

Bridging the Gap: Parts I and II

From Amateur to Professional

Workshop Description:

2 hours each

\$150/pp for each workshop



Ready to make the transition from student to performer? Or maybe you are already working but feel like you're walking around in the dark, wondering how everyone else is getting so many gigs? This workshop is for emerging performers. It is designed to arm you with the best practices for transitioning to a career as a professional aerialist, 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 contracting, invoicing, taxes, how to get gigs, how to keep gigs, promotional kits, corporate work, auditions, and how to move with integrity through this industry.

I 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. I'm 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.

This workshop is a product of over a decade of information I've amassed personally (usually the hard way) as well as the experience from my colleagues and mentors after holding many meetings, phone calls, and arguments about these subjects.

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

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 this workshop:

"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*

“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.”