



Takeaways from Actors' Think Tank, October 5, 2022

**Cheri Van Loon - TV/Film Agent - Marilyn's Agency,
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Kelly McCaughan
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I loved when Cheri gave the reminder to breathe and to celebrate every single success, big and small. It's easy to get overwhelmed in this business and taking time to remember how far you've come and what you *have* done is really important. Thank you, Cheri!

Stacey Marie Keba
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Cheri was so incredible and such a bright light to speak with. What really stood out to me is our common values and belief that we are a team (not just me and my rep but also the entire roster). What reflects positively on one reflects positively on all, and vice versa...what reflects poorly on one, reflects poorly on all! Right on the money...

Rich Henkels
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“I want actors to give me good head shots, links to reels and clips, constantly training and improving their craft, have access to a studio, be able to edit, record, generate professional deliverables, routinely update their profiles, and be grounded and sincere.” Like this so much, as it reminds me of what I SHOULD be doing every day! If I'm prepared, my agent will be prepared.

Rosalyn (Roz) Jamal
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My takeaway from Cheri is that actors must celebrate little victories and find joy outside of Acting. I loved her clarity in how to submit to her agency, preferably without the cover letter, and the reminder to breathe, be patient, actively train and celebrate every success

Shauna Hurley-Hansen
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I was very happy to hear Cheri's answer to what she is drawn to when it comes to new talent, because it was smart, simple and rooted in integrity. She's looking for people that have current headshots, reels and are actively training, but also people that are grounded, sincere and genuine. Thank you so much Cheri!!

Mike Provenzano
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I love your line "the good of the one is also the good for the many" and this resonated with me as I try to be as professional as I can be in everything that I do and I am about as humble as they come.

Shelley Brietling
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Understanding that an agent and talent are a team is the key to a successful relationship. Communication, transparency and honesty makes for a lasting relationship/partnership. Asking your agent for a submission sheet is something I have felt awkward in doing. I understand better now after hearing what Cheri had to say. She recommends that an actor has the right to ask and that it is an important part of their relationship. Don't feel that you are questioning your agents work. It's all about working together as a team and how your commitment to this partnership makes for a better working relationship.

Catalina Conrad
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As long as you're getting asked to audition casting likes you. So don't ask your agent questions like do they like me, heard any news, or I don't think I'm what they're looking for?

Jeannette Nina
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Thank you for clarifying the multiple agent booking situations, contracts and the breakdown of the local hire vs willing to work and regional. Super helpful!

Shelby Hightower
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They look at tapes on a rolling basis - the earlier yours is in, the higher your chances are of them seeing it.

Jamie Vaughan
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I loved when Cheri reminded us to breathe, be patient and to celebrate every little success and find joy in all aspects of life, not just acting.

Rashad Alii
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Send in high quality auditions in ASAP. Don't wait to the audition deadline. Also ask for submissions list from agent.

Mariel McIntosh
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Cheri was great! I really appreciate her clarifying the difference between being a local hire and a modified hire. Having her explain that a local is 50 miles and a modified hire is 500 miles from the shooting location will make me change my response when submitting my location.

Lindsay Michelle Reed
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Cheri was very helpful in the information she provided. It was very helpful that she shared the differences between a local hire, willing to work local hire, and modified local hire.

Marcie Ryan
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Thank you Cheri for all the vital information. You providing the difference between local hire, willing to work as local hire and modified local hire really was very helpful to me as I was not aware of this information now I know and knowing is half the battle. Good communication and honesty are essential to a collaborative working relationship.

Tyler McKenzie
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Cheri was awesome! I love how she approaches working with clients as a team effort, as that's what this industry is all about. And her list of phrases not to say to an agent "just checking in, is there any word on, etc." is incredibly helpful.