

Press-to!

Assembly 206 News

Calendar Reminders:
 Monday **December 14** - Assembly 206
 Christmas Banquet

NEXT MEETING:
 December 14th @ 7:00 pm at the Omni Southpark

Annual Christmas Party

Three Award-winning Performances!

From The President: Hull Youngblood

The Closing

My last Presidents Page. I have seen lots of folks in this position write for pages and pages about all the great things that have happened during their term of office. Actually, I have read that so often that anything I write like that would sound trite. So I would prefer to look forward, and write about what is ahead.

Our January lectures have become legendary – Shawn Farquhar, David Regal , Daryl, Danny Garcia, etc. This year the REAL Mark Wilson and Nani Darnell will be lecturing at Assembly 206 at the January meeting. This is not a tour. This is Mark and Nani traveling to Austin just for this lecture. You must pay your 2010 SAM 206 dues to attend, but you would be CRAZY to miss this.

The Assembly 206 Austin Magic Auction has now grown from a local club auction to a national event. Ron Cartlidge, Heather Poggi-Mannis, Mary Cay Gold, and a cast of thousands have rebuilt the Austin Magic Auction into something extraordinary.

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Every SAM 206 member should be at the Auction on April 17.

The TAOM board of directors is holding their mid year meeting in Austin on Sunday, April 18 (conveniently after the Auction). Entertainment is planned for that afternoon from 4 to 6 pm. That will be our April Meeting – so mark you calendar now for the April 18 SAM 206 meeting. It may well be the best close up show you will see in 2010 ---- except for TAOM 2010.

From the President (cont.)

Which brings me to the convention – TAOM 2010. We are 9 months away. 90% of the acts are booked. 60% of the tickets are sold.

Committees are being formed. And every member of SAM 206 and the Austin magic community will have a job (or two). What a spectacular time is planned. You Gotta Be There!

The team of Carl Seagren as President and Stan Seaton, MD as 1st Vice President, is absolutely unbeatable for leading Assembly 206 into the future. When you add the support of Ron Cartlidge (2nd VP), Sue Caldwell (Sec), Heather Poggi-Mannis (Tres.) and Will Mannis (Sgt-at-Arms) there is a bright future ahead for this organization. The legacy started just a few years ago, when this club was brought back from extinction by Opie Houston and Ron Cartlidge continues, better than ever.

I cannot end my last letter without thanking so many of you for so much hard work that you do. Bob Galloway, Tammy Dietz, David Frankel, Kent Cummins, Paul Q, Chris Walden, Opie Houston, Ray Brown, Cy and Diane, JD Stewart, Heather, the Board of Directors of SAM 206, and the indefinable “Doc” Seaton. You, and so many others, have been such a help and support to Assembly 206. Merely saying “thank you” seems so feeble in light of how much you do, but know that my gratitude is heart-felt and enduring.

My time is done. Thanks to all for giving me this chance to be part of the best magic club in the world! Blessings to you all.



HULL

MARK IT DOWN!

SAM 206 Christmas Party!
6:00 pm - Monday, December 14, 2009
First Baptist Church (901 Trinity)

We will have the marvelous covered dish supper. So plan to bring a holiday favorite. Tammy Dietz will be coordinating who should bring what. You can contact Tammy at <cantutg@sbcglobal.net> for more information about the dish that you should bring. Assembly 206 will provide the meat dishes (turkey and ham).

A group of volunteers will be needed to help with set up and clean will be needed so if you can come early or stay late please let me know.

If you are interested in the dessert contest, we will be having a contest this year so start looking up those recipes.

Contact:
Tammy Dietz (cantutg@sbcglobal.net)

Monthly Membership Report:**by Ron Cartlidge**

Assembly 206 continues to grow with three new members joining the assembly this month. Please welcome these new members into our club and add them to your assembly directory:

Sharon Cartlidge
1802 Woodland Ave.
Austin, TX. 78741
512-444-8729

Misty Williams
1702 N. 60th St.
Killeen, TX. 76543

Richard Williams
1702 N. 60th St.
Killeen, TX. 76543

Monthly Workshops:**by Roger Gorss**

What a fantastic year we had. Eleven workshops that were true magic. If for some reason you don't know about these workshops, each third Saturday at Texas magic Supply (our gracious hosts), the IBM hosts a hands on, three hour workshop. Our topics have been varied, as have our presenters. The size is small and affords you the opportunity to really work on the subject matter. Often we are in sensory overload at meetings and lectures, these workshops are designed for those of us who wish to learn hands on in a self paced atmosphere.

Our Workshop leaders this year have been great! I would like to personally

thank Richard Williams, Brad Henderson, Lou Hornung, Keith Mitchell, Brian Brushwood, Chris Walden, Opie Houston, Kent Cummins, Marcus Eddie, Larry Johnson, CJ Johnson, Doug Gorman and David Frenkel. These gentleman took their personal time to ensure we could all get a little better at our magic. I hope to have next year's schedule available before the end of the calendar year. If you have an interest in hosting a workshop, let me know, I still have a few openings. I'm looking forward to an even better year and hope to see more of you the third Saturday of the month. You can reach me, Roger Gorss at (254) 289-4305 or roger.gorss@us.army.mil

Monthly Assembly Meetings:

Assembly 206 meets on the third Monday at the Omni Hotel Southpark, 4140

Governor's Row, southeast of Ben White and I-35. Information at www.sam206.com.

Assembly 206 November Meeting Report:

Photos from New Member Night:
Dana Luther Photographer

*Fernando
Ulloa (right)
Performs*



*Larry Johnson
and friend (left)
are thoroughly
entertained*

*Rrrranger Bob
Carroll (below)
Amazes*



*Will Mannis and
Judy Chandler
(below)
are linked
together*

*Richard
Garrriott (left)
Mesmerizes*



*Heather
Poggi-
Mannis
(right)
updates
everyone
on magic
in the news*

Among Our Members:**by: Ron Cartlidge**

DEBBIE COSTA has just been informed that she is now a five-year member of the Society of American Magicians and will receive a certificate from the Society.

KENT CUMMINS announced at the officer's meeting recently that Magic Camp will host a Haunted House during October 2010 and the assembly is invited to attend.

RON & SHARON CARTLIDGE will be cruising in early December on Carnival to Jamaica, Grand Cayman, and Cozumel, Mexico. He hopes to enter a talent competition during his eight-day cruise and do some magic.

EDDIE BOSWELL is now a freshman at Texas State University in San Marcos. We mentioned in an earlier report that Eddie has a new business card and seems to be doing well with his magic.

J. D. STEWART & CARL SEAGREN are planning to hook up in 2010. Both will serve as president of their respective clubs and are planning to hold a joint meeting in September of next year. It will be the second time that the ring and assembly have held a joint meeting in recent years. The other was in January for a membership meeting a couple of years back.

TAMMY DIETZ is taking over the chairman job of the annual Christmas party which will be held at the First Baptist Church on Monday, December 14.

This is always a fun meeting with plenty of good food and some nice entertainment.

RAY BROWN is currently attending Canyon Lake High School, but he is doing plenty of magic in his spare time. You might want to catch his updated web site at raybrownmagic.com. Ray also has his Houdini Tribute up on YouTube as well as a recent interview on Fox 29. Ray's client list is becoming pretty impressive.

BRIAN BRUSHWOOD is the King of Bizarre Magic. He has been named Entertainer of the Year and has put in appearances on ABC, NBC, Fox, and several other networks. If we are lucky, Brian might show up for an assembly meeting over the holidays as he has finished his fall tour schedule. That doesn't mean he is not working as he still books holiday events and parties during this time of year.

PETER HINRICH, also known in these parts as Peter the Adequate, is scheduled for a return to Austin in February.

C. J. JOHNSON now has a 24" x 17" poster with an illusion from his show (Magic Art). By the way, this full color poster is available on C. J.'s web site.

ARSENE DUPIN is about to wrap up his tour at the Texas Renaissance Festival. According to reports, the festival has been drawing huge crowds this fall. I think it will check it out this final weekend.

Feature Article**by: Kent Cummins****The FREE Magic Show:
They Know What You are Worth.**

Last month, I wrote about "The Art of Making Money with Magic." This month, I want to discuss Free Shows...and what they are worth.

I love magic. When I was making my living selling sandwiches, I would often perform, regardless of fee. In fact, I offered Free Magic Shows to the Austin Public Libraries, as a way to give back to the community. After all, I had learned magic from books at my local libraries, so it seemed a reasonable way to express my thanks.

Then someone pointed out to me that many magicians were trying to earn a living through magic, and that their pay for library shows was a significant part of their income. By giving away magic shows for free, I was cutting them out of an important part of their business. So I stopped doing free shows for libraries, and started offering discounted shows instead. I tried to work within the individual library's budget, so that I would not be competing with other entertainers based on price. "I'll do your library show for whatever you have budgeted for your best entertainers."

Doc Seaton, at a recent SAM 206 Board Meeting, suggested that we (SAM Assembly 206) should return to giving free magic shows for nursing homes. I pointed

out that many nursing homes are actually able to pay performers, and suggested some ways to avoid giving magic shows that were completely free. For example, we



Kent Cummins

might offer to do the show "in return for a donation to our favorite charity." (MY favorite charity, of course is the Magic Camp Scholarship Fund.)

But there's more to think about than just competition when agreeing to do Free Magic Shows. There's the impression of value for the art of magic that you leave. No matter how good your show is...it was FREE.

When I was making my living primarily as a performing magician, I always set my price significantly higher than most of the Austin magicians. When the phone rang, one of the things people always wanted to know was the price. Typically, they were just calling around to see what was available. But you would be amazed at how many times I would get a call back, offering me the gig. I always asked, "Why did you decide to hire me?" Often, they would say,

Feature Article (continued from p. 8)

Because your fee was so much higher than everybody else that we called! That's right...they wanted a good show, so they made the final decision based on the fact that my fee was significantly more!

In my experience, when someone pays top dollar for a performance, they treat me with profound respect. I am likely to find a reserved parking space, a nice place to change costume, and things to eat and drink. After the show, people will spend time talking to me, making me feel appreciated, offering to help me pack up.

Let me tell you a true story that happened to me just a few weeks ago. I was asked, at the last minute, if I could PLEASE help out a particular school with their fall carnival. Their magician had cancelled, and they were desperate. "Of course we can't pay you anything, since it's our fundraiser, but we would be happy to let you promote Magic Camp." The event was the coming weekend.

Usually, when I get this kind of offer, I explain that I sometimes will do a free show in return for a donation to the Magic Camp Scholarship Fund. I've been leaving the amount of the donation up to them...the largest was \$3,000; the smallest was \$25. But for some reason, I agreed to help this person out of her bind. In other words, against my better judgment, I decided to play the Good Samaritan Sorcerer and perform without compensation.

When I arrived early to set up, there was nobody to meet me. There was no signage about the show. They hadn't cleared the stage. I finally found someone with whom to coordinate, but she was distracted by all of the other things she was doing. She pointed out the woman who had called me, but she was busy across the room, so I just started clearing the stage and setting up.

At the promised showtime, there was no audience. They had set up a Cake Walk directly in front of the stage, so when they finally did get a small audience, they were sitting at tables WAY far away. The cotton candy machine was going (loudly) all through the show. People wandered in and out throughout the time I was performing. I did my best, starting late, but I was not at all happy with the situation. When the show was over, I packed up and left. Nobody said goodbye. (As I left, I saw Chicken Dog coming in. I wonder if he also donated his time?)

The woman who convinced me to perform never came over to say hello. I have not received any communication from the school since I did the show...not even a thank-you email. If the school had paid me \$500 to perform, I promise it would have been different! There is a HUGE difference in perceived value between a \$500 show and a "FREE" show.
- K.C.