



The Silent Messenger

Silent Mora–Ray Goulet Ring 122

www.Ring122.com

February 2022

Ring 122 January Meeting Report

January's theme was "New Year, New Magic!" For some that meant effects they had just learned while others took the opportunity to show off a new purchase. Ring 122 president **Ryan Lally** announced a new reoccurring gig performing table magic at the UNO's in Tewksbury in Nashua, NH starting this month. See his article in this newsletter for more on that! **Rob Kinslow** and other past presidents mentioned receiving their certificates in the mail from our President's Night event at the end of November. **Debbie O'Carroll** noticed that while we renamed our ring after Ray Goulet's passing,



The Linking Ring did not include Ring 122 in their recent "What's in a Name" article. Perhaps we will make a future article issue. Bob Filene announced this month's lecturer is **John Bach** (President of SAM 9). (See sidebar) And in Good and Welfare, **Alan Wassilak** and **Debbie O'Carroll** were feeling under the weather. There was a short discussion of the future of magic posters and a thought that virtual magic posters could be an interesting NFT! (non-fungible token)



Then on to our theme of New Year, New Magic! **Crazy Davy** Did a Harry Potter version of a Richard Osterlind numbered cards in an envelope mentalism effect. **Fred Sears** had a suggestion to use black envelopes in version 2.0. **Rob Kinslow** demonstrated an effect called "Billustrious" by Harry Lorraine which was a 4 dollar bet card trick revealing 4 aces and a kicker! **Bob Filene** did a pick a card effect using a double back card and a triple lift to change the color special message on a card. His take on "Personal Message Brainwave" by Mark Leveridge. **Daryl Vanderburgh** presented a video he made for a challenge at work using magic to talk about his company's brand. He used a three-card effect with a color change. We hope it brings the house down! **Ryan Lally** presented a bill effect magically making \$5 change into \$500! He's been working on this effect for the last two to three months. Then Ryan showed an original effect he called Houdini's Message using the same principle as "Out to Lunch" but with the tagline "Remember Your Death." Members liked the idea and gave some advice on how to shape the effect to avoid any negative connotation.

**This month's membership meeting is February 22nd, 2022, at 7:30pm, on Zoom!
John Bach (President of SAM 9) is this month's Guest Lecturer!**



President's Message by Ryan Lally

In December, I began performing weekly tableside magic at Uno Pizzeria in Nashua, NH. I love performing close-up magic and have been gravitating towards it as my main discipline for the past couple of years. From Zoom shows to cocktail parties, close-up magic gives me the opportunity to both show some magic and strike up conversations with some really interesting people.

However, it can be daunting. During a stand-up magic show, the whole crowd has to stop what they're doing and take a seat. They expect to be watching your show for, say, 45 minutes or so. They are there by their own choice.

For close-up magic, particularly in strolling magic, the audience is unaware that a show is about to take place. I approach a small group of people in the midst of a conversation, politely interrupt it, and ask if they'd like to see a show.

This is what I do every week at the restaurant. And it's tough. Not only do I have to be good at magic and be able to put on an entertaining show, but I also have to be charismatic enough to barge right into a couple's night out and get someone to pick a card.

In cold approaching countless people throughout the years, I gradually learned how to do all of this gracefully, and in a way that most people will happily drop whatever topic of conversation they're currently on to watch my close-up show. It's not a refined art, but rather one that uses subtle cues and a thick skin.

These skills aren't confined to magic, either. Learning how to strike up a conversation with anyone is a useful skill that can make you the hit of the party, win you over instant friends at the bar, or help you climb the corporate ladder.

Step 1: Approach - There's no way around it. If you want to strike up a conversation with someone, you first have to approach them. When I approach a group of people, I instantly take over the conversation and steer it in the direction I want. This is because I'm being paid to show magic, and so it's my job. Unless you're being paid to do so, you don't want to instantly take over the conversation.

Let's assume there are a group of people you want to strike up a conversation with. The setting isn't so important as this will work with any group, from an office to a bar. There's a rule-of-thumb that once you walk into a room, you have approximately three seconds to approach a group. Within those three seconds, identify the group you want to approach, and walk right over.

Smile as you approach. Walk right over and begin reciting a memorized script. The reason for memorizing a script is because you'll be nervous approaching a group of strangers. Starting off on something you can say from memory to set the tone will help you ease into the group without letting your nervousness show. Many magicians will have a tightly scripted opening for this same reason, while letting the middle of the show become more improvised. Your opening should engage the whole group, not just one or two people.

Step 2: Engage - Next up, you want to convey your personality to the entire group. As a magician, the obvious example is to show a magic trick. But this may not be appropriate to every situation, so have some interesting talking points to go to.

It may be a series of photos on your phone. Each photo is designed to convey a part of you that you'd like this group to know. If you choose to do this, make sure you have a short story accompanying each photo. They can be pictures of your pets, significant other, skydiving, etc.

It's important that you talk a little bit about yourself, but it's not all about you! Ask other members of the group about themselves, and try to engage each group member individually to some extent.

Step 3: Value - If you're bored at work and just want to pass the time, that is reason enough to strike up a conversation with your coworkers. However, you might have an underlying motive. Maybe you're trying to get a promotion and you see your manager talking with two or three others. How great would it be to get into that conversation! Or maybe you're at a networking event and want to open the door to a potential opportunity.

In these cases, you need to demonstrate value to the group. This goes beyond conveying your personality and engaging other group members, as discussed in step 2. You need to find out what problem exists in this group, and how you can solve it.

It's surprisingly easy to find out about the problems people have in their lives and careers. For example, if someone is struggling at work because they have a deadline to meet, they're pretty likely to drop that in a conversation after you've built up a rapport with them. If your goal in striking up a conversation with

this particular group of people is to advance your career in some way or to look for new opportunities, make a mental note of any complaints people have and figure out how you can help them.

Here's another example. Suppose someone mentions that their company is holding a spring party, but there are dozens of employees who live around the country and work remotely, and so they won't be able to attend. You can talk about how you are a magician and perform virtual shows for companies just like his! Give him a quick demonstration of a trick you can do over Zoom, explain how your shows solve his problem, and exchange business cards.

Conclusion - Learning how to strike up a conversation with literally anyone is an incredibly valuable tool to have, especially as a magician. It can advance your career and show you new opportunities you wouldn't have otherwise seen. On top of that, you have the ability to help folks solve problems, like the one illustrated above.

Lecturing This Month at our Membership Meeting:

John Bach - The man who knows!

This month's lecturer is **John Bach**, an award-winning, Boston-based magician who has been entertaining and amazing audiences with magic and mentalism for over 25 years. He is the current president of Society of American Magicians Assembly 9 Boston, and former president of the New England Magic Collectors Association.

According to his bio, John uses intuition, the power of suggestion, and a keen understanding of human behavior and applied psychology to create the illusion of extraordinary mental powers such as telepathy, precognition, telekinesis, clairvoyance, super-memory, divination, and mind control. Participants are encouraged to have a deck of cards on hand as John will also present some card effects that will be of interest. Don't miss it!



Our 2022 Monthly Meeting Themes!

February: John Bach Lecture

March: Magic with a Green Theme!

April: Matias Letelier Lecture

May: Teach In

June: Panel of Experts/Best Magic Tales

July/August: Summer BBQ, Date TBD.

IBM RING 122, Silent Mora–Ray Goulet Ring

Website: <http://www.ring122.com> *Meetings take place the last Tuesday of every month at the Unitarian Universalist Church of Watertown, 35 Church Street, Watertown, MA.* Currently though just on Zoom.

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The Silent Messenger is published every month. The deadline for submissions is the eighth of the month.

Articles, inquiries, and letters can be emailed to the editor, David Penn at penn.d@comcast.net