



The SPIRIT | Official Newsletter of I.B.M. Ring 1

March 2020

March 4, 2020

Ring 1 Meeting

6:30 PM Magic 101 “Thumb Tip” Magic
Tarbell Chapter 6—Steve Finkelstein

7:15 PM Ring 1 Meeting

7:30 PM One Minute Magic

Dielmann Recreation Center

11400 Olde Cabin Road

Creve Coeur, MO 63141



President's Message

Spring is just around the corner.... Unfortunately, we don't know which corner it is around. One day, it is 20 degrees and the next it is 60 degrees. Of course, spring time brings other weather issues. So be careful what you wish for.

I want to start off thanking everyone who has been calling and visiting during this time. You don't know how much it has meant to me. I want to give a big THANKS to Steve Finkelstein and Alan Zibits for running last month's Ring meeting that was moved from our normal meeting date due to snow. At our March 4th meeting, I will be back to lead the meeting where we will be demonstrating those "One Minute" Tricks that everyone knows. Something that is quick to perform, not extremely complicated but extremely entertaining. Great effects that you can do when someone wants to see you perform or you have a TV Spot that was supposed to be five minutes long but gets cut to one minute due to breaking news.

What can you do in a minute?

So bring your tricks that are short (around one minute) and perform them for the club. Also we would like you to explain or teach your effect if you could. Please let me send me an email and let me know what you would like to perform and possibly teach.

I.B.M. Ring 1 Close-Up Contest

I want to remind you that our annual Ring 1 Close-Up Contest is coming up at our May 6th Meeting. Steve Finkelstein is organizing the Contest. So contact Steve and let him know that you want to perform and compete for our coveted 1st Place Prize and all the bragging rights that goes along with it. Remember there are two categories: Beginner/Intermediate and Advanced. See all the rules below.

Kent Axell & Robert Watkins Lecture

Be sure to mark your calendar for March 17th. We have a special lecture coming to Ring 1. Kent Axell & Robert Watkins will be here to share their talents. This is one lecture you don't want to miss! Of course it is free to all I.B.M. Ring 1 members. Get your dues paid up! More info below.



Featuring: Robert Watkins & Kent Axell

A Mind-Bending Lecture from Kent Axell and Watkins

Ring 1- Spirit of St. Louis
March 17th
7:00PM

"...These guys are great performers. I can vouch for them!"
-Jeff McBride

"...Kent's dedication to theory and execution of an effect is deep. Very deep..."
-Banachek

"...Watkins creates in a way which appears effortless.."
-Fraser Parker

Lecture: March 17 at 7:00pm w/ Kent Axell & Robert Watkins

Kent Axell is a Las Vegas based Magician, Mentalist, and Magic Consultant. He has written and performed three off-Broadway Mind-Reading shows in NYC, including the still running "Merchant's House Mind Reader".

In his time in NYC, he also directed the highest rated close up magic show in the city for 5 years running 'A Taste of Magic' and has made his living exclusively as a performer for over a decade.

Robert Watkins is an NYC based Mentalist and Magician who has taken the world of Underground Mentalism by storm. With his recent release of two full length books on the subject, he's been contacted for consultation by some of the biggest names in Mentalism. When it comes to powerful close up mind reading, Watkins' thinking can't be beat.

In this cutting edge 2 hour lecture, Kent and Watkins teach stellar material from their own professional close-up and stage repertoire. There is no filler here. None. Zip. Nada. All of this is based in powerful, effective, and deceptive techniques without any knuckle busters. Also, this is a worker's lecture, not a dealer demo. Buy our books if you like, but we're here to pass on incredible Magic and Mentalism, not add to your magic drawer.

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Kent Axell & Robert Watkins Lecture continued

What you'll learn:

The Test of Time: Openly predict the time a spectator will call 'STOP' on the ace of a clock. Kent has taken this popular and EXPENSIVE piece and reduced it to about 6 dollars. During the lecture, Kent will present the piece, and then walk you through the construction and presentation of this deviously simple device which could save you about three grand.

Poker Face: An open prediction routine with a switch that is so easy to do, you'll fool yourself!

A little Touch on Coin Bending: This routine is so fun, it'll get you bending coins right away!

Hive Mind: Duplicate a drawing that was worked on by multiple volunteers from across the room.

Definitely Maybe: A fool proof method for practicing readings and linguistic based mentalism.

The City Thing: An incredible show stopping closer. A randomly selected volunteer changes their mind over and over again, and you guess the city they're thinking of.

Challenge Cards: A new take on 4th Dimensional Telepathy and close up Q and A that opens doorways to new possibilities. Now you can allow your skeptical audience members to "challenge" your powers and still read their thoughts. You will also learn how to 'hide' progressive anagrams

The Difficult Ploy: This one line of scripting will create a very convincing revelation of any piece of information. Allow your participants the ability to change their mind AFTER they have written down their thought - and still be able to reveal it.

Severance 1 and 2: Learn 2 different methods to make your Center Tear routine more deceptive. These techniques will make your billets totally invisible in your audience's minds.

Thought Switching: How to take any piece of information that has been peeked and turn it into a Spectator as Mind Reader effect.

2 Billet Switches: If you were ever afraid of switching billets, these two switches, along with Watkins additional tips and subtleties will help build your confidence and have you performing them without fear.

Thanatos: How to reveal a person's 'Death Date'...and they will know you are correct.

March 17, 2020
7:00PM
See you there!

February Ring Report

Our February meeting was rescheduled due to snow and sleet, so our monthly Ring Report will share what our members are doing rather than what happened at the Ring 1 meeting.

Steve Epner retired. He and Louise live in the Villages (which is like an adult Disneyland), about an hour north of Orlando, Florida. There are clubs for everyone. Of course, one of the first clubs he checked out was the magic club. He shared that the club meets on the third Friday of each month, September through June, and is open to anyone who lives in the Villages. In January, Cesar Domico presented a lecture for their members. The Ring misses Steve; however, we are thrilled that he is happily retired and still continuing with magic.

Steve Finkelstein is known as the Wizard of Consulting. He is a business consultant, executive coach, speaker and co-author. Steve uses magic in this business (Experience on Demand) to illustrate concepts, engage the group and promote creativity. He is a member of three international magic clubs (IBM, SAM and IMS) and earned his “Doctorate in Magic”. The following are links to several of his YouTube videos showing how he uses magic to promote his business--https://www.youtube.com/watch?v=P5_EqsjtfZc https://www.youtube.com/watch?v=TZXQZW_LCjU <https://www.youtube.com/watch?v=8IaEN3eDoh8>. Steve can be contacted at 314-409-6869 or at his email steve.finkelstein@experience-on-demand.com if anyone wants further information or has questions. Also, Steve has won numerous close-up awards, including first place winner in Ring 1’s 2019 contest. He is one of the Ring’s most knowledgeable magicians and is always willing to provide lectures for the members. He has provided lectures on sponge ball magic, coin magic, gimmick cards, and bar bets/cons/swindles and scams. Steve provides handouts for the members and also brings “magic” so members can practice the effects he teaches. He also contacts non-profit organizations regarding the Ring’s involvement in the community. For example, the members have provided magic for a Suicide Prevention Walk and also for JDRF activities. Steve is a highly valued member of Ring 1.

Chad Jacobs, Chef Bananas, shared that the St. Louis Post-Dispatch (stltoday.com) interviewed him recently. He is one of the featured performers interviewed in an article entitled, “Seriously silly: Performers talk about the business of entertaining kids.” It is online and can be found in the Lifestyles section. According to Chad, it will be featured in the Sunday paper this weekend (February 16th). He shared that his act is a food-themed show featuring magic, music, dancing and “just a lot of silliness.” He wears a yellow chef hat, yellow Crocs and uses a bunch of banana props, including real bananas. Chad has been interested in magic for years; however, (continue)

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he just began performing as Chef Bananas in 2016. Previously, he worked in various fields, including the following—worked for his family’s restaurant, managed bands, owned a bakery and even worked as a professional poker player. In his first eight months of performing, he did 100 shows! He is still expanding his knowledge and is learning to become a ventriloquist. Further information regarding Chad can be found on his website—chefbananas.com. Chad always shares his knowledge regarding magic at Ring 1 meetings. The Ring is fortunate to have such a talented individual as a member!

Barb Ronsenfeld shared that she has been a professional magician, clown, and Master Puppeteer for 30 years. She has performed all over the country, as well as in some other countries. She is currently learning and practicing new magic tricks which she will perform in Senior Centers.

Michael McClure recently appeared on a CW network magic broadcast. However, he was just in the audience! He and his wife, Susan, attended the filming of Penn & Teller’s “Merry Fool Us” episode on February 27, 2019, at the Rio in Las Vegas. This show was just broadcasted two months ago and is having repeat airings still. The following day they attended Mat Franco’s “Magic Reinvented Nightly” at the Linq Hotel and Casino. They were able to meet Mat after the show and discussed magical matters. Mat noticed his IBM pin and Michael described Ring 1 and its endeavors. Also, Michael is currently doing a feasibility study to finalize plans for a Magic Parlor in Southern Illinois. This project is still in its formative stages, but a grand opening could be as early as Spring 2021. How exciting!

The Ring always welcomes visitors to its meetings and activities.

Sandy Weis
Ring 1 Scribe

Help Requested

Data Analytics Mentalism

Please let Gary Chan (gschan2000@outlook.com) know if you have suggestions for a stage mentalism routine that involves data analytics, machine learning, and/or big data. His client asked for a themed mentalism show that revolves around those topics.

May 6, 2020 - 7:00PM

**Open to the Public
Admission is FREE!**

*Dielmann Recreation Center
11400 Olde Cabin Road
Creve Coeur, MO 63141*

**The Annual
International Brotherhood of Magicians
Close Up Magic Competition**

Sign up for the I.B.M. Ring 1 Close Up Contest!

Contact Steve Finkelstein to sign up!
sfinkelstein1@sbcglobal.net or call 314-409-6869

Beginner/Intermediate and Advanced Groups

Now is your chance to show off your Close-Up talents. If you are an I.B.M. Ring 1 member in good standing, you could be the next I.B.M. Ring 1 Close Up contest winner! There are two categories in the competition: the Beginner/Intermediate category and the Advanced category. If you have never participated in the contest, now is your chance to shine! You'll never know if you can win if you don't participate. Each member must register with last year's Champion, Steve Finkelstein, prior to May 1, 2020. Sign up early so you don't miss the deadline.

Here is what you can tell your friends and neighbors: The International Brotherhood of Magicians, Ring 1, will be hosting its Annual Magic Close Up Contest on May 6, 2020, at the Dielmann Recreation Center, 11400 Olde Cabin Road Creve Coeur, MO 63141. The Contest will start at 7:00 PM sharp and is open to the public. Magicians from all over the Metro area will be competing for one of the highest awards given by the International Brotherhood of Magicians. It will be an evening of fun, laughter, and Magic! Best of all, it is FREE to the public!

Steve Finkelstein
314-409-6869
sfinkelstein1@sbcglobal.net

2020 Ring 1 Magic Competition

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Steve Finkelstein – 314-409-6869, sfinkelstein1@sbcglobal.net

General Rules for Close-Up Contest

- 1) To enter an IBM Ring 1 contest, you must notify the contest chairman by a date chosen by the contest chairman and published in the Spirit newsletter. If you should win the contest, you, at the discretion of the Ring President, will chair or emcee the contest for the following year.
- 2) Contests will have two contest categories, (i) Beginner to Intermediate and (ii) Advanced. Within each category, there can be a Youth division (under 17 years) and Senior division (17 years of age or older) if warranted. Division is determined by the contestant's age on the day of the competition. Divisions may be combined at the discretion of the contest chairman and the Ring 1 president or his designee.

Definitions of each category are as follows:

Beginner to Intermediate Category: A person who has not placed 1st in any close-up magic contest, does not earn a living full-time as a magician, and does not lecture or teach magic regularly.

Advanced Category: A person who has placed 1st in any close-up magic contest; or is a professional magician, earning a living through magic, full-time; or lectures on or teaches magic; or placed 1st in the Beginners-Intermediate Group contest.

- 3) The total number of contestants across both categories may not exceed 20.
- 4) The contest must have five (5) or more entries in order to award 1st, 2nd, and 3rd prizes. If there are four (4) entries, 1st and 2nd prizes will be awarded. If there are three (3) entries 1st place only will be awarded, and if there are fewer than three entries, a certificate of participation will be awarded.
- 5) Contestants will be accepted on a first come first-served basis. The date that applications are received will prevail. A back-up list will be maintained.

6) Contestants must appear at the set-up location at the time designated by the contest chairman. Late arrivals may be disqualified.

7) All contestants are responsible for placement and removal of all their own equipment. A table will be provided.

8) Performance in ALL contests must be between 8 minutes and 10 minutes in length. Points will be deducted for times that are under 8 minutes or over 10 minutes. One point will be deducted for every 30 seconds over 10 minutes or under 8 minutes.

9) All contestants must be members in good standing in Ring 1 and the International Brotherhood of Magicians.

10) Contestants may be disqualified for using “blue” material at this family-friendly event.

11) The contest chairman will determine the order of the performance. Detailed questions, comments or considerations should be directed to the contest chairman.

12) Since the contest is meant to be a learning experience, judge’s comments and criticisms should be noted on the contest judging form, this is done strictly for the benefit of the contestant. Summaries will NOT be mailed to contestants.

13) Decision of a Winner of a contest is never easy, therefore judge’s decision of the outcome will be considered final.

14) The announcement of the winners for all contests will take place at the next President’s Banquet providing that all judges critique sheets have been tallied and verified.

15) I.B.M. Ring 1 will have the right to use the likeness of contestants for publicity purposes of promoting the I. B. M. or Ring 1.

16) The first and second place winners in the Beginner to Intermediate category may compete the following year in the Advanced Category, but the second-place winner is not required to perform in the Advanced Category. The first-place winner in the Advanced category of the previous year’s contest are not eligible to compete within the same division the following year; however, they may perform an act at the contest show and have their performance evaluated by the judges if time permits. This option is at the discretion of the Contest Chair. The Contest Chair is ineligible to compete.

17) Judging criteria outlined will be applicable to both stage and close up contests.

18) The minimum number of judges required to constitute an official judging panel is three. The panel will be guided by a Chair appointed from within the panel. The judges will evaluate the performances based on criteria outlined below.

19) One Lay judge will be chosen and will only judge the Appearance, Stage Presence/Audience Appeal and Entertainment Value.

20) There will be a Timer who is responsible for timing each performer. A minimum of 8 minutes and a maximum of 10 minutes is acceptable. Penalties of 1 point for each 30 seconds over or under the time allowed.

21) Performers are required to sign up for contests no later than one week prior to the event or a date advertised by Ring 1. Those signing up for performances will not be informed of who else is signed up to perform until after the sign-up cutoff date. Last minute entries (day of the event) will be allowed at the discretion of the Contest Chair.

22) Sufficient time between acts will be provided to allow the judges to adequately evaluate and rate each performance and to provide appropriate comments.

Judging criteria terms and definitions:

- Appearance: Personal appearance, with emphasis on costuming, apparel and grooming. The contestant's costume shall be appropriate to the act.
- Stage Craft: The appearance and handling of the apparatus, special lighting effects, use of the microphone. Stage technique, movement on stage, use of stage space, etc.
- Stage presence / Audience appeal: Is the contestant comfortable, at ease, confident? Was the performer able to hold the audience's attention? Does the contestant control the show?
- Ability and Technique: The dexterity and extra skill used in performance. Was the audience surprised? Was the technique concealed in the delivery or by the use of miss direction? Were there any errors or flashes? How well did the performer handle technical difficulties or mistakes?
- Presentation: Was the act routinized? Was there a theme or continuity to the program? Choice of material, handling of the props, and/or assistants, use of the available stage space?
- Entertainment Value: The most important of all the qualities because a performer could be "Perfect" in all other criteria and fall short on having an entertaining act. Was the reaction spontaneous and/or prolonged? Was the response appropriate to the situation?
- Originality: Was there originality in effect, method, or presentation? Covers standard as well as novelty presentations, new principles, concepts, or ideas displayed in the act.
- Time: One ranking point will be deducted for each 30 seconds outside the performer's allotted 8-minute minimum or 10-minute maximum. Only one judge will record the score for the Time category. That score will be entered on each of the other judges Judging Forms.

Rating Method: Contestants will be evaluated individually in each of the above categories using a 10-point rating system as follows:

1. = Bad
2. = Very Poor
3. = Poor
4. = Mediocre
5. = Fair
6. = Good
7. = Very Good
8. = Excellent
9. = Outstanding
10. = Perfection

Judges should offer constructive commentary to entrants, give them feedback of what, in the judges' estimation, the entrant did well or not so well and explain the scoring given. The post evaluation event provides the judges an opportunity to expand upon their written comments made during the contest.

Specific Close-Up Contest Rules:

There are no microphones in the close-up competition room. You may be performing for up to 60 people. So, you will have to project your voice so everyone can hear you.



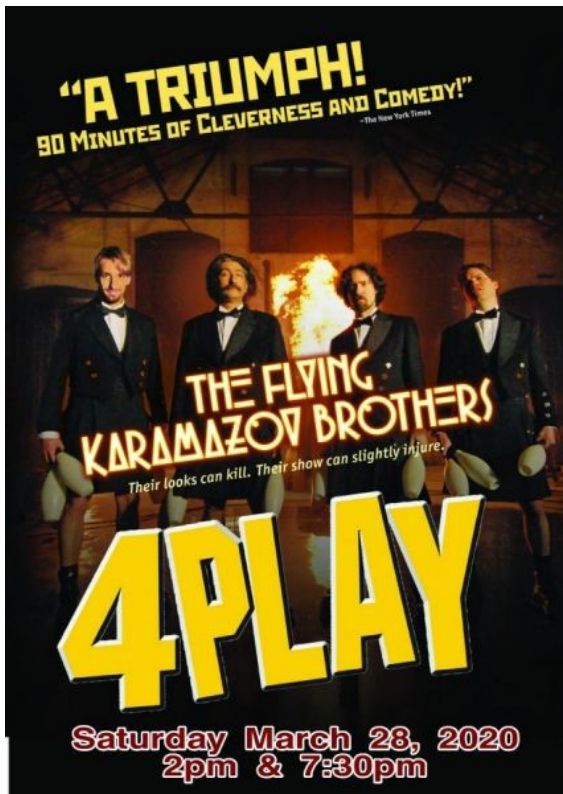
BILL BLUMENREICH PRESENTS
JUSTIN WILLMAN

Born in St. Louis, Justin Willman will be returning “home” to combine comedy and magic for the perfect night out! May 2 (Sun Theater), 9 (Pageant), and 16 (Fabulous Fox)

Sun: <https://www.eventbrite.com/e/an-r-rated-magic-show-tickets-85712106217>

Pageant: <https://www.thepageant.com/event/justin-willman-050920/>

Fox: <https://www.foxwoods.com/shows/justin-willman/>



March 28 -Expect the unexpected with The Flying Karamazov Brothers, featuring the four self-proclaimed eccentric lunatics spicing things up with a zany showcase filled with laugh-out-loud comedy, wild theatrics, arcane errata, and astonishing juggling feats. Formed at UC Santa Cruz in 1973, The Flying Karamazov Brothers have been seen around the world, on Broadway, on television, and on the big screen. They are not, however, your father’s wild-haired, flame-

<http://www.wildeytheatre.com/?nav=eventsDetails&num=1776>

March 19th

7:00PM

WILDEY

MEMORIES OF ELVIS
STARRING: STEVE DAVIS
& THE MID-SOUTH REVIVAL BAND

SHANNA FREDRICK
AS:
PATSY CLINE

THURSDAY
MARCH 19, 2020
7:00 PM
WILDEY THEATER
253 N. MAIN
EDWARDSVILLE, IL.
62025 TICKETS ON SALE NOW AT:
WILDEYTHEATRE.COM

The very popular Memories of ELVIS with Steve Davis returns to the Wildey Theatre to bring in the first day of Spring. Steve Davis and the Mid-South Revival Band recreates an Elvis Presley concert that will have you dancing and singing to all the great hits and classics. There will be a few musical surprises too. Opening this show will be Shanna Fredrick paying tribute to Patsy Cline.

<https://www.facebook.com/photo.php?fbid=1292563870951057&set=a.340501132824007&type=3&theater>

St. Louis' own Steve Davis will be at the Wildey Theater in March! The Wildey is one of the best venues in town, and there is not a bad seat in the house. Downtown Edwardsville is alive and well with plenty of top notch places to eat with several in walking distance of the theater. See you there!

Ring 1 Volunteer Activities

Volunteer your time so that we can grow and improve our Ring for everyone. Moving forwards, we'll publish a consolidated list of volunteer activities for our membership in the monthly SPIRIT. Opportunities from most to least recent:

#	Task	Contact
1	Bring new magicians or send in ideas. We need to grow our membership, especially youth magic.	Terry Richison & Steve Queen See last page for contact info.
2	Website management. Help us maintain our website (www.ibmring1.com).	Terry Richison & Steve Queen See last page for contact info.
3	Help assemble the SPIRIT a couple of times this year. The work consists of assembling articles that others write, editing, and then emailing out the newsletter.	Gary Chan See last page for contact info.
4	Project Magic (Shriner's Hospital). See next page for details.	Darryl "D. Jay" djay1000@yahoo.com
5	Attend the monthly Ring 1 board meeting. See page with the calendar of events for more info.	Terry Richison & Steve Queen See last page for contact info.
6	Write an article for the SPIRIT on any topic related to magic. Your fellow magicians will enjoy reading it!	Gary Chan See last page for contact info.

Board Meeting Dates: Mar 25, Apr 22, May 27, Jun 24, Aug 26, Sep 23, Oct 28, Nov 18, Dec 13

6:30pm IBM
7:30pm Jubilee

Location: Experience on Demand, 16020 Swingley Ridge Rd, Chesterfield, MO 63017. (Register with Terry Richison so that you get any last-minute location change notifications. His contact info is on the last page.)

Contribute and help shape the future of our organization. All members are welcome!

Volunteer for Project Magic

Volunteer to place a smile on a child's face at the Shriner's hospital on the 3rd Tuesday of each month at 6:00pm and finish by 7:15pm. We are looking for two magicians for each month.

Date	Magician 1	Magician 2
Mar 17	Steven Buesking	Volunteer!
Apr 21	Steven Buesking	Volunteer!
May 19	Volunteer!	Volunteer!
Jun 16	Volunteer!	Volunteer!

Contact Darryl "D. Jay" at djay1000@yahoo.com to sign-up!

Directions to Shriner's, 4400 Clayton Avenue St. Louis, MO 63110: If coming from downtown or IL, take 64 and exit north on Boyle St. and turn left onto Clayton St. If coming from West County, head east on 64 and go North on Boyle and then left on Clayton St.

To check-in, go to the front desk and show a photo ID. The room we will be going to is on the 3rd floor. Take a left after getting off the elevator, and go towards the area where there is a sitting area with a large flat screen TV. It will be a small room (smaller than our Dielmann Recreation Complex meeting room).

Darryl "D. Jay"
djay1000@yahoo.com



This Might Be Your Last Edition of the *SPIRIT!* Pay Calendar Year 2020 Dues

It is that time of the year when the local dues of \$15 are due. Only \$12.50 for the second person in your household. You will be receiving a Dues Notices from Secretary, Alan Zibits. If any of your information, phone numbers, e-mail addresses, etc. have changed, please let Alan Zibits know at alan.a.zibits@boeing.com.

To pay online: Go to <http://www.ibmring1.com/>. Click "Buy Now" in the bottom-left. Either log into PayPal or click "Pay with Debit or Credit Card". Fill out the form and pay.

To pay by mail: Write a check payable to "IBM, Ring 1" for \$15. Write "2020 Dues" on the memo line. Mail the check to Sandy Weis, 1755 Elkins Drive, St. Louis, MO 63136.

To pay in person: Bring a check (see details above) or cash to a monthly meeting. Give it to Sandy Weis.

Upcoming Events!

Date	Event
Mar 4 6:30pm	Magic 101: Tarbell Ch. 6 (Thumb Tips) with Steve Finkelstein Regular Meeting: One-minute Tricks
Mar 17 7:00pm	Lecture: – Kent Axell & Robert Watkins
Apr 1 6:30pm	Magic 101: Tarbell Ch. 7 (Impromptu Magic) with Steve Queen Regular Meeting: Rings, Ropes, and Chains (host TBD)
May 6 7:00pm	IBM Ring 1 Close-up Contest
May 20 7:00PM	Lecture: Ferràn Rizo and Nataly Machado
Jun 3 6:30pm	Magic 101: TBD Regular Meeting: Money Magic (host TBD)

One of the Great Unknowns When Setting Performance Fees

Steve Zuehlke

So much material has been written on this subject, its hard to know where to start but here we go.....

First and foremost, do you have an act worthy of a fee? If you can be honest with yourself and answer honestly, half the battle is over. Some of us perform for fun. We perform for friends and family and don't expect a fee. There is nothing wrong with this. The more you perform, the better you will become.

If you do perform for a fee, what is your act worth? Again, answer honestly and half the battle is over. This article stems from a conversation that Steve Queen, Darryl Lenz and myself had a recent gathering. Steve Queen summed it up perfectly. Good magic is not cheap and cheap magic is not good. I use that very same analogy at my job only it goes like this. Good service is not cheap and cheap service is not good. I may not always be the lowest bidder but I can almost guarantee that our company will outperform the next guy. We also have another saying in my industry. "Did you want best price, best delivery or the best service? Pick two because you can't have all three."

Steve Queen also mentioned about cutting your price. The example he used was that you quote a price. You get a call a back and they tell you that they found MAGICIAN X and he is \$100.00 less (continue)

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than the fee you quoted. And they expect you to meet or beat the price. DON'T DO IT. This only lessens your VALUE. And when you do it once, you'll do it again. If the customer calls for a repeat booking, he'll try the same trick again. For the sake of argument, say you lower your price. The client goes back to MAGICIAN X and tells him what you are now charging. And he lowers his price. Then the client comes back to you. Now what do you do? You should politely hang up! *smile*

We do live in a competitive world and with the internet, there are a ton of choices. But at some point, you have to draw the line in the sand and stick to your guns. Some may not agree with me on this but you will be better off in the long run. So, if you know what your act is worth, nothing else needs to be said on this subject. And if you don't know what your act is worth, ask one of the Ring members. Have them come watch you perform or send them a video and be prepared to accept constructive criticism. Constructive criticism is one of the hardest things to accept. It will make you a better performer. I get reviewed once a year at work and I am the most senior employee here. There is always room for improvement!

A great read is Michael Ammar's Negotiating Higher Performance Fees. This is a small 10 page booklet that you should be able to find online. Also available on MP3

Magic Conferences and Events

Central Illinois Magic Get-Together

Springfield, Illinois

May 30, 2020

<https://www.cimgt.org>

217-965-5042

Registration only \$50.00

Magic Summit

Collinsville, IL

June 27-28, 2020

I.B.M. Convention

Pittsburgh, PA; July 8-11, 2020

<https://www.magician.org/convention/online-registration>

2020 Magic Conventions

<https://www.themagicwordpodcast.com/magic-convention-guide>

Magic Roundtable

Schnuck's, 12332 Manchester Rd, Des Peres, MO 63131

The St. Louis Magic Roundtable has been meeting every Saturday for roughly 40 years. It currently meets on the mezzanine at Schnucks in Des Peres at 1:30 every Saturday. There is no cost involved, but any food consumed must be purchased in their store. Bring some magic or a book. Discuss, show others, practice. Or just visit and be social. Questions? Contact Harry Monti at 636-399-5391 or MontiMagic@aol.com .

May 20th



Ferràn Rizo is a full time Spanish magic professional who has previously unveiled his magic secrets to the European community. He has lectured at the top Magic Circles in Spain and conventions. Ferràn and his wife, Nataly, are both teachers at the Juan Tamariz School.

Ferràn and Nataly have created several stage shows that have been presented across Europe. They have developed their own retro style that combines art, dance and magic. Ferràn and Nataly also have their own TV show called "Increíble pero Magia."

What's Included in the lecture?

This lecture is full of practical close-up magic with cards, coins, cups, a pad and a piece of paper. There is a bit of everything, and there is something for everyone at any skill level. The tricks presented in the lecture are taken from his own professional act, so it is practical magic at its very best, tried and tested over the years. Some of the tricks will be performed by Nataly Machado who has also lectured in the UK and at the Magic Castle. This is a unique lecture full of new and original ideas.

Decreasing Deck and Card-Case: The magician clearly takes the cards from a card case and at his command the complete deck shrinks into a mini deck. The transformation takes place in full view of the audience and at the end of the routine, the shrunken deck is inside the mini card-case.

Naton: This trick will be revealed for first very time to U.S. magicians. The magician writes a prediction onto a pad, and then the spectator takes a card. When the magician reveals the pad, it represents the face-down card, claiming that it is the chosen card. Then the magician makes a magic movement and draws a card, which becomes a real card, showing that it is the selected card. To finish, the magician places the card into the pad, this time face-up and it becomes a real drawing. The magician can then tear the page from the pad and hand to spectator as a souvenir.

The Three Powers: In this trick three coins clearly disappear from the magician's hands and travel to inside an empty purse. At the end, when all the powers mix together, the magician makes the coins disappear from inside the purse and into the spectator's hands. A very powerful trick for your audience.

My Cup: This is Ferràn Rizo's signature piece, that has amazed magicians from all over Europe. When you learn this routine, you will have a powerful and magical piece on your hands that will even fool magicians. Spectators and audiences will be able to clearly see all the

movements but not how the trick is done. This routine also ends with an unexpected climax.

The Phoenix Paper: A piece of paper, which was handed to a spectator for inspection, is torn into small pieces and then rolled up into a ball. He then pierces the paper ball with a pin and sets the paper alight. In a flash, it is instantly shown to be restored into a complete piece of paper. The magician's hands can be shown clearly empty until last moment. A fantastic and visually dramatic opener

The Storm: In this trick, you will be able to make your audience participate in a small miracle. Your spectators will become actors and extras in a theatre play. The first actor, represented by a card will be immersed in the vastness of the deck that represents the sea. Suddenly a storm will render the card in danger, but the magician will make it disappear and reappear inside a box that was shown to be empty at the beginning of the trick.

The Nature Box 2.0: This is a handmade wooden box that was created originally to perform the card to the box plot. But soon, Ferràn developed new ideas which let you perform several different tricks, magic with cards, coins, banknotes, keys and predictions. In his version of The Card to The Box plot, you will be able to show the box entirely empty at the beginning of the trick and make a real card appear inside. You will also learn several other different and magical effects

Testimonials

"Ferran & Nataly Rizo came highly recommended to me by Juan Tamariz and when I saw their lecture I could see why. They are a highly skilled and very likeable couple and have some wonderful routines and effects for members of all skill levels. I would recommend them for any club night!" - Steve Gore

"If I only had one word to define Ferràn's magic would be "elegance". Elegance in his handling, in his tricks, and the way in which he relates with his audience. Even his sense of humor is elegant. If we add to this, his rough experience and his first-rate magic, we have a great magician from head to toe" - Alberto de Figueiredo, Magic Castle & Penguin Lecturer

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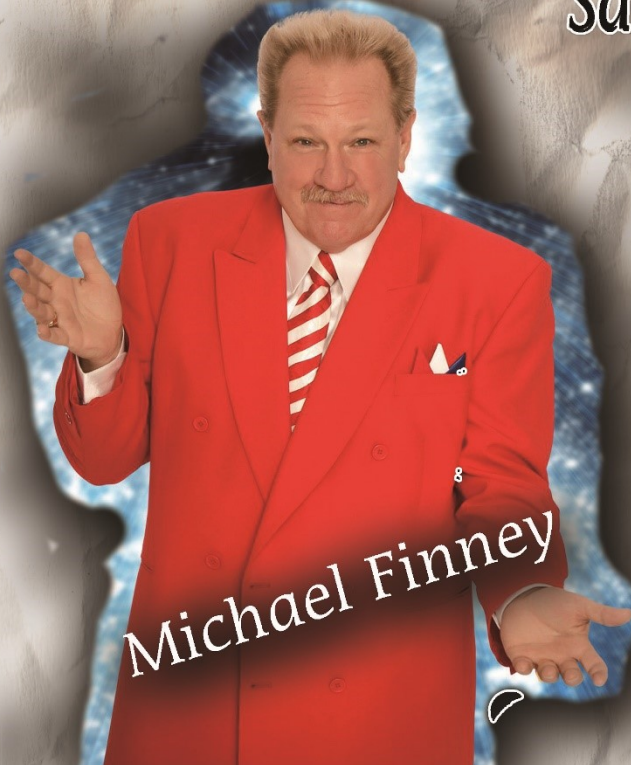
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