#### MAGIC ROADSHOW

December 30th, 2010 Issue# 115 Rick Carruth - editor/publisher (C) 2010, all rights reserved worldwide

Street Magic's #1 free newsletter for magicians, street performers, restaurant workers, close-up artists, and mentalists, with subscribers in over seventy countries worldwide.

### Hello Everyone!

Welcome to a new issue of the Magic Roadshow. If this is your first issue, I sincerely Thank You for taking the time to share a part of your day with our magic community.

I had a blessed Christmas. I hope to have a blessed New Years as well. Less than 24 hours to go and we're looking at a new year...

Here's a little review of events in my life and that of the Magic Roadshow during the past year. I don't talk about myself much anymore, as I feel there is so much magic to explore in each issue I don't want to hold you up. Regardless, I do have a few request to fill this area with personal notes, as I have done in years past.

So... enjoy. You asked for it.

I began the year, and will end it.. living alone. Like a disproportionate number of families, my wife and I separated and divorced. After twenty years of marriage, it was extremely difficult for both of us. I never anticipated this, and it took quite the adjustment to 'learn' to live by myself. Oh well... I'm a big boy and I'll make the necessary adjustments and go forward.

My business, Mimosa Services, has flourished. (No, Mimosa Services is not named after a drink - it's named after the Mimosa tree that grows in my yard). I stay busy throughout the day, doing some little something, and managed during the year to bring all my secondary services, the Magic Roadshow included, under one umbrella. If you wondered what the wizard behind the curtain does when he's not wizarding.. you can read more at the Mimosa web site.. http://MimosaServices.net

Three years ago, Yahoo kicked StreetMagic.info out of their index. No reason given. I made numerous calls to California to try to determine what, if anything, I could do to get re-listed. Basically, I was told that once you're removed from Yahoo you don't get back in. Maybe they followed a link in the Roadshow and it went to a site that, in addition to it's magic content, promoted gamb'ling .. Who the heck knows.

Well, after three years of struggling to get StreetMagic back in Yahoo, three months ago we reappeared under the 'street magic' search. Not just reappeared, but reappeared as the #1 listing. Ahead of Ellusionists, ahead of Penguin, ahead of every other site in the world. So much for not being able to ever get back in the Yahoo index. This was, without a doubt, one of my major accomplishments in 2010. SEO companies offered to 'try' to get me back in the top 100 or so, for a few thousand bucks. 'Mimosa Services' has secured the #1 rank on the web for StreetMagic.info in both Yahoo and Google

under our primary search terms.. mainly 'street magic' and 'streetmagic'.

I attended great conventions and lectures in Pigeon Forge and Gatlinburg Tennessee (Winter Carnival of Magic) and in Charlotte NC (Carolina Close Up Convention). I was able to spend hours with both Banachek and Alain Nu, two of my favorite performers. And I was able to attend club meetings in Greenville SC (IBM) and Asheville NC (WNCMagic & my home club, WNCSAM). My magic connections are very important to me, and I am thankful for my magic buddies across two states.. not to mention all you guys and girls..

All in all, I've been blessed. I sincerely hope you have too.

Many of you have wrote and thanked me for publishing the Roadshow. I cannot tell you how much your kind words encourage me to write yet another issue. Sometimes it's not easy. The time required is substantial and publishing a new issue is just like publishing a web site every month. My point is.. I hope you find something in every issue that will inspire you in some way on your magical journey. There are a couple of resources in this issue that are not directly magic related. I hope you take the time to read them regardless. There is something to be learned.

Comments, criticism, rants and raves? EMAIL ME

God willing.. I will celebrate the New Year with family and friends. I wish you a wonderful 2011 and I hope you grow in spirit and in your magic many times over.

Now, enough about me. On with the Roadshow...

.: The Art of Misdirection: Making Magic Happen - Part One.

Austin Hackney

The system of mental and practical techniques known collectively as 'Misdirection' are essential to making your magic tricks really have impact. If you want the 'wow' effect, you need to understand misdirection. It doesn't matter if you've got some fancy gimmick from a magic supplier, if you're employing sponge balls, cards, hanks or nothing more than a simple coin vanish - if you don't understand how to direct and misdirect your spectator's attention, even if you are highly skilled in every other aspect, you will not create magic. Misdirection is what makes magic really seem to happen!

To guide your audience's attention you need to master these 4 powerful methods:

# 1. The Power of your Eyes.

Yes, your eyes. Not your hands, not your \$100 "secrets revealed" dvd and definately not your plastic thumb tip! Your eyes. If you are in conversation with someone and you look away, they will look too. It's a psychological fact. Folks can't help it.

If you want people to look at something, just look at it yourself. If you don't want anyone to look, be sure not even to glance at it!

Look someone in the eye and they will look you in the eye. Human vision has a very limited scope of focus. If you catch a person's eye and keep your hands at waist height, they'll seem just a blur to your viewer. Then you do your move. His response is so quick and natural, he won't notice he looked away from your hands.

## 2. Natural Curiosity.

Show your spectator something new and I guarantee they will look at it, not whatever else it is you are up to. Everybody looks at the new object. A wand or a silk or maybe a hat are traditional items. This guidess the audience's attention away from the ditched card or sleeved coin, for example. Never forget that an empty hand or an audience member can serve as your object. As long as you give your attention to it, your public are bound to follow you.

### 3. Big moves hide little moves.

Sounds obvious maybe, but never to be ignored. You have a coin in your palm, plainly visible for all to see. You would like to make it visibly disappear right in front of your public's eyes. You decide to do Bobo's wrist palm: a subtle move using a quick forward flick of the hand. The action might easily reveal the trick. You need it to appear that your hand rests completely still. So what can you do? You wave your other hand above in a flourish. No need to conceal the coin. The public will focus on the larger gesture and that's when you do the wrist palm. The coin is gone! That is how high impact magic works. To your audience's perception they SAW the coin vanish. That big flourish hid the little flick. You will discover all manner of ways to apply this principle.

## 4. Magic Words.

You should use verbal misdirection. Storytelling patter makes the story's progress more engaging to the audience than critical judgement, especially with a juvenile audience.

Another way of employing words is to ask someone a question, to think of a number, to tell you if that woman is his wife, etc. Whatever causes him to think will distract him from you and your sleights. Another advantage is that everyone else's attention will be on him, to see his embarassment or discover what he'll answer.

Possibly the very best way of all to using language in magic is to tell a joke, say something that makes folks laugh. While people are laughing their critical capacities are almost zeroed. It's a mental law that you can't think and laugh simultaneously!

You can plain lie, too. Tell the public you're removng the object from the table and placing it in your palm and do the movements but don't really put it there it in there, retain it. Really, you're lying! You can make this more convincing by concealing your lie behind a veil of truths. "This is the coin you selected (true). I'm placing it here (true). I'm turning it over (true) and putting it there (not true)." The truths convince them to accept the lie.

Learn and follow these principles of misdirection, practice them in your routines and you'll find out that you are able to genuinely astound your spectators with what appears to be real magic!

.: The Art of Misdirection: Making Magic Happen - Part Two.

In Part One

We looked at the most fundamental aspects of misdirection: physical and verbal misdirection techniques; things that you can do (or not do) and things that you can say in order to guide and direct your audience's attention to where you want it to be and steer them away from where you don't want it to be.

Those are the basics, the fundamentals, and you can really get by with those. But you don't want to just get by, do you? You want to be amazing, right? Well, you can be! There is so much more to learn - but it is all really cool stuff that you are going to love to do...so, let's go deeper into the Magic of Misdirection..

### Timing:

Timing, or the way you use the rhythm of a trick, can make the difference between a "yeah, cool trick" response and a "What the...how the ..how the freak did you do that??" response.

One of the best ways to use timing to enhance your trick is to hide the fact that you've actually done your secret move right before their eyes during the 'set-up'. Think of the magic number, 3. That's the key to rhythm in magic. It goes: on-off-on. Here's an example:

on: you hold a coin up and say, "you see this coin?"

off: you pass the coin to the other hand

on: you raise the other hand in a fist and say, "let's see what I can do with this..." You slowly uncurl your fingers - and the coin is gone!

# Impact:

Of course, what you did was palm or ditch the coin on the 'off' beat, when they thought you were just passing it over to the other hand. It's the quiet time, when their attention is relaxed between one 'on' move and another.

Effectively you've done the trick (ie vanished the coin in this case) before they even think you've started

Do not underestimate the power of this technique. As you use it and understand it more, you will find yourself doing it naturally all the time. It's as easy as 1-2-3 but it will seriously rock your magic.

So, to the second deep technique of misdirection that I want to share with you. It's related to rhythm although it is fundamentally a psychological technique. It's called habituation, or conditioning or brain-training. Basically it's a way of using the fact that we tend very quickly to 'get used to things' and that molds our expectations.

In very simple terms, if a thing happens several times over and over your brain stops paying full attention and as soon as the thing starts happening again fills in the gaps with what it expects rather than what it sees.

So, to make use of this in misdirection, we use rhythm again and again the magic number 3. Back to our simple coin vanish, here's an example:

- 1. you show the coin, pass it to the other hand, close your fingers, open them again and there's the coin.
- 2. you show the coin, pass it to the other hand, close your fingers, open them again and there's the coin.
- 3. you show the coin, pass it to the other hand, close your fingers, open them again and there's the coin.
- 4. you show the coin, pass it to the other hand, close your fingers, open them again and ...the coin has VANISHED!

You see, the first three times you really do pass the coin so by the third time your audience just accepts that the coin got passed over (their brains are just going "oh, yeah, I remember this, he passes it over to the other hand, yeah, yeah." But on the third time, you palm or ditch and bam! You have high impact magic.

So the rhythm here, the timing, is just the same but you actually do do the trick at the end, it's only that by then the audience think they know what you're going to do next, so they don't see what you do do! Get it?

It's as easy as 1-2-3-BAM!

So the final way that you can use timing, use rhythm, is in the 'delay technique'. This basically relies on the human tendency to forget stuff very, very quickly. And that is very reliable. Believe me.

Lots of card tricks rely on someone picking a card that they think is random, but you actually decided precisely which card they were going to pick. It's called 'a force'. So here's an example of how to use the 'time delay' technique to effect a force:

- 1. On the top of the pack is a card you know (you put it there or sneeked a peek); let's say the Ace of Spades. Okay.
- 2. You put the pack on the table and ask your guy to cut, or split the pack.
- 3. You then take the bottom of the pack and place it over the top half (reversing the order)
- 4. You then leave the pack, make eye contact, and say something like "Okay, we have a standard pack, I asked you to cut, you had a free choice and..."
- 5. "...I marked here the place you cut to." You indicate the pack. "So, now you take this card that you cut to freely..."

Of course they take the Ace of Spades because by this time, and convinced by all the true statements before (remember Part One?) they really believe that is where they cut the pack.

And that's it for Part Two. In summary:
1. Use the off beat
2. Repetition
3. Time delay
All the best with your magic and watch out for Part Three where I will tell you THE MOST POWERFUL SECRET of all misdirection.
Austin Hackney'is a performing magician, entertainer, theatre practioner and writer with many years of experience, and always keen to share his experience and encourage the novice. He lives and works from homes in Northumberland, UK and Tuscany, Italy with his wife, two children and the family dog. Austin is the editor/webmaster at Magic-Tricks.ws In addition to informative articles by Austin, they publish articles on magic by genuinely knowledgeable authors on the basis of a link exchange. If you're interested, see their submission guidelines. Magic-Tricks.ws is a great resource of tutorials, books, downloads, articles, and more
http://www.magic-tricks.ws
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More on Misdirection Articles
While we are one the subject, here are two more very informative articles on misdirection. I encourage you to read them, put the info into practice, and watch your performance level increase exponentially
http://www.leirpoll.com/misdirection/misdirection.htm
http://www.illusiongenius.com/articles/3-04.html
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DEALING THREE - Card Effect David Neubauer

They have just forgotten the details of what happened. You can rely on that.

Here is a nice variation of an effect recently featured in the Roadshow. My friend, David Neubauer, has an alternate handling that makes the effect easier than originally published.

Using a 52-card deck, have three people each select a card at random without showing it to you. Tell them to memorize their card.

Deal one pile of 14 cards face down. Next to it deal a pile of 15 cards. Now, count off 5 cards and put the remainder of the cards next to the 15-card pile (making a 3rd pile). Keep the remaining 5 cards in your hand.

Have the first person put his (or her) card on top of the 14-card pile, cut as many cards as he wants from the second pile, and put them on top of his card.

Have the second person put her card on the second pile, cut as many cards as she wants from the third pile, and put them on top of her card.

Have the third person put his card on top of the third pile, hand him the cards you're holding, and have him place them on top of his card.

Pick up the last pile, put it on top of the middle pile, and put both on top of the first pile.

Make clear that the cards are now lost and you will find them. Explain that you are going to flip a card up and then, right next to it, one down - and keep repeating this until you don't have any cards in your hand. Ask the spectators to say "Stop" when they see their card.

Deal the cards alternately into two piles, one face up and one face down, starting with the face-up pile. When all the cards have been dealt (the spectators won't see their card unless you mess up), pick up the face down pile. Deal it exactly the same way.. one up and one down.

Keep repeating this until you have only three cards left face down. Turn them over, and there are their cards. The top one is the third person's card, the next is the second person's card, and the bottom one is the first person's card.

David Neubauer	
www.dnmagic.com	
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THE AMATEUR CONJUROR ©2010 by Ed Glassman

~ How To Create A New Card Trick ~

Creativity consists of combining old ideas in new ways thereby producing new ideas. A great deal of

creativity goes into creating a magic trick. One way to do this follows...

Many card tricks consist of the following four stages:

- Stage 1: The spectator-volunteer picks a card, now the Chosen card.
- Stage 2: The Chosen card is returned to the deck.
- Stage 3: The magician manipulates the Chosen card in the deck.
- Stage 4: The Chosen card is revealed magically to the spectator(s).

Consider this simple bewildering trick, for example...

- Stage 1: A simple method to allow the spectator-volunteer to pick a card consists of the magician holding the deck in the left hand, removing the top half of the deck with the fingers of the right hand, and offering the top card to the spectator-volunteer. So much for Stage 1.
- Stage 2: A simple method for returning the Chosen card back into the deck consists of repeating Stage I above, that is, holding the deck in the left hand, removing the top-half of the deck with the fingers of the right hand, and offering the top of the half-deck in the left hand to the spectator-volunteer to return the card. Thus ends Stage 2.
- Stage 3: To manipulate the card to a useful place, a very simple move consists of pretending to replace the top half of the deck in the right hand on top of the half deck in the left hand, but actually, with a bit of misdirection, saying 'cut,' and placing the half deck in the right hand face-down on the table and covering it with the half deck in the left hand.

End of Stage 3. Note that the Chosen card now rests quietly on the top of the deck, awaiting the magician to reveal it mysteriously.

Stage 4: Choose your favorites ways to reveal the Chosen Card now on the top of the deck. I like this simple way to reveal a Chosen card resting on top of the deck. I ask the spectator-volunteer to pick a number from 5 to 10, and I deal that number of cards, one at a time, face-down from the top of the deck to make a simple pile. When I complete the deal, I apologize, state I made a mistake, and that the spectator-volunteer has to deal the cards. I return the pile of cards to the top of the deck, and the spectator-volunteer deals out the correct number of cards. The last card dealt is turned over, and sure enough it is the Chosen card.

VARIATION: After you move the Chosen card to the top of the deck in Stage 3, announce that you secretly moved the Chosen card to a certain number in the deck and magically planted that number in his mind. Ask the spectator-volunteer to state a number between 5 and 10. Whatever number he says, agree that it is the number you planted. Prove it by performing stage 4 described above. If you cannot figure out how to do this, contact me at my website: www.magictrickbook.com

A multitude of different ways to accomplish each stage exists and you may mix, match, and substitute stages from diversely different tricks to create unexpectedly new tricks.

### ABOUT THE AUTHOR

Ed Glassman has been an amateur magician since high school. When he turned 80 years old last year, he wrote the Family Magic book series so his family could have some magic in their lives.

This magic trick is adapted from his book "FAMILY MAGIC I & II," actually 2 books combined into one volume, now available from amazon.com. A GREAT BOOK FOR HOLIDAY & BIRTHDAY GIFTS.

Click here to order... http://www.amazon.com/Family-Magic-II-Edward-Glassman/dp/1450599990/ref=sr\_1\_1?ie=UTF8&s=books&qid=1272863106&sr=1-1

Contact Ed at.. http://www.offbeatbooks.net/magic-tricks-books.html

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99 Sure-Fire Ways to Boost Your Productivity, Boldly and Brazenly Go Where You've Never Gone Before, Outsmart Your Boss, and Make the Coming Year a Rousing Success - Free PDF

Yes, this is the longest title in the history of the Magic Roadshow. I think this PDF, which I reformatted and converted to a PDF from an article, is very appropriate for the New Year. Some of the gems are virtually priceless... For example:

- 1. Nuke it! The most efficient way to get through a task is to delete it. If it doesn't need to be done, get it off your to do list.
- 6. Mini-milestones. When you begin a task, identify the target you must reach before you can stop working. For example, when working on a book, you could decide not to get up until you've written at least 1000 words. Hit your target no matter what.
- 18. Promise. Tell others of your commitments, since they'll help hold you accountable.
- 47. Asylum. Complete an otherwise tedious task in an unusual or crazy manner to keep it interesting. Make phone calls using pretend foreign accents. Fill out government paperwork in crayon.
- 70. Vulcan logic. Ask for a part-time assistant by explaining to your boss that you're being paid \$25/hour to do \$10/hour tasks, which is costing your employer a lot of money.
- 71. Voodoo. Display voodoo replicas of your boss and co-workers on your desk, labeled with their names. Whenever you overhear someone complaining of health problems (headache, upset stomach, runny nose, etc), stick a pin into the corresponding part of their doll. Then call them over to your workspace for some unrelated reason.

Download it now while it's still Free. You'll be glad you did.... ( Please, no emails about this being copyrighted © material... I know something you probably don't.. )

http://www.divshare.com/download/13617717-b9b
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Magica - Free Magic Trick Online
My friend, Chris Philpott from sunny L.A., award winning screenwriter and director, has insomnia So what does he do about it? He creates. He writes screenplays, creates magic effects, and collects magic books, posters, and other things magical
His free magic section is a treasure of original effects and found resources. I particularly enjoy the 'Rock, Paper, Supremacy!' post and the 'Bar Code Card' effect, complete with gaffs. To quote Chris:
"This page is a collection of tricks I came up with and presentation ideas for other people's tricks – some are cool, some are just strange (which is cool too when you think about it). I'm a writer, not a performer, so most of these tricks have never been performed. If anyone wants to learn them and do them – enjoy!"
Chris just published "Suitopathy" in this section, in anticipation of your visit. A spectator thoroughly shuffles the deck. The deck is then dealt face down, one card at a time, by one of the spectators and the magi correctly names the suit of every single card. In fact, whenever the audience request it, the magi will name both the suit and value. You've got to visit Magica to discover the secret!
The -Quotes- page was quickly bookmarked, as you guys know how I love to post a quote or two in the opening section of the Roadshow. All the quotes are magic-related, perfect for the Roadshow!
Check out the Film & Magic blog, particularty the Google N-gram resource, the 'For Sale' section, and sign up for the LA Magician directory if you live in the general area
http://www.magicaonline.com/free_magic.htm
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The Art of Suggestion and Influence - eBook Dr.A.C.Marriott PHD. B.A.A.Hyp

Would you like to be able to ask someone to name a playing card and then have them name the very

card you gave them to hold only moments earlier?

What if you could suggest playing cards, images and pictures. Create powerful hypnotic phenomena without employing hypnosis. Use suggestion and influence with contact muscle reading. Learn failsafe methods for practicing these effects. Become a more persuasive and powerful magician or communicator.

"The Art of Suggestion and Influence" is a gold mind and must have for any one who wants to make their show truly Mesmerizing."

This ebook is available on Page 3 of the MagicBookStore web site... Check it out. And remember, all ebooks on the MagicBookStore site, aside from being extremely affordable, come with a 60 day money back guarantee. Where else can you get a money back guarantee on magic related material?

http://magicbookstore.info
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Brad Christian Video - Resource
Here is a solid 8 minute plus video of Brad Christian in a yet unreleased version of Ninja_3. The advice is good, and some is dead-on.
Brad discusses, among other things, how magicians give themselves away when performing an effect. Some of the points he mentions are real pet peeves of mine, and something I hate seeing otherwise skilled magicians doing during their performance. I could go off right here but I'm not. I'll let Brad have his say, as he has the ability to express himself better than me ( or is it " I " see, what did I tell you )
http://www.etricks.info/2010/12/unreleased-video-from-brad-christian.html
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Although not totally complete, contact information wise, this site is as close as it comes to a semi-complete, world-wide listing of playing card manufacturers, vendors, and publishers.

Playing Cards Publishers and Manufacturers - Online Resource

" I have four designations for entries in this list: Printer, Publisher, Vendor and Equipment. "Printer"

means I think this company owns card production apparatus. "Publisher" means I think they have a product line and brand name identity. "Vendor" means I think they sell direct to the public, whether it's a product they specifically had published, or cards in general. "Equipment" means I believe they are manufacturers of card-making equipment, including printing presses, laminators, cutters, lithography machines, and sorting/packaging equipment."

This is a great resource to bookmark for future reference, assuming you are researching a particular type of card ( as I was when I discovered this site..) or looking for a vendor of a certain deck of cards.

http://www.guntheranderson.com/	cards/manuf.htn
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Bartender Magic - Online resource

- 1. Two hydrogen atoms walk into a bar. One says, "I've lost my electron." The other says, "Are you sure?" The first replies, "Yes, I'm positive."
- 2. A jumper cable walks into a bar. The bartender says, "I'll serve you, but don't start anything."

Bartender Magic was featured in the Magic Roadshow over five years ago.. Issue# 20 to be exact, and I think it's time to re-introduce you to a great site. Oh, when I was searching back through past issues to discover the previous posting I ran across the two puns..

Want more tips? Need to make more friends? Just want a little more fun in your life?

To quote from Bartender Magic:

"This site is full of bar tricks, stunts, pranks, scams and gags to help you increase your tips, make new friends (or enemies), or just have some fun! This site is one of the oldest and most established bar trick site on the net thanks to the millions of visitors!"

Here is a sampling of the Top 100 tricks, all accesible from the Home page...

- 91 Orange Cut- Cut an orange without a knife
- 92 Disappearing Cigarette #3- Yet another way to make a cigarette disappear
- 93 Exploding Beer Bottle- Make the bottom of a beer bottle pop off.
- 94 Smoke From Fingers- Make smoke rise from your fingertips
- 95 Another Match Challenge- Another bet with matches
- 96 Penny Mentalism- "Guess" which hand the penny is in.
- 97 Fold Em- A bet you can't lose
- 98 Napkin Bet- Make a non-touching dot & a circle on a napkin without lifting the pen off the napkin

99 Cigarette Box Thru Ring- Bet that you can push a cigarette box through a ring and then do it.
http://www.bartendermagic.com/
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A Bartender's Psychic Dice Trick - effect
Here's an old bartenders trick using three dice and a glass of water.
Ask your customer to drop the three dice in a glass of water. Assuming they're sober, ask them to hold up the glass and total the numbers on the bottom of the dice
Put the glass back on the bar, stick your fingers in the glass and slowly swirl them around, concentrating intently
Now, mentally and secretly subtract the total of the numbers on the top of the dice from twenty-one. This is the customers total. Remember, the total of a die on opposite sides is always '7' So, using three dice, $3 \times 7 = 21$ .
You can now reveal the customers total in your best psychic voice, wet fingers and all
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The Three Dice Psychic Guessing Trick
Speaking of Dice here is another effect using dice that might be best suited for an environment not laced with alcohol. A calculator might be in order for some, just to save them the embarrasment of screwing up the effect.
Ask your spectator to roll all three dice and keep them out of your sight cover them with a napkin or whatever. No peeking !
Now, ask them to follow your directions and you're going to reveal the three hidden numbers in a seemingly impossible way. Assume they rolled a 6, 3 and 2.
Ask them to multiply the number on the first die, a 6, by 2 (12) Add 5 (17) Multiply by 5 (85) Add the number on the second die, a 3, to your running total of 85 (88)

Multiply by 10 (880) Add the number on the third die, a 2 to your running total of 880 (882) Subtract 125 from your total (757)
Ask the spectator for their total. When they tell you their total (757), you need to mentally subtract 125 from the total. $757-125 = 632$
You're now ready to divulge that the hidden numbers under the napkin are 6, 3, and 2 The secret is remembering the steps.
TIP: You DO NOT have to use dice for this effect. You can ask a spectator to roll three imaginary dice and secretly write down the numbers. Works equally as well, if not better
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Billy Mays Marketing - Free PDF
If you're from an english speaking country, you're probably familiar with the former Billy Mays. Billy was a wonderful pitchman who could sell the proverbial ' ice to an Eskimo'
Before his untimely passing about a year ago, Billy could be seen on info-commercials nightly hawking anything from cleaning liquids to cell phone accessories. You can't forget the dark hair and beard, and the iconic "Hi Billy Mays here to tell you about"
Billy's friend, Rich Schefren, published a really informative salute to Billy and his marketing techniques. I've reformatted the PDF for ease of reading, but left all of Rich's links intact, including a number of links to Youtube and video's highlighting Billy and his style.
Billy was such a talent that you will not fail to learn something useful from studying his style. I can see a definite use in the magic community. Maybe you can too
If you wish, you can go directly to Rich's website and read this PDF as a blog post at: http://www.strategicprofits.com/blog/billy-mays-marketing-magic/
http://www.divshare.com/download/13618599-aba
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Copyright Infringement - Resource by Sharon Housley

I 'discovered' this article on the Roadshow site this past week. I remember publishing it many moons ago, so if I can barely remember, I'm betting you can barely remember as well..

"I've always been of the opinion that competition is a good thing. It encourages all of us to be better and make better products. While it might be true that imitation is the sincerest form of flattery, copying someone else's work is simply wrong."

"We recently came across a competitor using our sales copy. The competitor was using a web graph showing the traffic on one of our sites, along with our sales copy to promote their competing application. Digging a little further, I realized that their competing application was, in both form and function, identical to our application. The competing program contained identical screenshots, custom program icons and our help documentation."

http://streetmagic.info/copyright.htm
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Trial Membership in the S.A.M!

Speaking of copyright infringment, I've lifted, uh, posted this information directly from the SAM (Society of American Magicians) web site. As I'm a long time member of SAM, and fully support their organization and their mission, I'm hopeing they won't mind... Here is a chance to join SAM for a trial, 4 month membership, and enjoy four issues of M-U-M magazine, as well as a slew of other benefits... To quote:

"If you've been curious about the Society of American Magicians, you can experience what the world's oldest and most prestigious organization has to offer by taking advantage of the S.A.M. Trial Membership option.

Trial Membership is a four month, temporary membership option that gives you the advantages of full membership, without a long term commitment. This includes:

- Four months of M-U-M, the society's respected flagship magazine, in the mail.
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- S.A.M. media library of historical and teaching DVDs,
- Teach-a-trick segments from magic icons and M-U-M.
- S.A.M. shop, an online shop of S.A.M. items for S.A.M. members.
- Access to SAMtalk, a moderated online mailing list with more than 1,700 members."

If you're in the Western North Carolina - Upper South Carolina region, I personally invite you to join my friends and I at our Assembly, #289, in Asheville NC, on the first Tuesday of each month. You can visit http://WNCSAM.com for more information. (or email me here at the Magic Roadshow's well-lite headquarters..)

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