

Get Your S*#t Together

From Amateur to Professional- All Levels

3 hours



This workshop is for emerging and already working artists. It is designed to arm you with the best practices for a career as a professional physical performer, and how to succeed once you get there.

Part I: How did I get here and what the #\$\$%# do I do now?

Part I of this workshop covers the burning questions that come up in the natural progression from student to performer to professional, including but not limited to how to get gigs, how to keep gigs, promotional kits (what the #\$\$% do I need in them?), corporate work, auditions, and how to move with integrity through this industry.

We will break down the components you need to have solid, and underscore all the time wastes you really don't need to be worried about. You will leave this workshop with a list of actionable items to get you from confused and lost to prepared and ready to work; either with your first gig, or your 100th.

Part II: Show me the \$\$!

Everybody wants to see yours and nobody wants to show you theirs. We're talking about rates. We won't be dancing around the truth here, we are going to discuss numbers. How to price your work as a freelance circus artist, when to work for free (it's probably not what you think), what to do when you're being underbid, and how to negotiate a fair rate. Come dazed and confused, leave with real information you can use right away.

Learn from the fails of those who have come before you.

You can be a successful artist, and you don't always have to learn the hard way.

Bridging the Gap is a product of over a decade of information Rachel has amassed personally (usually the hard way) as well as the experience from peers, colleagues, and mentors.

These workshops are non physical and ~~recommend~~ demand a notebook.

I recommend bringing in a laptop with your promotional materials/website on it for feedback.

FAQ:

Why would you hold this workshop? Aren't you creating competition for yourself?

Why, yes! Yes I am. This is the jungle. I don't want you to get eaten, and I don't want you to burn down my jungle. So I (and those who have assisted me in building this workshop) would prefer to arm you with the knowledge you will need to be successful as a freelancer in this field. Since we create our own work, there will be plenty of work to go around...if we share information and communicate with each other.

What students have to say about Rachel's workshops:

"Rachel is a generous instructor with a wealth of knowledge to share." -Adrienne Jack-Sands, Moscow Circus

"THIS WORKSHOP WAS THE BEST THING THAT EVER HAPPENED TO ME AND I WILL TESTIFY IN COURT IF ANYONE EVER CHALLENGES TO SAY DIFFERENT. Your contract and email introduction template has landed me the highest paid gig I have to speak about." -Maia Adams, *Aerial Artique SF, owner*

"This workshop was a HUGE help towards me figuring out the groundwork I need to do to get myself out there. It was a fantastic workshop...thank you SO much for holding it!"

"The workshop really got me thinking/ left an impression on me...extremely valuable...I have benefited so much from your pearls of industry wisdom <3"

"Coming from your workshop I built myself a big to do list of the gaps in my product. Having an actual CONCRETE list of what one needs to really market oneself as a professional aerialist was lifesaving. Until then I felt like I was just swimming in a vast pool of confusion."

"Your advice is probably the single biggest reason I'm now working with AC. That advice got me to Spain, and to Mexico, where I now feel like I have some great circus connections. It was huge. -Sommer Panage, *Acrobatic Conundrum*

"Thank you for lighting a fire under my ass."

Biography

Rachel is a lifelong dancer turned aerialist, choreographer, and variety performer whose backdoor circus education dates back to 2007. A diehard freelancer, she works with a myriad of circus and performance companies across the United States and internationally in Ireland, Australia, and Canada. She seems to be known for spinning fast and doing weird things like dipping herself in water on stage.

Given to excess and quixotic tendencies, Rachel specializes in aerial hoop choreography and the practice of telling stories.