

UTM CAREER CENTRE PRESENTS:

LIGHTS, CAMERA, CAREER!

How To Network So That The Spotlight Shines Brightest On You

Monday March 12th 2007, 6-8pm
CCIT Building, MiST

PANELISTS:

Laurence Follows
Producer, Director, Educator

Erin Frey
Host, Hamilton Tigercats

Derek Genova
Actor, Director, Alchemy Theatre

Shannon Kitchings
Actress, Writer, Producer

Beatriz Pizano
Associate Artistic Director, Nightwood Theatre

Panel moderated by Anna Maria Lo Bianco
Panel package prepared by Anna Maria Lo Bianco
Co-Sponsored by the
UTM English & Drama Department and Theatre Erindale

LIGHTS, CAMERA, CAREER!

How To Network So That The Spotlight Shines Brightest On You

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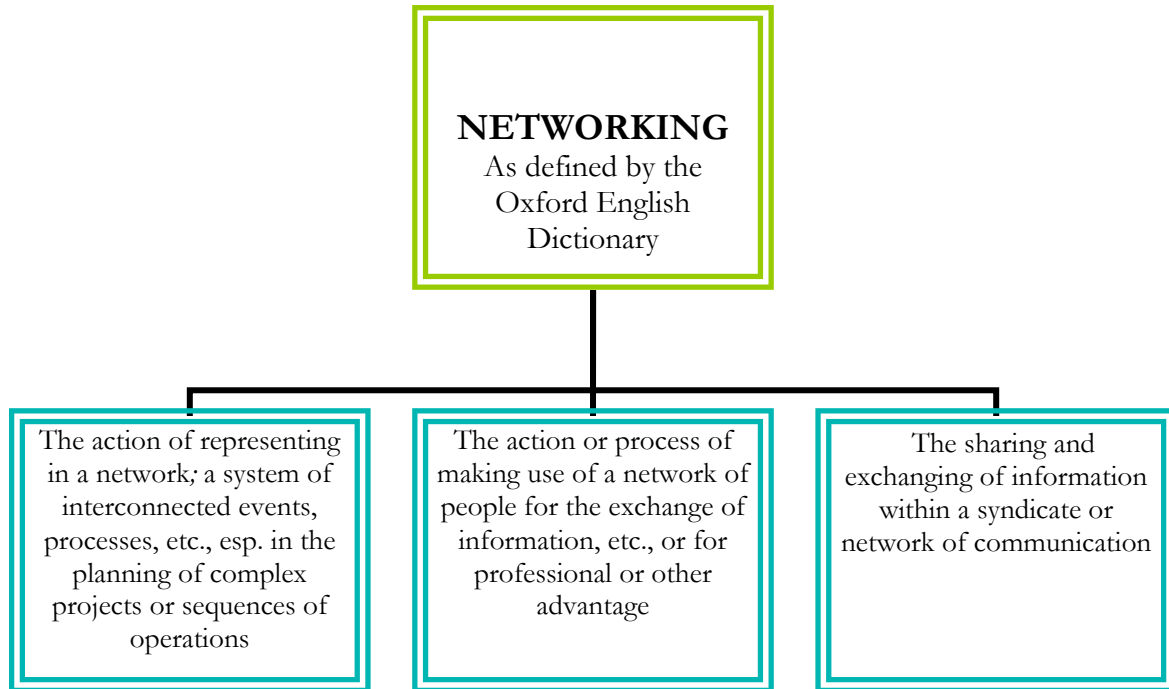
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NETWORKING: What is it?



The process of Networking is vital in developing a career in the artistic world. You may be wondering how networking for actors differs in comparison with networking in other fields? The difference is that there is no difference! The basic rules of effective networking still apply and this booklet serves to help you embark upon this process.

What do you think about when you hear the word “Networking?” Do you picture people in business suits? Perhaps you envision, a group people standing around sipping cocktails and exchanging phone numbers or my.space accounts? Networking is realizing what you can do for someone else!

Networking involves the following fundamental aspects:

- ☆ Bringing two people together at an event: “Meet Joey. He just finished touring his one man show across Canada.”
- ☆ Rescuing a wallflower, or saying something sincerely flattering: “I heard that your show got great reviews in Vancouver.”
- ☆ Passing on some information or a contact name that would help someone in his endeavors: “I want you to meet a friend of mine who might be interested in producing your show.”
- ☆ Telling someone about your product of service if you think it can be of use to him or her.

Networking begins the minute you decide to enter the professional world of theatre. Your career and ability to network begins as early as your university education as you may have the opportunity to work with professional directors and guest artists who hopefully will have fond memories of you once you reunite in the professional world. As Gurvis mentions in her book *Careers for Non-Conformists*, “You want to be remembered for the performance you gave in front of, rather than off, camera.”

There are many ways to start your career. Attend events in your desired field and meet new people. If you are interested in working in Theatre, see as much as possible and begin to talk with people whom you recognize as having a role in the industry. Here is where your research process will come to the forefront. Educate yourself about the various theatres and individuals that you would like to work for and then immerse yourself in an environment where your paths will cross. Networking is all about building solid relationships in which each partner has something to offer the other party. Therefore, before doing your research and jumping into a world of theatre, you must first know yourself and what you have to offer to those whom you hope to add to your network.

Along with preparation, talent and luck, building your contacts is an element which will help lead to success. You want to start building a reputation which categorizes you as being a hardworking and reliable artist.

PAVING THE WAY: The Path to the Red Carpet

As already explored, networking is a necessary reality of any career area and job search. The essence of networking lies in always **being prepared**. Be aware of your contacts including, your friends and family as well as business contacts. Your preparation consists of three elements:

1. Knowing yourself
2. Knowing what you want
3. Knowing who you need to talk to¹

Plan in advance

When planning in advance it is beneficial to know yourself. What are your strengths and weaknesses? This may sound simple, but you should take time to sit down and make a list of your individual strengths as an artist—what do you have to offer that sets you apart as unique and distinctive? Be sure to incorporate the skills that you have developed from various learning opportunities involving your education, interests and experiences.

¹ UTM Career Centre *Tipsheet on Effective Networking*.

Strengths	Areas to be developed

Remember!

Your greatest marketing ability as an artist is to be able to effectively communicate the skills that you have developed. Know what skills you have to offer and be able to illustrate them with specific examples so you are prepared and able to sell yourself confidently in a networking or audition situation.



SAMPLE SPIEL
 “Recently, I received my degree in Theatre and Drama studies and I’m currently developing a one man show that will be premiering at the Toronto Fringe Festival this summer.”

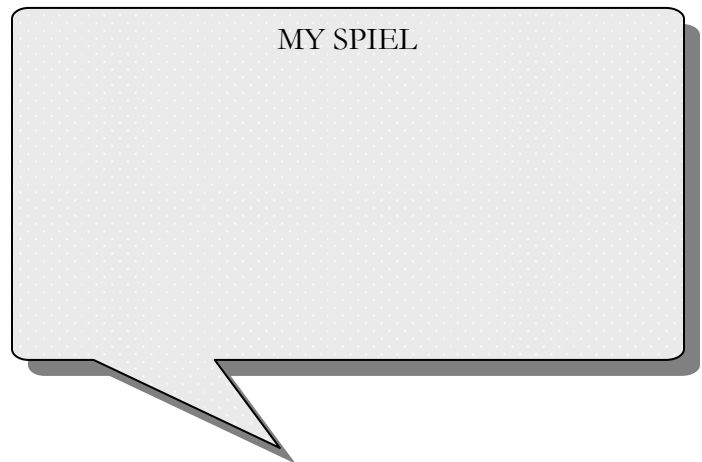
For effective promotion, it is to your benefit to prepare and formulate a short 20-30 second spiel highlighting past achievements, current projects and upcoming events.

In German, the verb “spielen” means to play. Think of a spiel as a 30 second German play That you constantly get to reinvent about yourself!

Keep your spiel short and specific. Remember your intention is to introduce yourself while informing the receiving party of your work projects and interests.

By always having a spiel ready, conversations with new contacts may lead to business opportunities. Even if someone is unable to use your talents at the moment, by letting them know what kind of work you’ve done in the past, are currently involved in, and hope to achieve in the future, they may keep you in mind for prospective opportunities.

Practice making a spiel in the blank spiel bubble:



MY SPIEL

SPECIAL SKILLS: Theatre & Drama Students

When getting started, continue to consider the following skills developed by Theatre & Drama Studies students, which will help you to assess your strengths and your spiel. What other special skills can you add to the list?

- ☆ Active listening and questioning
- ☆ Analytical skills
- ☆ Attention to detail
- ☆ Business management skills
- ☆ Creativity
- ☆ Create powerful images with sight, sound, motion & words (nonverbal communication)
- ☆ Critical thinking
- ☆ Communication
- ☆ Decision making
- ☆ Demonstrate creativity and artistic expression
- ☆ Interpersonal
- ☆ Presentation Skills
- ☆ Public Speaking ability
- ☆ Time management
- ☆ Work with deadlines
- ☆ Work independently
- ☆ Work in teams/small groups

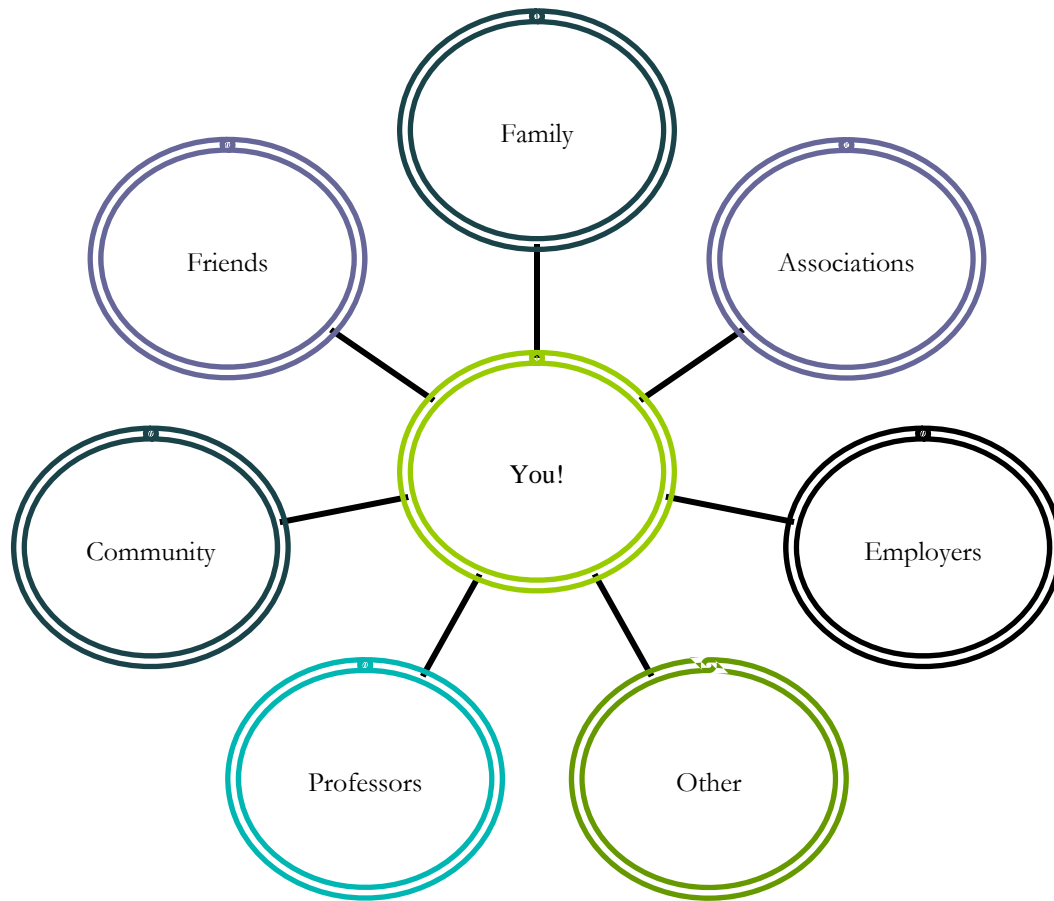
PRACTICE MAKES PERFECT: Networking Rehearsal

If you haven't already been convinced that Networking is vital to your career search, maybe you're the kind of person who requires cold hard evidence to be convinced. Researchers Watts and Strogatz mathematically proved the "it's a small world phenomenon," (I know what you're thinking, and yes such a phenomenon exists!) meaning if you randomly shake hands with 3 strangers those encounters are sure to connect you to someone around the globe. As Rezac says, "Fewer than six handshakes could connect all the six billion people on the planet. Walt Disney was right: It's a small world after all.

Hopefully you are beginning to realize just how many contacts you have through your various networks: for those readers who are still skeptics, check out this site by the Engineering Department at the University of Virginia, <http://oracleofbacon.org>. The site illustrates how closely connected people are through their field of work. Type in an actor's name and see how they are connected to Kevin Bacon, Arnold Schwarzenegger or Elvis Presley.

Personalized Six Degrees of Separation

Consider the many different networks in your life that you can begin to access by expanding on the chart below. Branch off from the divisions listed and begin to realize how many opportunities and contacts that you've already established. Your network is ever expanding.



Now, stop and think about your current job and your previous employment. Chances are that you knew somebody that led you to your position or heard of it from a friend. Track your network as to how you led to this position, or if by some weird chance a network did not lead you to this position, chart the network you have established as a result of this position. Keep in mind that 80% of jobs are unadvertised which means that word of mouth is the way to go about your career search!

PUTTING SKILLS IN PRACTICE: Networking Essentials

Those who give shall receive.

- ☆ Realize that you are not just looking for people who can help you, but make it your primary objective to think about how you can help others by volunteering your time and efforts. Inevitably, if you help someone out you will be helped out in return, perhaps not directly by that individual but in some way you will receive retribution for your actions. In this way some of the pressure is relieved, you are no longer focusing on what someone can do for you, but your main concern is what you can do for the other individual.

What's around the corner?

- ☆ You should be aware of the fact that you are constantly networking. Meeting a new contact is an incredible opportunity, who knows what 6 handshakes or less will bring you too?! (Aside from Kevin Bacon.) Come to realize the importance of fostering strong social networks.

“Don't call me, I'll call you.”

- ☆ Without business cards, no one is calling anybody! In the Victorian era, men and women carried calling cards with their name and address printed on them—after all networking is about establishing relationships. Make business cards and carry them on you—everywhere you go. Remember you never know who's lurking around the corner ready to give you an opportunity, so be prepared! Doing so fulfills a very important purpose, as it introduces you to new business prospects and provides them with a tangible record and method of contact. Remember to market yourself effectively and personalize! Appearance is important. Be sure to introduce yourself, carry your business card and distribute it.²

² Darcy Rezac. Work the Pond! Use the Power of Positive Networking to Leap Forward in Work and Life. New York: Prentice Hall Press, 2005.

BUILDING A NETWORK: Gaining Experience & Building Skills

If you are interested in working in the theatre community, in any capacity, the best way to get experience is by putting your foot in the door and making your face known. Meet industry professionals and begin the process of networking by going to a wide variety of productions and theatre events. Volunteer as a Front of House Usher at one of Toronto's many theatres, or apply for an internship position. Even if you have no intention of pursuing an administrative career in theatre, by working in the environment you will learn about what it is like to truly pursue a career in this field. Once you have made a name for yourself as a hardworking and dedicated individual, your reputation as a young artist will begin to spread throughout the theatre community and you will make contacts which will help foster the development of your career.

Begin gaining experience while pursuing your studies at UTM! There are many artistic avenues for you to become involved in on campus such as the Annual Spring Arts Festival where you can help organize and plan this event or participate as a performer. Or become a member of the UTM Drama Club and meet people whose interests are similar to yours. Work on preparing a show for the Hart House Drama Festival again, either by auditioning to be a part of the cast, by working on technical elements of the production, or by writing your own script to be entered. If you cannot find a club on campus that will give you the experience and skills you wish to develop, take a shot at being an entrepreneur and approach SAC about starting your own student club!

Expand your contacts by volunteering at the many cultural resources around campus as well. The Living Arts Centre is a valuable resource where you can volunteer to gain experience in a variety of arts related areas. Start early by seeking relevant summer, part-time and volunteer opportunities that will help you gain experience and develop the skills that employers want. Below is a sample of the types of temporary positions that have recently been posted with the Career Centre. To access the summer, part-time, temporary and volunteer postings, register with the Career Centre Online.

Summer Positions:

- ☆ **Hosting Representative**, CN Tower
- ☆ **Membership Sales Representative**, Royal Ontario Museum
- ☆ **Sales and Promotions Representative**, RTM Communication
- ☆ **Human Resources Innovation Assistant**, Ontario Ministry of Labour
- ☆ **Camp Facilitator**, Harbourfront Community Centre
- ☆ **Drama Workshop Instructor**, City of Mississauga

Part-time Positions:

- ☆ **Customer Service Representative**, Toronto Symphony Orchestra
- ☆ **Public Affairs Communications Assistant**, Alliance Atlantis Communications Inc.
- ☆ **Museum/Facility Attendant**, Textile Museum of Canada
- ☆ **School Bookings Coordinator**, Toronto International Film Festival Group

- ☆ **Group Sales Associate**, Hummingbird Centre for the Performing Arts
- ☆ **Marketing Representative**, CIUT 89.5 FM
- ☆ **Front of House Usher**, St. Lawrence Centre for the Arts
- ☆ **Children’s Entertainer – Disney Princess/ Superheroes**, Fantasy Fables
- ☆ **Puppet Theatre Performer**, Klim School of Art
- ☆ **Extra/Film**, Canadian Broadcasting Corporation (CBC)
- ☆ **Production Manager**, Solar Stage Children’s Theatre
- ☆ **Music & Movement Teacher**, 88 Keys
- ☆ **Music Director**, UTM Vibe Radio

Work Study Postings:

- ☆ **Wardrobe Assistant**, UTM Historical Studies
- ☆ **Technical Assistant**, UTM Historical Studies
- ☆ **Theatre Box Office Assistant**, UTM Department of English and Drama
- ☆ **Theatre Archivist**, UTM Department of English and Drama
- ☆ **Theatre Production Assistant**, U of T Graduate Centre for the Study of Drama
- ☆ **Comedy & Performance**, UTM Department of French, German, and Italian
- ☆ **Curatorial Assistant**, UTM Blackwood Gallery
- ☆ **Canadian Literature Research Assistant**, UTM Department of English and Drama
- ☆ **Event Programmer**, UTM Student Centre
- ☆ **Student Ambassador**, UTM Office of the Registrar
- ☆ **GLBTQ Outreach Coordinator**, UTM Student Affairs

Volunteer Positions:

- ☆ **Creative Drama Assistant**, Dramaway
- ☆ **Drama Coach**, Square One Youth Centre
- ☆ **Box Office Volunteer**, Summerworks Theatre Festival
- ☆ **Front of House Volunteers**, CanStage
- ☆ **Docents (Tour Guides)**, Art Gallery of Ontario
- ☆ **Gallery Assistant**, UTM Blackwood Gallery
- ☆ **Front of House**, The Toronto Fringe Festival
- ☆ **Promotions Team**, Now Magazine

Internships:

- ☆ Check the Career Centre’s **online Internship Search database** for current offerings.
- ☆ Internships are offered in the cultural sector offered through the **Youth Internship Program**. These are 6-12 month paid internships with organizations such as the Canadian Opera Company and the National Arts Centre
- ☆ Remember to also check with specific organizations of interest to see if internship possibilities exist

KNOWING THE ORGANIZATION: Company Research

The best way to make contacts in Theatre is to attend any and every theatre related event possible. Once you've accomplished this task, get out there, and attend dance and music events. If you're attending a function at a particular theatre company, and there is the possibility that the Artistic Director or other notable members of the company will be in attendance, you want to be sure that you are well versed in the company's history. In addition, it is to your benefit to know the career history and background of potential contacts or key figures who you are looking to establish a professional rapport with. The fact that you've taken the time to research information that is well known and easily accessible, will take the subject matter of your conversations and networking to a more advanced level. Potential engagers will be impressed with your knowledge, ambition, and cunning edge on the competition.

Start early! Find out as much as possible about Toronto theatres and prominent figures in the Toronto theatre scene. Investigate organizations, their founding and current members, the company's structure and mandates.

As you're doing your organization and company research, be sure to think of any questions that you may want to ask people from these organizations when you have the chance to meet them at Networking events. For the purposes of this "Learning How to Network" event, the following are some sample questions you may want to ask the participants:

Sample Questions:

- ☆ How does one get started in this field?
- ☆ What advice would you give to someone entering the field?
- ☆ Whom else might I talk to for more information?
- ☆ What skills/qualities do I need to be successful?
- ☆ What are the challenges/rewards of your position?
- ☆ Do you think this field is expanding or stable?
- ☆ What kind of experiences would you recommend as preparation for this field?
- ☆ What advice would you give to someone entering the field?
- ☆ What do you find most/least rewarding about your work?
- ☆ How has your job affected your lifestyle?
- ☆ What can you tell me about the theatre culture?
- ☆ What other career areas do you feel are related to your work?
- ☆ From your perspective, what are the problems working in this field?
- ☆ What work related values are strongest in this type of work?
- ☆ What advice would you give someone looking for work in this field?
- ☆ Which association(s) should I join?
- ☆ Do you have any suggestions on how I could meet more people in the field?
- ☆ Can you name any relevant magazines, journals, or publications that you would recommend I read?
- ☆ Are there any upcoming industry events that you know of that might be helpful for me to attend?

CAREER CENTRE RESOURCES: Get Started!

The Career Centre offers many resources and services which you should familiarize yourself with and take advantage of during your time at UTM. They may be placed in three categories:

- 1. Workshops, Services & Events**
- 2. Online Resources**
- 3. Print Resources**

1. WORKSHOPS, SERVICES & EVENTS

WORKSHOPS

Throughout the year, the Career Centre offers valuable workshops specifically targeted towards different aspects of career development and planning. The broad collection of workshops offered ranges from choosing a major to applying to specific post-graduate programs. Some of the following workshops may be of particular interest, check the Calendar on the Career Centre website for specific dates and times for upcoming seminars; registration for workshops is done online:

- ☆ **Résumé and Cover Letter**
Matching your skills and experience to an employer's needs is the key to developing your job-winning resumes and cover letters. Find out what it takes to market yourself effectively.
- ☆ **Effective Interviews**
Learn how to make a lasting impression and get the job!
- ☆ **Networking**
Find out how to build contacts and keep an effective network to help build your career.
- ☆ **Now That I'm Graduating, What's Next?**
Graduating in 2007? Take the right steps to find the work you want! All participants gain access to the full-time employment services, RGEs, for two years after graduation. Check out the website, or come into the Career Centre for more details!

SERVICES

In addition to the many workshops held weekly, there are many one-on-one services that the Career Centre offers, including personal counselling, job coaching, and résumé and cover letter critiques.

- ☆ **Career Counselling**
If you are unsure about your career direction or how your academic major relates to work after graduation, you may find it helpful to make an individual appointment with one of our professional career counsellors. Our career counsellors can help you make sense of your options and give you the skills to make decisions about your future. Book an initial 30 minute appointment by calling us at: 905-828-5451

☆ **Job Coaching**

You've decided on a career or the type of job you want but what's the next step? Our Job Coach can assist you in organizing your search and providing you with the marketing tools to help you successfully land the job you want.

☆ **Résumé and Cover Letter critiques**

Individual 30 minute appointments are available at the Career Centre. Online same-day sign-up is available on critique days starting at 9:00 a.m. For a list of critique days see our online calendar.

☆ **Extern Program**

A unique career exploration program, offering current U of T students the opportunity to investigate their career interests in the actual workplace over a 1 to 5 day voluntary placement in February and/or May.

☆ **Alumni Mentorship Program**

Insight and advice from alumni in your field can be an invaluable source of information and inspiration as you make your next transition. Applications are due in March every year.

EVENTS

Keep informed and attend the Career Centre's many job fairs, employer recruitment sessions, career and industry panels, networking events and more. See our Events Calendar online for details.

☆ **Volunteer Fair Wednesday, September 26, 2007**

Looking to make a difference while gaining valuable experience in a certain field? Attend the Volunteer Fair and learn about exciting opportunities both on campus and in the community.

☆ **Professional Schools Fair Wednesday, October 3, 2007**

Speak with representatives from a wide range of programs including, law, dentistry, medicine, physiotherapy, education, business, social work, graduate studies and college post-graduate studies. Gather information, admission requirements, application deadlines and more...

☆ **Career Expo Wednesday, October 31 2007**

Put your networking skills to work by attending the Career Expo and speaking with a variety of representatives from different fields. Learn the skills, experience and education that these employers are looking for. Research and prepare questions to ask and get answers!

☆ **Summer Job Fair January 2008**

Access exciting summer job opportunities and network with representatives from a broad spectrum of companies. Many companies accept résumés at the fair, so be sure to check with the Career Centre website ahead of time for positions you would like to apply for.

☆ **Networking Events & Panels**

In addition to our fairs, the Career Centre also facilitates many networking opportunities and career panels each year targeting a variety of career areas. Check our events calendar online regularly for monthly events.

2. ONLINE RESOURCES

The Career Centre is available Monday through Friday to help you with your career research and planning processes. However, if you feel like doing some research outside of the Centre's hours, there are many wonderful online resources which are full of great information.

☆ Career Centre Website

A great place to start! Learn about all of the many ways in which the Career Centre can help you achieve your career goals. Our brand new website is easy to navigate and overflowing with information and related resources and links to many other related websites.

☆ Career Cruising

This Canadian program is only available from each computer in the Career Centre. Research hundreds of job descriptions, and the corresponding working conditions, earnings, education, career paths, related jobs and other resources. Also, take the site's matchmaker test to see what areas and job clusters best suit your interests.

☆ Vault Career Guide to Media & Entertainment and many more...

Access these online career guides from the link on the Career Centre website while on any computer on campus; or, from the convenience of your own home by logging on through your library account.

☆ Online Résumé and Cover Letter Toolkit

Whether you're updating an old résumé or building a new one from scratch, utilize the online toolkit in preparation before you come in for an individual résumé critique. As well, take a look at sample résumés targeting various disciplines, such as the humanities, social sciences, management and many more.

3. PRINT RESOURCES

If you enjoy sifting through information the old fashioned way, by reading from paper and not from a screen, the Career Centre Library has many tangible resources for use in the Centre.

☆ NOC Binders

The Career Centre Library has shelves filled with NOC binders (organized by National Occupational Code), detailing specific career areas. Some which may be of interest to those in Theatre & Drama are found in the 500 category—Arts, Culture, Recreation and Sport:

510—Fundraising

512—Writing, Critic, Editor, Journalism

513—Actor, Announcer, Casting Director, Director, Choreographer, Cinematographer, Producer, Composer, Conductor, TV/Radio/Film Technician, Musician, Singer

☆ Tip Sheets

A great starting point, tip sheets are filled with detailed and pertinent information on various points of interest. Come into the Career Centre and pick up a few. Titles include: Effective Networking, Resume and Cover Letters, Effective Interviews, Information Interviewing, Company Research, Applying to Teacher's College, Law School, Medical School, Graduate School and many more!

☆ Books!

It may be hard to find time for pleasure reading while a university student, however the following books are fun to read and insightful. The Career Centre library has a selection of valuable literature targeted towards artistic endeavours. Below are some titles which may be of interest:

Creative Careers in Hollywood

Scheer, Laurie. Allworth Press: New York, 2002.

Breaking Into Film: Making Your Career Search a Blockbuster

McHugh, Keanna. Peterson's: Princeton, 1999.

Careers for Culture Lovers & Other Artsy Types

Mauro, Lucia. NTC/Contemporary Publishing Group: Chicago, 1997.

Careers for the Stagestruck & Other Dramatic Types

Mauro, Lucia. NTC/Contemporary Publishing Group: Chicago, 1992.

Opportunities in Television and Video Careers

Noronha, Shonan. McGraw-Hill Companies Inc.: Toronto, 2003.

Careers for Theater Majors

Goldberg, Jan. NTC/Contemporary Publishing Group: Chicago, 1998.

PROFILES: Alumni Achievements

Erin Frey, TDS Alumnus 2004

Erin Frey works with the Hamilton Tigercats football club as a host for the promotions department. Erin, who is a graduate of Sheridan College's Journalism New Media program and a volunteer sports reporter for Rogers Cable, says her position requires you to be energetic, outgoing, friendly, and personable. She says she hasn't done that much searching for work, adding that her most helpful resources have been the contacts she has made. "Broadcasting is a very small community, especially in Canada, so everyone that you meet can be extremely helpful. Make a good impression," says Erin. "The actual hands on experience in my program at Sheridan helped me decide what aspect of theatre and media worked best for my personality. I loved being on camera live, which really narrowed the field for me." She says if she could do anything differently, she would have been more decisive and focused on her career earlier. "It took awhile to decide exactly where I fit in the industry. If I had focused on it earlier it would have made the transition from school to work easier," she says. "Determination is the key. But build up a thick skin quickly because in this industry rejection comes easily and praise is scarce."

Shannon Jardine, TDS Alumnus 2000

Shannon Jardine is an actress, writer and producer. She toured North America with her award-winning one-woman show based on her grandmother's life story. "It is so rewarding to make such an impact on audiences all over the continent with what you have written. I act mostly in film and television and I always find it very exciting. However, with this type of career you never have stability. I always need to be available for last-minute auditions and be able to work on a show right away. I can't be tied down to any other work unless it is flexible," says Shannon, who received an acting diploma from Sheridan College. "I am also a producer of film and television projects. As an emerging producer, I am always learning about the legal and financial aspects of the film industry. It is very challenging to raise funds to create the projects. I find it rewarding to be able to have control of the work I want to create." Shannon says her work requires persistence, ambition, creativity, hard-work, people skills, communication skills, self-promotion skills, flexibility, and passion for your work. "I have been self-employed since graduation. I have made work for myself by creating my own shows. I have taken on flexible employment when needed to help sustain my own career," says Shannon. She wrote her one-woman show in the UTM Theatre program and staged it to an overwhelming audience response. "We were given the opportunity to submit our own independent theatre projects that we wanted to stage. If our project was chosen we had free use of the theatre to stage our production to live audiences. It helped encourage me to tour the show across North America," she says. "When I began auditioning for theatres, the names of the instructors on my resume impressed professionals in the industry." The key to my success has been tenacity and persistence. If this is your dream career, you have to keep working hard to achieve your goals. You also need to really believe in yourself," she says.

Shannon Kitchings, TDS Alumnus 2001

Shannon Kitchings works as the outreach coordinator for the coloUred girls' collective, an independent theatre company she co-founded. She is also an actor and teacher at Little Red Theatre and an actor for the African Theatre Ensemble. In addition, Shannon finds time to volunteer at St. Stephen Community House teaching writing for the stage to young women and serves as vice president of STARs, a not for profit arts organization. Shannon says her work requires creativity, patience, self-confidence, motivation, and people skills. She got into the industry by getting headshots, getting an agent, auditioning and networking. "It is important when in the profession to go see other people's work. Be enthusiastic about all aspects of your profession, not just the paycheck because the money is laughable in the arts," says Shannon. "Be cheerful and relentless." In the past, Shannon worked as the Front of House Manager for the Burlington Student Theatre and as the Program Liaison for Big Kid Entertainment. If she had the chance to do anything differently, she would focus on a conservatory approach to acting.

Terry Costa, TDS Alumnus 1999

Terry Costa works as President and Artist Manager/Agent for Mirateca Arts Management and as Executive Director (Cultural Programming) for the Portuguese Benevolent Society. “I have founded, coordinated and lead many community groups, organizations and companies from solo-artists and groups/bands all the way to half-million dollar ventures relating to arts and culture,” says Terry. “You have to be outgoing and know how to do research and disseminate information in an entertaining way for the masses. This is definitely the best trait you can have.” Terry was a volunteer in several capacities in his field and was a member of student clubs while at UTM. “Take advantage of what is offered to students at UTM,” he says. His words of advice: “First, create something for yourself. Then, they will call you. Then, you go back to create something even better for yourself. This is a path for many arts related fields. Don’t be afraid of the unknown.”

NETWORKING ONLINE: Web Resources & Professional Associations

It is essential to be knowledgeable about the opportunities and resources available to young artists. Listed below are just some of the many valuable resources at your disposal including, professional associations, training opportunities, and sites with job postings.

The Artist Health Network

<http://www.artisthealthnetwork.com/about.asp>

Cultural Human Resources Council

www.culturalhrc.ca

Work in Culture

www.workinculture.on.ca

Canadian Film Centre

www.cdnfilmcentre.com

Canadian Screen Training Centre

www.cstc.ca

Canadian Actor’s Equity

www.caea.com/

The Second City

www.secondcity.com

ACTRA

www.actra.com

Theatre Ontario

www.theatreontario.org

WORDS OF WISDOM: Advice from Artists

“I see that in any endeavor what creates the most success is the relationships we build along the way. Without relationship nothing of significance is ever achieved.”

– **Derek Wiens**

“The best advice I can give to anyone wishing to network themselves is always be sincere. Never tell a director that you love their work, unless you actually know it. In the same vein, don't say you have seen a play you haven't. To that end, **DO** try to see as much theatre as you can. If you have a real desire to work at Shaw or Tarragon or Stratford, go to these theatres and see these shows. That way you will be well informed. If you have a chance to talk to a director at an opening, be polite, and brief. You can introduce yourself and talk a bit about what you may have on the go, but don't monopolize a conversation and know when your time is up. Directors are always interested in talented young men and women, but if you don't appear to have a pleasant personality, are arrogant or pushy, chances are, you won't get hired. Also remember, Directors talk! We share our experiences with each other about individuals. If we like someone, we tend to promote them. If we don't, we won't. Read lots of plays. You can't read too many or too often. Know your Canadian playwrights and well known directors. Don't get caught not knowing who Peter Hinton is, or Jacquie Maxwell, or Robert Lepage. It also helps to know American playwrights, Directors, and British. See plays. Go to Openings if you can. That is where you will meet the most people. Volunteer at places like Tarragon, Canstage. Start writing material of your own to promote yourself, then use the Fringe to get people out to see you. Don't turn your nose up at work. Touring school shows, summerstock, anything can and will help you meet people and make connections. You want to start filling your resume with shows. Variety is good. Musicals, Shakespeare, comedies...do as much as you can.” – **Lezlie Wade**

NETWORKING NOTES



Use this space to scribble down useful hints, advice and words of wisdom!

