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THE PRODUCER'S PERSPECTIVE

A BROADWAY PRODUCER'S OPINION ON EVERYTHING BROADWAY AND BEYOND



Hey Pros!

Happy Monday!

First, I want to thank everyone who was able to get to our networking event on Saturday. It was a blast, and I know some very cool connections were made. It was also a great reminder that no matter how easy and fast e-communication is these days, nothing beats an ol' school face-to-face meet-and-greet (remember that as you look to build your career).

If you took pictures, make sure you post them in our [Private Facebook Group](#). We'll be posting some of ours there as well. (If you haven't yet joined the FG, [click here!](#))

We'll be hosting more Networking Events in the coming months (stay tuned for a Collaborator Speed Date, a Director Mixer and of course, my Tony Party!). And if you're looking to meet more theater people and see shows for cheap, [join The Broadway Meetup](#). The Meetup gets great show opportunities all year long.

Now, the tip of the week . . .

As you get ready to tackle this week, I wanted to tell you something that happened to me recently. It's the kind of story I would never put on the blog, but I know I can share it with you.

You probably know that one of the most important things that Broadway Producers have to do these days is *try* and secure a theater for our shows. And with so few theaters available, it's quite a challenge.

Last week, I went in to see a theater owner to make a pitch and hopefully be blessed with a theater. I got terrific feedback, and was told that I was on the "final approach" for a Broadway house . . . but the theater owner couldn't give me a date just yet.

He could see the disappointment on my face . . . and I was just about to launch into another reason why my show should get a theater right now when he said . . .

"Ken . . . you know what the most successful people in this business have in common with the most successful doctors in the world?"

"Uh, no," I stammered.

"A lot of . . . *patience*."

And he smirked, enjoying his pun.

And for the first time that afternoon, I smiled too. Because I realized he was right.

I share this story with you because I know you and I have a lot in common. And I know that so many of you Pros have shows/projects/careers that you're dying to get going . . . and for whatever reason (that's probably beyond your control), you haven't been able to move along as fast as you'd like.

Well, I know how you feel. Because I'm faced with this same thing too. In this business, we all are, no matter what level of success we've had in the past.

And we do have to have patience. A lot of it. We have to remind ourselves that we don't have to finish running this marathon in record time. As long as we cross that finish line, we'll still have finished. So few people go the distance. We just need to get there and we'll be a success.

And think about it this way . . . what's the alternative to having some patience? Quitting and not accomplishing what you want to accomplish at all?

That's what I thought. That's not an option, now is it?

So this week, take a breath and enjoy the journey that you're on. Because you don't have to finish it yesterday. Success will feel just as good tomorrow, *if not better*, as it would today.

Go get 'em. You're a Pro.

Best,

K

P.S. Keep your eyes open for an email about our upcoming masterminds coming later this week!

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