Rubin
Caroline Kaiser
Craig Burns
Benton Whitley
Daniel Swee
Duncan Stewart
Craig Burns

Bob Cline
Joy Dewing
Bob Cline
Bob Cline
Bob Cline
Joy Dewing
Joy Dewing
Bob Cline
Holly Buczek
Joy Dewing
Bob Cline
# Upcoming Broadway Shows

<table>
<thead>
<tr>
<th>Show</th>
<th>Director</th>
<th>Producer</th>
<th>Casting</th>
<th>Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>Act One</td>
<td>Daniel Swee</td>
<td></td>
<td>Daniel Swee</td>
<td></td>
</tr>
<tr>
<td>Aladdin</td>
<td>Tara Rubin</td>
<td></td>
<td>Tara Rubin</td>
<td>Eric Woodall</td>
</tr>
<tr>
<td>Bullets Over Broadway</td>
<td>Tara Rubin</td>
<td></td>
<td>Tara Rubin</td>
<td>Jillian Cimini</td>
</tr>
<tr>
<td>Cabaret</td>
<td>Jim Carnahan</td>
<td></td>
<td>Jillian Cimini</td>
<td></td>
</tr>
<tr>
<td>Casa Valentina</td>
<td>Nancy Piccione</td>
<td></td>
<td>David Caparelli</td>
<td></td>
</tr>
<tr>
<td>Cripple of Inishmaan</td>
<td>Telsey + Co</td>
<td></td>
<td>Karyn Casl</td>
<td></td>
</tr>
<tr>
<td>Curious Incident...Nighttime</td>
<td>Cindy Tolan</td>
<td></td>
<td>Adam Caldwell</td>
<td></td>
</tr>
<tr>
<td>Dames at Sea</td>
<td>Jay Binder</td>
<td></td>
<td>Jason Styres</td>
<td></td>
</tr>
<tr>
<td>Hedwig and the Angry Inch</td>
<td>James Calleri</td>
<td></td>
<td>Paul Davis</td>
<td></td>
</tr>
<tr>
<td>If/Then</td>
<td>Telsey + Co</td>
<td></td>
<td>Craig Burns</td>
<td></td>
</tr>
<tr>
<td>Kander and Ebb’s Sing Happy</td>
<td>Laura Stanczyk</td>
<td></td>
<td>Laura Stanczyk</td>
<td></td>
</tr>
<tr>
<td>Les Miserables*</td>
<td>Tara Rubin</td>
<td></td>
<td>Tara Rubin</td>
<td>Tara Rubin</td>
</tr>
<tr>
<td>Mothers and Sons</td>
<td>Tarah Rubin</td>
<td></td>
<td>Tara Rubin</td>
<td>Tara Rubin</td>
</tr>
<tr>
<td>Of Mice and Men</td>
<td>James Calleri</td>
<td></td>
<td>Eric Jenson</td>
<td></td>
</tr>
<tr>
<td>Rasin in the Sun</td>
<td>Thaler/Griffiths</td>
<td></td>
<td>Jordan Thaler</td>
<td></td>
</tr>
<tr>
<td>Realistic Joneses</td>
<td>Daniel Swee</td>
<td></td>
<td>Daniel Swee</td>
<td></td>
</tr>
<tr>
<td>The Real Thing</td>
<td>Jim Carnahan</td>
<td></td>
<td>Jim Carnahan</td>
<td></td>
</tr>
<tr>
<td>Titanic</td>
<td>Telsey + Co</td>
<td></td>
<td>Craig Burns</td>
<td></td>
</tr>
<tr>
<td>Velocity of Autumn</td>
<td>Geoff Josselson</td>
<td></td>
<td>Geoff Josselson</td>
<td></td>
</tr>
<tr>
<td>Violet*</td>
<td>Jim Carnahan</td>
<td></td>
<td>Carrie Gardner</td>
<td></td>
</tr>
</tbody>
</table>

# Upcoming Off-Broadway

<table>
<thead>
<tr>
<th>Show</th>
<th>Director</th>
<th>Producer</th>
<th>Casting</th>
<th>Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fly By Night</td>
<td>Alaine Alldaffer</td>
<td></td>
<td>Lisa Donadio</td>
<td></td>
</tr>
<tr>
<td>The Great Immensity</td>
<td>Thaler/Griffiths</td>
<td></td>
<td>Jordan Thaler</td>
<td></td>
</tr>
<tr>
<td>Hand to God</td>
<td>Telsey + Co</td>
<td></td>
<td>Will Cantler</td>
<td></td>
</tr>
<tr>
<td>The Library</td>
<td>Thaler/Griffiths</td>
<td></td>
<td>Heidi Griffith</td>
<td></td>
</tr>
<tr>
<td>Stage Kiss</td>
<td>Alaine Alldaffer</td>
<td></td>
<td>Alaine Alldaffer</td>
<td></td>
</tr>
<tr>
<td>Substance of Fire</td>
<td>Telsey + Co</td>
<td></td>
<td>Will Cantler</td>
<td></td>
</tr>
<tr>
<td>Tales from Red Vienna</td>
<td>Nancy Piccione</td>
<td></td>
<td>Nancy Piccione</td>
<td></td>
</tr>
<tr>
<td>Under My Skin</td>
<td>Cindi Rush</td>
<td></td>
<td>Cindi Rush</td>
<td></td>
</tr>
<tr>
<td>Village Bike</td>
<td>Telsey + Co</td>
<td></td>
<td>Karyn Casl</td>
<td></td>
</tr>
<tr>
<td>What’s it All About?</td>
<td>Jim Carnahan</td>
<td></td>
<td>Jillian Cimini</td>
<td></td>
</tr>
<tr>
<td>Who and the What</td>
<td>Daniel Swee</td>
<td></td>
<td>Daniel Swee</td>
<td></td>
</tr>
</tbody>
</table>

# Upcoming National Tours

<table>
<thead>
<tr>
<th>Show</th>
<th>Director</th>
<th>Producer</th>
<th>Casting</th>
<th>Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addams Family, The*</td>
<td>TBD</td>
<td></td>
<td>Joy Dewing</td>
<td></td>
</tr>
<tr>
<td>Annie*</td>
<td>Joy Dewing</td>
<td></td>
<td>Joy Dewing</td>
<td></td>
</tr>
<tr>
<td>Beauty and the Beast*</td>
<td>Bob Cline</td>
<td></td>
<td>Bob Cline</td>
<td></td>
</tr>
<tr>
<td>Catch Me If You Can</td>
<td>Joy Dewing</td>
<td></td>
<td>Joy Dewing</td>
<td></td>
</tr>
<tr>
<td>Chaplin</td>
<td>Telsey + Co</td>
<td></td>
<td>TBD</td>
<td></td>
</tr>
<tr>
<td>Cinderella</td>
<td>Cindy Tolan</td>
<td></td>
<td>Adam Caldwell</td>
<td></td>
</tr>
<tr>
<td>Godspell</td>
<td>Telsey and Co</td>
<td></td>
<td>TBD</td>
<td></td>
</tr>
<tr>
<td>Kinky Boots*</td>
<td>Telsey and Co</td>
<td></td>
<td>Justin Huff</td>
<td></td>
</tr>
<tr>
<td>Newsies*</td>
<td>Telsey and Co</td>
<td></td>
<td>Justin Huff</td>
<td></td>
</tr>
<tr>
<td>Pippin*</td>
<td>Duncan Stewart</td>
<td></td>
<td>Duncan Stewart</td>
<td></td>
</tr>
</tbody>
</table>

# Upcoming Live TV Musicals

<table>
<thead>
<tr>
<th>Show</th>
<th>Network</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peter Pan, Live!*</td>
<td>NBC</td>
<td>December 2014</td>
</tr>
<tr>
<td>The Music Man, Live!*</td>
<td>NBC</td>
<td>2015</td>
</tr>
<tr>
<td>Grease, Live!*</td>
<td>FOX</td>
<td>2014</td>
</tr>
</tbody>
</table>

10
Sample (Intro) Cover Letter to an Agent or Manager

Dear Mr. Agent (make sure to get the individual who is working directly on the project and to spell their name correctly!)

Hello! (or fun greeting!)

My name is Susie Broadway, and I recently moved to New York in January (or other important fact!) I am currently seeking representation, and ________________ recommended that I contact you (or state a reason your impressed with what you know of the agency and why you think you may be a good fit for each other!).

I just graduated from Idina Menzel Elementary School, and have had 2 callbacks for Matilda since moving here! I also just completed an Advanced Musical Theatre Intensive with instructors such as Santino Fantana, Laura Osnes, Alexander Gemignani, and Eden Espinosa with Broadway Artists Alliance! (Also remind them if you have met them or auditioned for them before, or if you have taken a class of theirs that you have enjoyed. If you have taken a class from them, remind them where, what you sang, and what you loved about it!)

(List any special skills, talents, range, or type that would make you exceptionally right for anything currently on Broadway. Indicate your type.) You can contact me (or my parents) directly at 212.555.BWAY at any time!

I hope to have the opportunity to meet with you (or audition for you) shortly!

Fun signature line that shows your personality!

Susie Broadway
212.555.BWAY
Susie@broadwayrocks.com
Sample (Intro) Cover Letter to a Casting Director

Dear Mr. Casting Director of Casting Company (make sure to get the individual who is working directly on the project and to spell their name correctly!)

Hello! (or fun greeting!)

My name is Ben Broadway, and I recently moved to New York in January!

I just graduated from Jeremy Jordan Middle School, and have had 2 callbacks for Matilda since moving here to attend Laguardia! I also just completed an Advanced Musical Theatre Intensive with instructors such as Beth Leavel, Sutton Foster, Michelle Federer, and Tyreek Wiltez Jones with Broadway Artists Alliance! (State if you have met them or auditioned for them before, or if you have taken a class of theirs that you have enjoyed. If you have taken a class from them, remind them where, what you sang, and what you loved about it!)

I recently noticed your Equity Principal Auditions for __________________ posted in Backstage. I am unable to attend the auditions on that date, but I am hoping you might consider me for an audition the next time you are holding auditions by appointment. I would particularly love to be considered for the role of __________________! (List any special skills, talents, range, or type that would make you exceptionally right for this role).

You can contact me (or my parents) directly at 212.555.BWAY, or reach me through my agent Rachel Hollywood at AWESOME KIDS AGENCY! I hope to have the opportunity to meet with you (or audition for you) shortly!

Fun signature line that shows your personality!

Susie Broadway
212.555.BWAY
Susie@broadwayrocks.com

(You may certainly use these cover letters as a template, but your letter should be in your young performers’ own words to highlight a glimpse of their passion and personality!)
HEADSHOT PHOTOGRAPHERS

Here is a list of a few headshot photographers in the New York area. These are just a few options, and many more can be found by visiting www.reproductions.com! When selecting a photographer, feel free to contact and meet a few before committing yourself to one. Your photographer should be someone whose images speak to you and whose personality fits with yours. Remember, you want to be comfortable and collaborative with the person who will be taking your photograph!

**Low Price Range** ($150 - $500)

- James Kriegsmann *Current Regular Charge* $300, **BAA Discount $75 off** ($225) (www.kriegsmann.com)
- Bill Strong *Current Regular Charge* $295-495, **BAA Discount $40-150 off on Group Packages** (www.billstrongphotography.com)
- Karol DuClos *Current Regular Charge* $750, $500, **BAA Discount 50% off** ($375, $250) (www.karolduclos.com)
- SK Headshots *Current Regular Charge* $450, **BAA Discount $100 off** ($350) (www.skheadshots.com)
- Jeffrey Hornstein Photography *Current Regular Charge* $275, Please contact for BAA discount options (www.jeffreyhornstein.com)

**Middle Price Range** ($500 - $800)

- Blance Mackey *Current Regular Charge* $650 (Adults), $425 (16 and Under), **BAA Discount $100 off Adults ($550), $50 off 16 and Under ($375)** (www.blanchemackey.com)
- BluFace Photography *Current Regular Charge* $395-995, **BAA Discount 10% off** ($355.50-895.50) (www.blufacephotography.com)
- Chris Macke *Current Regular Charge* $645, **BAA Discount $100 off** ($545) (www.mackephotography.com) (18 and older, please)
- Richard Blinkoff (www.richardblinkoff.com)
- Laura Rose Photography *with the Hoebermann Studio* (www.laurarose.com)
- Trevor Oswalt *Current Regular Charge* $695, **BAA Discount $100 off** ($595) (www.trevoroswalt.com)

**High Price Range** ($800 and Up)

- Hoebermann Studio *Current Regular Charge* $995 down to $800, **BAA Discount additional $50 off ($750)** (www.hoebermannstudio.com) Tell Kristin that BAA recommended you to get a faster appointment.

**Website Development:**

- www.stagedoordesigns.com
- www.myvirtualheadshot.com
Recommended Reading

As an actor or the parent of an actor it is your responsibility to learn everything there is to know about the Business of Show! We have compiled a list of great books (fiction and non) to help you better get to know the business, history, and art of musical theatre. Most of these books can be found on Amazon.com or at the Drama Book Shop right here in New York City! Remember, these books are just suggestions; anything you can read about theatre is beneficial to your career!

Monologues

- *The Ultimate Monologue Book for Middle School Actors: Volumes 1, 2, 3, 4*
  111 One-Minute Monologues
  By Kristen Dabrowski & L. E. McCullough
- *The Ultimate Audition Book For Teens (Volumes 1, 2, 3)*
  111 One-Minute Monologues
  By Kristen Dabrowski & Janet B. Milstein
- *Ages 4-18: Winners Competition Series V.1-4*
  Award-Winning 60-Second Comic Monologues
  By Janet B. Milstein
- *Audition Speeches for 6~16 year olds*
  Edited by Jean Marlow
- *Teens Speak: Boys Ages 13 to 15*
  Sixty Original Character Monologues
  By Kristen Dabrowski
- *Monologues for Young Actors*
  Edited by Lorraine Cohen
- *More Minute Monologues For Kids*
  By Ruth Mae Roddy
- *Monologues for Young Actors*
  Edited by Lorraine Cohen
- *The Monologue Workshop*
  From Search to Discovery in Audition and Performance
  By Jack Poggi
- *The Perfect Audition Monologue*
  By Glenn Alterman
- *The Perfect Monologue*
  By Ginger Friedman

Acting as a Business and College Prep

- Acting for Young Actors: The Ultimate Teen Guide By *Mary Lou Belli and Dinah Lenney*
- Acting as a Business, Fifth Edition: Strategies for Success by Brian O'Neil
- How to Sell Yourself as an Actor By *K Callan*
- The New York Agent Book: How to Get the Agent You Need for the Career You Want By *K Callan*
These are books that all actors should read at some point, so tackle them when you feel ready for more advanced reading about acting!
● Regional and Off-Broadway Theatre Guide A Comprehensive Guide (Comes out bi-annually)
● The Insider: The Journal for Entertainment Professional
● NYC Agent Directory by Up to Date Theatricals
● Casting Directors Guide by Hendersons
● Call Sheet by Backstage - Perhaps the best resource for constantly updated Casting Director and Agent addresses and contact information

Great Internet Sources

www.backstage.com http://www.backstage.com
   The online version of Backstage, read relevant articles and find auditions!

www.playbill.com
   Find out about all things Broadway from current shows to auditions and articles!

   #1 site for Broadway, Theatre, Live Entertainment, and Tickets

www.actorsequity.org http://www.actorsequity.org
   The Actors’ Equity website. Lists all upcoming AEA auditions.

www.sagaftra.org
   Provides news and information about SAG and AFTRA

www.actorsaccess.com
   Create an account and self-submit

www.showfax.com
   Great resource for sides, casting notices, audition materials, etc.

www.breakdownservices.com http://www.breakdownservices.com
   Publishes detailed casting information

www.auditionupdate.com
   Great audition updates from multiple sites

www.castingabout.com http://www.castingabout.com
   Find out who is casting on and off Broadway, TV, and Film!

www.musicnotes.com http://www.musicnotes.com
   Great source to purchase and transpose musical theater sheet music!

www.newmusicaltheatre.com http://www.newmusicaltheatre.com
   Great source to purchase post-millennium sheet music!

A final note: Another very important part of your musical theatre knowledge is keeping up with what is current! Be sure to see whatever shows you can, listen to Broadway
soundtracks, and keep up with the news on sites like Broadway World (www.broadwayworld.com). It is important to know all you can about this business. It will lay the foundation for a successful career, and (most importantly) it's fun!

**ADDITIONAL QUESTIONS:**

**NOTES:**