

MonthlyUpdate

Hot August nights are here and summer is flying by! As always, there's lots happening at Chanti Studios. The Insulator video shoot was a huge success ... congrats to Patrick Lundeen and Laura Rushfeldt, both of Edmonton, for landing the lead roles. Editing should be complete by the first week of September and we'll publish a link for you to view it. Thanks to all who were involved. Debbie has been traveling, auditioning, and teaching more workshops than ever ... not to mention producing, directing and voicing. Her new projects include Kor Hotel Group, a major international chain, AEGIS training videos, and more *True Pulp Murder* – be sure to catch it on Global this fall! Last month Deb also landed a top voice agent in Vancouver, Universal Voices. See Deb's August Tip of the Month on page 3 for more about agents. Things may slow down a bit in August as Deb "tries" to take a bit of time off, but in September we'll be back with a full calendar of workshops across Canada and Europe.

Great news for our Vancouver friends! Chanti Studios has teamed up with Beaumont Studios in Vancouver to create a unique rehearsal or audition experience for you. Perhaps you don't yet have a home studio, or maybe you've been experiencing "technical difficulties." Even if you just need some practice time, or want to learn more about editing – we've put all of this at your fingertips at very reasonable rates through our new relationship with Beaumont. You have the option of hiring an engineer or learning how to use the studio yourself and doing it on your own. Email inquiries may be sent to Jude@thebeaumontstudios.com for all the particulars and rates. Be sure to mention Chanti News to get your 'Members Only' discount.

ChantiPromos

We have many acknowledgements and special mentions this month.

Special mention goes this month to Jandreet Totosaus, a very successful voice talent, host and actress from Mexico. Jandreet is breaking into the English market in Canada and has asked Deb to mentor her in the mastery of our English dialect. Her hard work and dedication is already evident and will definitely will pay off.

Congratulations to James Higuchi for landing a lead role in a TV series in Alberta. We think you'll be seeing his name

a lot in the future. Keep up the good work James!

Long time student Tom Edwards has launched his much anticipated website, Demos4dummies.com. The site is easy to navigate and was built with all of us in mind. Tom is a great talent who's been in the biz for years. He's creative, humorous ... and, well, a bit twisted ... in other words, perfect for voicing and even better for helping you write your scripts. It's well worth it.

The site was designed by Melissa Munro (Deb's daughter), so be sure to visit www.demos4dummies.com to see this great example of what Melissa can do for your next website!

Promos Great New Chanti Workshops

No rest for the weary! We are jam-packed with workshops from now until November. We've redesigned our workshop format to cater to the increasing demand for more advanced levels. Our new format will give participants the ability to participate at any level and to progress at the full rate of their ability.

The cornerstones of the new workshop series are the Voice Over Workout Series and the Demo Prep Workshop, which recently premiered in Vancouver. Each participant came away with everything needed to produce their next demo in any genre, including scripts and directed rehearsals. If you missed it, don't worry – it turned out so well that we'll be bringing it back soon.

Our next workshop is in Calgary Aug 25 – 26. All of the private sessions are already sold out, but we're accepting a

wait list and may expand the schedule if there's enough demand. So, speak up Calgary! We still have a few spot left for Creating Voices Level 1 in Calgary on this weekend, but this will be the last time this year for this very popular workshop – if you're interested, contact us now at info@debsvoice.com. And if you can't make it this time, we're having a special promotion for the home study version of CV-1 on CD-ROM. This course lets you study at your own pace and will teach you everything you need to learn the basics of the voicing industry.



WorkShops

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We've been listening to your feedback, and by overwhelming request we are offering workshops that are designed to cater to all levels - with additional emphasis on more advanced voice acting skills. Whether you're new to the industry or just want some practice under professional direction, MIC & ME – VOICE OVER WORKOUT is right for you. More mic time, current audition scripts, and one-on-one coaching with Deb Munro, one of the best voiceover coaches in North America. Take a full day, or a full weekend...the choice is yours. Set your goals and let Deb get you there, no matter what your current level.

Beginning next month the new format MIC & ME – Voice Over Workout & Demo Prep will visit cities across Canada and Europe. Here's what's coming up: Regina – September 7, 8 and 9. Edmonton – September 15 – 16. Vancouver – September 22 – 23 (nearly sold out). London UK – September 28, 29 and 30. Toronto – October 13, 14 and 15. We may add another Vancouver date in October or November, so be sure to check next month's Chanti News. Otherwise these will be the last workshop dates for each city until January 2008. We're also looking into Norway and other European destinations. Keep reading Chanti News each month for more news about workshops near you.

We are extremely pleased to present the one and only Joyce Castellonas, formerly of Warner Bros. Casting, in an exclusive Vancouver workshop November 3, 4 and 5. Joyce will educate us about the Promo/Narration/Trailer world. She's a fabulous instructor and is eager to find new North American talent to work with. Registration is a special price of only \$375.00 and worth every penny. This special presentation is nearly sold out. Don't miss this rare opportunity. Advance registration is required. Details at www.debsvoice.com or email us at info@debsvoice.com to register.

Editor's Corner

By Eric Pollins

• I was recently having lunch with my agent, who remarked she was so busy that she had to cut her roster. Immediately I suspected the worst. Was she trying to tell me something? So I asked her. She replied with her typically cheery laugh, "No, not you, silly! You work to keep developing yourself - I want more like you!" That brought back my appetite.

Still, her remark was reflective of frequent laments from agents about actors who've grown complacent about their skills. Not too long ago I received an email from an actor asking to be removed from our mailing list, saying, "I'm a working professional actor. I don't need more classes, I

SELF DEVELOPMENT IS KEY

need more work." Wrong! Staying fresh is what keeps us on the roster and gets us the work! That's exactly why at Chanti Studios we offer affordable workshops for all levels, to help you maintain and develop your skills. Call or email us at info@debsvoice.com for more information.

• From Deb, on *Peace Warrior*: "If you'd like to enjoy a film that has the potential to forever change your life, rent the new release, *Peace Warrior*, with Nick Nolte. Based on the bestselling *Way of the Peaceful Warrior* by Dan Millman (also a terrific read), it will blow your mind. Trust me on this one. Thanks to Cliff Anders for recommending it to me. The story reflects how I believe I live my life and why I feel I've been successful. I'm very happy to share it with you."

Special Promos

• Edmonton colleague Sue Huff is running for School Board Trustee and would love your support. Visit www.suehuff.ca. Sue's a superb producer and actor, and is worthy of your vote.

• Calgary superstar Lynne Cousineau, also known as Toni Lynn, will be appearing on CMT-TV in Canada. Lynne was one of the top ten from Calgary chosen to compete in a new show called, "Karaoke Star" on CMT which begins in Vancouver Sept. 5th. Be sure to watch and vote for her. Contact Lynne at cousinl@shaw.ca. Good luck Lynne!

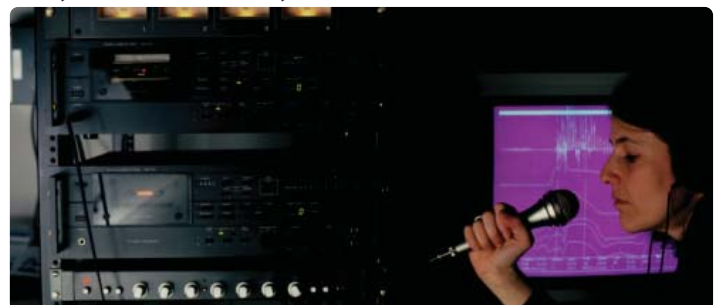
• Congrats to our hard working Saskatchewan student, Wayne Gemmell. Regina's landed a new hit series called Injustice and Wayne can be spotted in the first episode. Great to see more Canadian production!

• Feel like doing some Pole Dancing? Christie O'Mawer is still going strong with A Pole Lot A Fun. In fact, she's so busy that she needs more people willing to work as a part of her team. Go to www.edmontonpolefun.com for more info.

• L.A. Screenwriting Guru Robert McKee is coming to Edmonton to teach a very worthwhile workshop. More information is available on AMPIA's website www.ampia.org.

• Dino Andrade, an exceptional industry pro from LA needs your help. Check out www.soulgeek.com, they've created a site meant for gamer and animation fans. Dino's asking for everyday pics of people, similar to those found on dating sites. Have a look at the site or email to info@debsvoice.com for more details.

• If you're in Vancouver, have we got a deal for you! Three mini acting workshops for only \$55.00 with one of Vancouver's top instructors. These 4-hour evening workshops begin August 7th. Go to www.marcbaour.com to register, and be sure to tell him that you were referred by Chanti Studios and Deb Munro.



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July was a fantastic month for me, particularly because of a new agent that I'm working with. This made me think it would be a good time to remind you why agents exist, and why you might need one.

For one thing, I know first hand what agents do because of my years in casting – in fact I made it my business to know what they do. So for starters, let me share with you a typical day in your agent's life:

Imagine contacting 30 to 40 people in one day, by telephone, email or both – and with less than 48 hours notice – needing to coordinate their various schedules with the Casting Director's, trying to fill one role. Then imagine that another four agents in town (if not more) also are submitting talent for the same part, further narrowing your chances of landing the job for your roster. And let's not forget re-scheduling and unanswered phones that have to be called again. Oh ... and it's a 1-day \$300 session. That's A LOT of work for a \$45.00 commission. You do this for two days, and then the job goes to a talent from another agency.

So first, let's dispel the myth that agent's don't deserve their 10% or 15% or 20%. Some charge more than others, but here in Canada it's usually around 15%. Some actors actually frown at having to pay anyone to find work for them, but if you feel this way ask yourself if you're able and willing to do everything it takes to find the work for yourself. Good agents earn their keep. So, if your agent lands you a great gig and earns a nice chunk of your pay, remember all the legwork they had to put into all the gigs that didn't pan out. Don't begrudge them their commission. If you're making good money and your agent is finding you good work, helping you with your paper trail, securing your rates, and handling all that "stuff" that goes on "behind closed doors," then you can happily afford to pay them for their valuable time. It's easier with them than without them, and the work we get is typically higher scale with an agent because it's just not worth it for them to chase low rate jobs. The more they get for us, the more they make too.

VoiceBuzz Hear it from the experts

Mark Brandon

<http://www.winningauditions.com>

James Alburger/Penny Abshire

<http://www.voiceacting.com>

Bob Bergen

<http://www.bobbergen.com>

Rodney Saulsberry

<http://www.rodneysaulsberry.com>

These sites are worth checking out!

Rodney Saulsberry

<http://www.rodneysaulsberry.com>

Pat Fraley

<http://www.patfraley.com>

Andrew McIlroy

<http://www.second-ave.com/Pages/Instructor.html>

Marc Baur

<http://www.markbaur.com>

If you're shopping for an agent, remember – as actors, we pay them, they don't pay us. Agents are understandably fussy about who they take on – especially the top agencies. Help your agent to help you by keeping your chops fresh! When you're not out there working, you should be out there training, learning, practicing and rehearsing. Attend workshops. Those who do the work, get the work.

Find an agent you get along well with. They have to sell you. If your agent likes you and has a good reputation, that's what matters most. Try to interview your agent - don't just passively let them interview you. Do some research. Ask for talent references, talk to your local union (SAG/AFTRA or ACTRA), and check their websites to see if the agent is listed.

Avoid agencies that use mass advertising to recruit talent. These are usually scams. Do not, under any circumstances, work with an agency that tells you that you have to pay for anything up front. THIS IS A SURE SIGN OF A SCAM. The only possible exception to this is a nominal (\$20.00 or so) start-up

or photo fee to set up new talent up on their website. If an agency requires you to pay them for head shots or "marketing," RUN AWAY!! An agent should not be asking for money from you until they've landed you a paying job. Period.

That's it for now. Enjoy what's left of your summer!

All our best,

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