

July 2013

Nashville Magic Club, IBM Ring 37 NEWSLETTER



Vickie Gibson In Concert at July Meeting!!!



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- Jason Michaels, President
- Tom Gibson, Vice President
- Stephen Bargatze, Sergeant at Arms
- Vickie Gibson, Treasurer
- Greg Slate, Secretary
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Jason: How did you get started in magic?

Vickie: I married a magician! Not the usual way. I didn't see my first magic show until I was in college. I saw it at MTSU. That is where I met Tom. At first I didn't want to know how anything was done. I always enjoyed the stage magic.

J: How long have you been doing magic?

V: I started performing when Tom and I were living in Gatlinburg. My first big show was when we started Ring 252. It was really the beginning of the Razzle Dazzle shows. I did a shadow box illusion and produced Tom. He was my assistant! It was the spring of '81. We started 252 in 1980 with Sam Walkoff.

J: And how long have you been in the IBM?

V: I joined the Knoxville ring in 1979.

J: Do you have a favorite trick?

V: I guess splitting the silks is my favorite. That is the first stage trick that I learned. I did it as my opener in my first stage show.

J: You coach and perform with your grandkids. Tell us about that.

V: It came about when Katie was little. She wanted to perform something and I was trying to come up with something that she could do. We started with a "Do As I Do" trick and we performed at family b'day parties and such. It grew into a full stage act that was performed in a Ring 252 stage show. Once Ethan got involved I started teaching him material that he could do for a solo act. Ethan and Katie have been going to the IBM conventions for the last three years and performing on the youth shows. They will be performing this year on the FCM annual convention show, too.

J: Your husband is Tom Gibson, Vice President of the Nashville Magic Club. Tell us one thing that you have learned from Tom?

V: We certainly critique each other. We are both very shy by nature and magic has helped us come out of our shells. He always has a basic concept when he is

designing a show. He has a theme or idea that he is trying to get across. I take that and do completely thematic shows.

J: And what is one thing that you have you taught Tom?

V: My strength is figuring out how to keep things flowing from one effect into another. I've contributed to the segue and flow of Tom's shows.

J: You are very involved with magic locally. I know you participate with the NMC, with Ring 252 in Murfreesboro, and the FCM, just to name a few. Tell us about that. What do you enjoy most about these groups?

V: I love to put magic out into the public. It's surprising that there are so many people who don't know that there are any magic clubs in this area. I love to help promote magic locally and get the public in to see the shows. I want the public to hire and see more local magicians.

J: Is there anything else you would like to share with the members of the club?

V: My main thing is to impress upon the NMC members that we need to help kids to be interested in magic. Kids should be learning magic in person instead of through the internet. Magic should be presented live and the public should experience that way. We need to help young people realize what magic really is.

Bargatze's Musings – Etiquette and Ethics



“I think that some club members just don’t know what the ethics of being a club member and a fellow magician are.”

I was at a member’s show not long ago and I saw a magician talking about his show to the other members of the audience who were not magicians. I was at a lecture recently and watched a magician work on his card cutting skills the whole lecture, without looking up once. What makes it even worse is that this magician was sitting in the front row. I have seen guys playing with cards during our club meetings while another member was performing. I’m sorry to say that I have been guilty of that myself.

Please understand I don’t want to yell at anyone. But I do think that some members just don’t know what the ethics of being a club member and a fellow magician are. I thought it would be best if I let an outsider put us all straight. Personally I think he’s a jerk, and shouldn’t talk to us like this, but the really sad part is that he has to tell us this at all. I guess someone had to. Thanks Christian!

For your information, Christian Painter and Katalina have a show playing in Indianapolis, Indiana. It’s called Married 2 Magic. They are a husband and wife team that do a great show every weekend at the downtown Hilton. I would not be afraid to say they are the #1

Comedy Mind Reading Act in the US. At least that is what she says!

They are now regulars at FFFF and are hosting this year’s contest shows at the SAM in DC. These guys not only are great but have *“been there and done that”*. Christian and Katalina know what they are talking about.

Etiquette and Ethics By: Christian Painter

Get ready...this is half rant and half admonishment to those out there that are guilty of the things I’m about to say. To be fair, perhaps no one has ever explained the proper way that people should conduct themselves during magic shows or in club meetings. Maybe no one has explained professional ethics and how it affects our art. My wife also suggested that since perhaps they have not been taught that I should use my column to educate everyone on ethics. So, here goes.

Lectures: Do not practice your own magic during a lecture. One goes to a lecture to learn and honor the performer by listening politely and taking in the information. This is not the time to work on your riffle pass, coin rolls, or card moves. Put your props away and listen. I

recently watched one magician during a lecture manipulate his deck of cards to such an extent that it was as if he was competing for attention with the lecturer. Really? Do you need attention that bad???

About ten years ago, I watched a magician stop in the middle of his lecture and with a stern look on his face ask a participant to put away his cards. The offender gave a perturbed look and shoved the deck into his pocket. The audience applauded for the action taken by the lecturer. We all get tired of the audience show offs. All clubs can and should announce to the audience before a lecture for them to put away their props. And then of course, the clubs must enforce that rule.

Additionally, I have witnessed during a break in the lecture, a magic club member quickly produce his magic props and begin performing for those around him. Again, this is not the time. **This is the lecturer’s time.** Yes, even during the break. Give it a rest and show some class. Stop being a jerk.

This article is continued on page 7.

Upcoming Meetings, Shows, Lectures and Conventions

Nashville Magic Club featuring Vickie Gibson In Concert, July Meeting – July 25, 2013 at 7 p.m. at Andrew Price Methodist Church at 2846 Lebanon Pike, Nashville, TN.

***TENTATIVE* - Emory Williams**

Mobile Magic Shop will be making a stop back in the Nashville area later this month. We are tentatively scheduled for him to be at Andrew Price United Methodist Church, July 27. Please check the website and pay attention to future emails for the exact details. This is all we know at this time.

The Al Lampkin Magic Lecture.

Gleaned from over 40 years of professional performing, Al will deal out more tips and tricks than you can shake a wand at. From kid shows to cruise

ship, Al has done it all. Learn close-up and stage secrets as well as how to get bookings! Saturday, August 10 at 7 p.m. Andrew Price United Methodist Church, Nashville, TN. \$5 for members and \$10 for non-members.

Do you have a show or event coming up you would like to promote?

Contact one of the club's officers with the show information and we will include it in this section.



June Meeting's Theme is...Flying Colors

Time to take out your Patriot Act (er, patriotic act), run it up the flagpole and see who applauds. As American as baseball, hot dogs, apple pie & Chevrolet, it is the month of picnics, fireworks and summer vacations. Do a trick that features any of these themes and make your magic club proud!

Help Us Reach More Magic Enthusiasts

If you are receiving this newsletter, you qualify as a magic enthusiast. I know I certainly am.

I want this newsletter to get out to as many people who enjoy the art and craft of magic as possible.

We need your help! Make sure we have your correct email address, mailing address, etc. Right now, the newsletter is strictly electronic, but who knows, maybe one day we'll even send out a hard copy newsletter as well.

You can also help the cause by forwarding these newsletters to anyone you know that might be interested in magic. That's right, anyone!

We all have to get started somehow. It's my hope that these little newsletters may help spark the interest, then fan the flame of this great art that we enjoy sharing with each other.

Don't hesitate! Forward this newsletter to some of your friends, then make

sure you invite them out to the next club meeting.

We want to make as many new friends as possible and spread the fun!

-JM

Classified Ads

Do you have some used magic that you would like to sell to another magician or magic enthusiast?

The Classified Ad section of the newsletter is here for you to get the word out. Contact a club officer today with the details and we'll list your magic here for everyone to see.

From the East by Tom Vorjohan



I had a great conversation with Paul Gertner this week, and have booked him for the 2014 Winter Carnival. Paul was actually one of the acts from the third WCM, and I am trying to create a "nostalgia" show with various acts from the first few years. I've already booked Pop Haydn who was at the first WCM, and Brian Gillis from the second one in 1976.

If any of you are heading north for the summer, I highly recommend heading to Kings Island in Cincinnati. Just this past week, I went up with two of my kids and had a blast riding roller coasters like a kid...but I also got to see Ed Alonzo's show in the theater. It was one of the fastest 25-minute shows I've ever had the pleasure of seeing. This is Alonzo's second season at the park, and he's packed it with dancing girls, comedy, illusions, and other fun stuff. He's also been booked for the Halloween season, and that will be an all new show.

Yesterday I was over in Pigeon Forge, and I had to stop in the Comedy Barn to see my buddy Stephen Knowles. This year Knowles - the "Man of Many Voices" -- has put in a great bit with a talking dog. The audience loves it! I went to the men's room after his set, and there were two dads in there with their boys, and they were still

talking about the dog. (It made it hard to do what I came there to do!) The kids were just asking "how did the dog talk?" And the dad's were absolutely not sure that it was because Knowles is an excellent ventriloquist; they were saying maybe it was a robot or a holograph dog. I nearly pee'd on my leg. (FYI: Magician & Oak Ridge engineer, Ed Ripley, worked with Stephen Knowles to make the mechanism that the dog wears to make the mouth movement so real looking an effortless.)

As a final thought for this month I want to tell you about our new Program Chairman at our Ring in Knoxville. Ben Young is a student at UT, and he has some great ideas for our monthly meetings. One of the ideas is that we are doing "icebreakers" at the start of meetings. Because our membership is so diverse in ages and interests, this was a great idea! Last month, each member gave their name and one item (that started with the same letter as their first name) that they would take with them to the next magic convention. Silly? Sort of...but this month's meeting had some people still using the association from last month! So it works.

BAMBOOZLERS – US GEOGRAPHY QUIZ

By Diamond Jim Tyler

BRAIN TEASER: If someone claims to be good at U.S. geography, then present them with this little quiz. Explain that you will ask them three questions. Elaborate that should they answer correctly that you will buy them a drink. However, if they fail to answer all three questions correctly, then they must buy you a drink. The odds are in your favor to win this one.

PRESENTATION: Ask which city is further west (Los Angeles, CA) – (Reno, NV) – (San Diego, CA) or (Phoenix, AZ)? The correct answer is Reno believe it or not.

Inquire, “What is the southern-most state capitol in the continental U.S.?” Most will guess Tallahassee, Florida but the correct answer is Austin, TX.

Finally, ask “If you are in Detroit, Michigan and you head south, what is the first country you will enter when leaving the U.S.?” The answer is Canada.

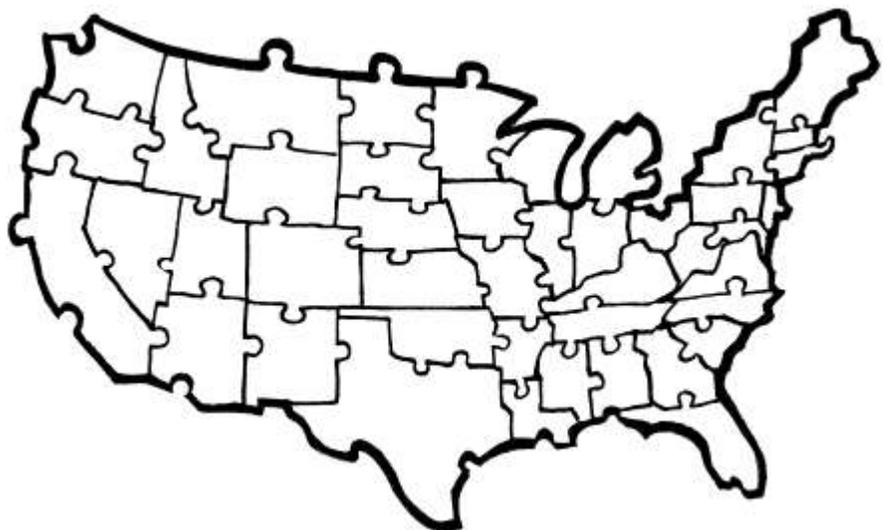
Be prepared to pull up an image of the United States in your phone or elsewhere for your skeptical friends. Further impress them by saying, “*Name any state or country and I can name the capital.*” Let’s say they shout out, “*Delaware.*” Simply retort, “*The capital is D.*”

Bamboozlers- The Book of Bankable Bar Betchas, Brain Bogglers, Belly Busters & Bewitchery: Volume Three by Diamond Jim Tyler is due out June of 2013.

Expect the same classy style pocket-sized book. It contains 75 effects with over 100 illustrations and is bound in green faux leather, with silver gilt edges, silver foiled stamping and has a ribbon marker. The foreword of the book is by Mac King. The book will be sold exclusively at www.diamond-jim.com/originals for \$19.95.

BAMBOOZLERS

By Diamond Jim Tyler



The Prez's Corner – First Impressions



Over the years I've read and heard from many sources about just how important that initial first impression is. As an entertainer, I've certainly experienced that the first impression is super important. It's also important from a business standpoint. We make snap judgments all the time. We certainly do it when we meet people. We decide whether we are going to like or dislike someone almost immediately. We make super fast judgments as to whether we want to do deal or do business with someone, talk to them on the phone, or even spend a few moments talking to them. From an entertainer's perspective, the audience meets us the moment we walk onstage. Managing

that initial first impression is incredibly important. I was recently working on a cruise ship and experienced something that made me realize just how important the first impression really is.

So, I was standing just offstage as the show began. I was scheduled to go on after the opening singer. The singer had just gotten onboard the cruise ship earlier that day and this was her very first time on this ship. The cruise director was standing next to me. He made a comment that was obvious to me that he didn't love her choice of costume. He then started the show and introduced the singer to the audience. She walked out onstage and belted out the first few lyrics to her opening song. I promise you she hadn't been on that stage for more than two seconds when he turned to me and said, "Man, it's a good thing she can sing!" And it's true; she could blow the place

up with her powerful voice. I thought that was really interesting.

Now the truth was that her outfit wasn't inappropriate. It just wasn't the cruise director favorite's costume choice. I found it interesting that all was immediately forgiven the moment that she stepped onstage and had a great, powerful voice. And I know that the audience loved her. She is a great singer and very likable performer as well. Think about how this applies to all that we do. Whether I am an entertainer, a business person, or whatever, that initial impression that we make on others is huge! Until next time...

Make An Impact!

Bargatze's Musings – Ethics, continued from page 2

Magic/Mentalism Shows: Do not perform in the lobby of another magician's show. Do not perform for those attending the show, unless you have been paid or given permission to do so. Again, this is not your show. In fact, don't even bring your props. Why would you? **You are there to watch the show – not to perform.**

After the show, do not come up to the performer and tell him how to improve his show. This is not the time to critique a show and most likely you are not qualified to critique the performer anyway. Would you want someone to come up after your show, while audience members are congratulating you, and say, "I saw your billet switch. You should use the Baker switch instead."? If a performer wants feedback on their performance, they will ask. If they don't ask you, keep your mouth shut.

I have been stunned at the sheer number of times I have seen unsolicited advice given at inappropriate times to performers. I don't care if you saw every move, knew every trick, and know better lines. Your unwelcomed assessment underlines your title of Jerk! Here's an idea: work on getting your own show, instead of telling others how to improve theirs.

Wouldn't you ingratiate yourself to a performer more if you complimented them on what they did well? Perhaps you could cultivate a rewarding relationship that would be of benefit if you would help them enjoy their accomplishment rather than being a show off.

Camera Phones/Flip Cams: Do not video tape a performance or lecture if you have not received permission from the performer. Period. Double period.

Want to know what a professional is thinking when he sees someone with a cell phone camera pointed at them? They think, "I wonder who that jerk is trying to steal my show." And "Oh boy, another non-creative, copy cat magician who is too lazy to create their own show so they feel entitled to steal mine." Why else would another performer/magician/mentalist record someone's show without permission?

Put the cell phone cameras away and enjoy the show. If you see someone with a cell phone camera, simply ask them if they have permission to record the show. Hopefully, by just asking the question, they will realize their folly and put the phone away.

Along that same line, don't take notes either. It's not ethical to "borrow" another performer's lines or routines unless that performer has sold them on a DVD or in their lecture notes. Recently, Katalina and I had a performer sit in the audience of one of our public shows and take notes. After the performance, Katalina asked him why he was taking notes. He replied that he needed new material for his show! This is not ethical . . . at all. Katalina explained to him that this was not right, not acceptable, and not ok.

Another performer shared with me that during a corporate gig, he observed a gentleman setting up a video camera complete with tripod. Wondering why, the performer asked what he was going to record. The gentleman replied, "Your show." When the entertainer told him that he could not video tape it, the gentleman responded, "It's alright, I'm a magician".

Actually no, you are not a magician – you are a thief. This behavior is not right. Just because you're a magician does not give you the right to record someone else's show. Professionals work their entire lives creating and honing a show. It is their show, their material, and their talent. Not yours. They do not do this to give it away to someone with a video camera and a lack of creativity and no work ethic.

Working Gigs: It is not proper to contact the clients of other entertainers in an attempt to steal their business. I have always believed that there's plenty of work out there; you just have to find it or create it. However, there are those unethical individuals that will wait in the bushes and see what other performers are doing and then rush out to try and steal that same work.

I am not against free enterprise. There are plenty of markets where many entertainers work to attract...

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...the eye of the same buyer, such as the college market, the comedy club market, or the performing arts market. What I'm talking about are those unscrupulous folks that will target a specific client when they find out another magician is already working with them and try to steal a gig right from under the performer who has worked hard to get it.

Case in point 1: a professional magician friend of mine had contracted a theater for a summer run. During the four month run of his show, no less than a dozen other magicians sent their materials to the owner of the theater trying to steal the show - most of them promising that their show was better and that they would perform for less money. The theater owner, having been in the business for some time already had a great relationship with the current magician, identified these individuals as unethical and forwarded all the unsolicited material to the magician he had hired.

Case in point 2: A mentalist had created a unique performing opportunity within a resort town. He had worked diligently for a year setting up all of the business connections and opportunities to generate a profit producing show. During the following twelve months he received calls from countless other mentalists/performers (that he didn't even know personally) asking him to share his entire bank of knowledge and business plan. Ask yourself, why would he do that?

How does that benefit him to share all of his hard work with someone who didn't even take the time to get to know him or foster any kind of relationship first?

Finally, let's talk about restaurants. There are plenty of restaurants in town. Yet, over and over again I've seen magicians try and steal each other's restaurant work. Why? I guess it's easier to try and steal a restaurant from a working magician than try and find one through your own hard work. This creates two problems. One it makes the supposed stealer look like a jerk, thus making all magicians/mentalists look like jerks. And . . . it lowers the value of magic to the buyers. This attitude/practice helped destroy the close up magic work in Las Vegas.

If you have been guilty of any of the things I have talked about in this article, shame on you. But, now you have been educated. So, if anyone sees you violating these rules in the future, don't complain if you're called out on being a jerk. You have been warned!

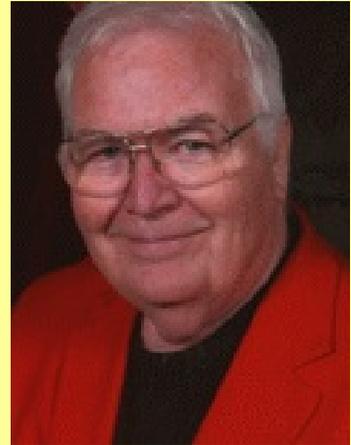
Please send any questions or comments to Christian@married2magic.com

Editor's Note – Many thanks to Stephen for reading this article and then getting permission from Christian to re-publish it in our newsletter. I would also like to thank Christian Painter for allowing us to use it. Thank you Gentlemen!

Learn MAGIC from a Pro!

THE AL LAMPKIN MAGIC LECTURE

Gleaned from over 40 years of professional performing, Al will deal out more tips and tricks than you can shake a wand at. From kid shows to cruise ship, Al had done it all. Learn close-up and stage secrets as well as how to get bookings!



● **“What a Great Lecture we had with Al Lampkin at the Magic Castle in Hollywood, CA. He was funny and his teaching of his routines was easy to understand and fun to do. Looking forward to the next time he can come back. A definite candidate for Lecture of the year.”**

David Knackstedt - Lecture Director of the Magic Castle.

● **“Al Lampkin’s lecture is the perfect lecture for magic clubs....”** *David Goodsell, Past National President of the Society of American Magicians.*

● **“I want to thank Al for a fantastic lecture yesterday it was a lot of fun. I’ve been doing two of the tricks all day. This was a great turnout..... Al is really personable and you can see it come through (during) his lecture.”** *Steve Bauter, Pres. Northern Utah Magic Assoc.*

- Learn 5 common mistakes magicians make and how to prevent them
- Learn how to do the Invisible Deck without memorizing any formulas
- Learn how to vanish a finger ring and find it in an empty playing card box
- Learn how to palm a card from the deck when the heat is on you
- Learn how to do Cards Across without envelopes or ANY preparation
- Learn Al’s Greatest Card Trick that anybody can do with 5 minutes practice
- Learn a Ring-On-A-Stick routine
- Hear anecdotes about magicians and conventions
- Learn much, much more from a seasoned magician who works full time in magic

Presented by Nashville IBM Ring 37

7:00 Lecture • Sat., Aug 10, 2013

Andrew Price Memorial UMC, 2846 Lebanon Pike, Nashville

Members \$5 • Guests \$10

Learn more about Al Lampkin at <http://www.allampkinmagic.com>