

Takeaways from Actors' Think Tank, May 18, 2022

Florance Kirilova - Agent - Posche Models and Talent

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Kelly McCaughan

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When Florance spoke about the breakdown of her day, it really helped me empathize even more with the amount of work agents put in on a daily basis. I knew it was a lot - but hearing the details was an eye-opener for me. We all work really hard!

Rich Henkels

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In most jobs, you plan your vacations around business and your job, to the extent that you can. As actors, good times for vacation are August and December. Much of the industry is off during these times. Bad times for vacation are January-March, pilot season, and September-October. Have to keep this in mind!

Paul Blumenthal

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When you submit reels for an audition know that the first 5 seconds of your reel may lose you the job. Florance said that if she likes your reel she may watch it a bit more. Since you may never hear from casting directors about the submissions, Actors need to have thick skins and not take the lack of communication personally. If there is no answer or no response to your submissions, then no is the answer.

Shauna Hurley-Hansen

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I absolutely loved our time today with Florance. My takeaway from Florance is the emphasis on the relationship between the Agent and the Actor. You are working with and for each other, representing one another. Your Agent is your partner. Be on time, communicate and bring your Acting chops and best Acting game to the table. Get to know one another, trust one another and from that comes loyalty and an eagerness to grow together. Thank you Florance!

Sandra Bulk

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Florance, thank you so much for your candor and insights into the industry. Your snapshot of "a day in the life of an agent" was really helpful to me because you spoke so specifically about what happens on a daily basis in terms of when breakdowns are released, when you do client reach-outs, etc. Plus, knowing that August and December are the best vacation times takes the guesswork out of planning!

Gabi Faye

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Your reputation is everything. Opinions are initially based on first impressions and then on your commitment and communication!

Shelby Hightower

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You have to know how CDs see you and know your market to be able to make informed decisions about your career. And don't take it personally!

Mariel McIntosh

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"Get out of your comfort zone. Staying where you are comfortable will make you get type casted." Explore new characters. Show people who you would like to portray.

Lindsay Michelle Reed

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It was very helpful learning about the busy times in the industry. Beginning a professional acting career during the pandemic has made it difficult to see the ebbs and flows of the industry. Now I know that January- April and September to the beginning of December are busy times, so take vacations in August and December!

Mike Provenzano

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Thanks for your time today Florance, as like the first time we spoke in June of 2017 (WOW!!) today was again full of great information that really lets actors know that you truly understand the industry and the journey actors take. I love your comment about the agent and actor being a team, as it really takes a team to accomplish anything

Luca Cundo

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I really agreed with Florance's view of an agent and the actor having trust and a human relationship. I have always believed that the agent and actor should be a team.

I keep that in mind whenever I am approached for representation.

Rosalyn Jamal

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Florance shared a wealth of great information. One takeaway for me is that the eyes are crucial in a self tape. Eyes must show life and energy and on a reel must engage the Casting Director in the first 10-15 seconds if they are to watch the reel.

