

Nathan Kranzo Lectures at January Meeting

Posted on [January 28, 2016](#) by [Dennis Phillips](#)

Ring Report Ring #170 “The Bev Bergeron Ring” SAM Assembly #99

January 2015 Meeting

President Craig Schwarz called the January meeting to order . Tonight was a special lecture by Nathan Kranzo. He is well known in the magic community as a performer, creator and lecturer.

He opened with flash paper to a coin and a four coin routine that he called “Coin Workout”. The coins changed hands and vanished and appeared. He then did an All Aces Card Prediction.

Voodoo Card was a sympathetic card effect. A spectator’s signed card vanished and appeared folded up in the card box. Then Kranzo burned one end the card and one of his folded business card was found burned in the same place in the hands of the spectator.

The rub-a-dub card move was clever. A thumbed off card was rubbed away on the table. Tru-Test was a modern update of an classic U.F. Grant mental effect. A current magazine is selected out of a stock, a page torn out and torn up and a word selected on one of the small pieces is revealed by Nathan.

He then did a visible deck vanish in his hands. A Copper Silver routine followed with the by-play of coins changing places in the spectator’s hands. He pulled out his Michigan Driver’s License and borrowed a spectator’s Florida License and they changed places while the spectator’s palms were together.

“Blue Poker” was a 4 card repeat. 4 queens are counted and extra queens start showing up.

Kranzo always has entertaining and enjoyable ideas.

Dennis Phillips

Dennis Deliberations ... Ring # 170

“The Bev Bergeron Ring”

February 2016

All the time I see advertisements like these:

Calling all Magicians, Illusionists, Jugglers, Ventriloquists, Hypnotists, Acrobats and other variety entertainers for Cruise Ship contracts. You must have an established 45 minute show and incredibly strong stage presence. Entertainers with experience on cruise ships, resorts, casinos and showrooms are preferred. Minimum age 21. We are looking for entertainers who are available to live on board our cruise ships for 3-4 months at a time. We offer competitive pay, free room and board, round-trip air

transportation, and use of guest areas such as the spa, gym, sun decks, clubs and lounges...and of course you will be travelling the world! Please apply now if you feel you are suitable.

<https://www.entertainersworldwide.com/audition/3666/variety-acts-required-for-3-4-month-carnival-cruise-ship-contracts>

I am not criticizing this ad. Some are legitimate.

I use the old adage that “If it’s that easy, then why are they having to advertise?” Show business is middlemen looking to make a buck off your dreams. There may be a lot of cruise ships but there are far more performers. Before I would spend any “up front” money, I would

look at Fred Becker’s materials on working cruise ships.

http://www.fredbecker.com/cruise_ship_entertainment.htm

One highly experienced cruise ship performer and cruise-ship director in our group had this to say, “[The] Ad is from an agency, not the cruise line. I wonder what the agency take \$\$\$ is?”

That’s just it... I have heard stories where some “agents” charge you \$200 for a “sign-up fee” and 40 bucks a quarter to keep your name on the list plus another \$50 a month to get you in the top tier with your own personal advisor. Then your materials(photos, videos, resume) must conform to their photographic standards which is a one-time fee of \$100. You can even improve your odds of getting on a ship by buying foreign language lessons from their on-line source (at a discount for \$325)

If you complain about all this and they tell you that a Medical doctor spends \$300,000 to get a job and if you are too uniformed and cheap to know that you must invest to get a return, then you don’t really understand the business enough to want the job.

All this in a crumbling market where few can professionally and psychologically survive on what may be little more than a party barge.

The word that I get is that cruise ships are hurting for passengers, revenue is slipping and they will soon start mothballing some. Like all business is likely to do, they expanded too much, added too much capacity and now the only way to maintain profitability and the stock prices is to cut costs and shrink.

Since 2010 the American Middle Class has been economically kicked in the gut by their less -than -robust recovery from the 2008 meltdown. (They are 80% of all cruise passengers)

This following analysis is as true today as it was in 2010.

“The ships are getting bigger, but Americans are getting poorer.”

<https://mises.org/library/cruise-business-post%E2%80%93financial-meltdown>

Many years ago, I did my fair share of show production and event planning. I also ran the public appearances for two political campaigns.

It is important for anyone producing a large theater magic show to understand the principles of crowd manipulation. The idea in magic and politics is the same: It is to emotionally convince the audience they are experiencing something great and make them want to be a part of the mass adoration of the performer. It is said that Colonel Parker paid teenage girls to fake passing out to excite the crowd at early Elvis appearances. I heard a rumor the same technique was used recently for another young magic performer.

I hate to say it, but aside from some persuaders like Edward Bernays and Ivy Lee, the masters of mob manipulation were the European Fascists and Communists. I was told that a big name illusionist in his early years spent hours watching films of Hitler's rallies to grasp the technique. Joseph Goebbels carefully structured Hitler's mass rallies to convey power. Cultic dictators on the Left like Stalin, Mao Hugo Chavez and Fidel Castro did the same thing. A Michael Jackson concert had a similar visual structure and a Franz Harary stadium show shares the methods of crowd manipulation.

Goebbels staged Hitler's speaking rallies with massive spotlights at night so there was absolute focus on the podium. There were lots of moving spot lights on the crowd and flags, fireworks and he even employed giant wind fans near the podium to blow a breeze on the flags and Hitler's hair. A person's profile in the breeze looks heroic. Recall this technique from all the Hans Klok Illusion performances and David Copperfield's TV specials. At the beginning of the appearance Goebbels played back cheering and chants through the PA system to give the illusion that the crowd was doing it. (The Germans invented the tape recorder which was copied in the U.S. after World War Two by Bing Crosby) Daytime appearances were usually motorcades that were a part of martial parades with troops doing goosesteps. Mussolini used an arm brace because he would stand up in the open top car in a rigid position for hours with one hand extended up as they drove through the parade. All of this conveyed power. I am sure that some of you realize these same techniques are used on personal stadium appearances by some big televangelists. Be it politics or religion, speeches are threats, fear, brags and boasting and promises to restores glory either private or national . You can learn the basis of this by simply reading history and you can see it used today.

The speaker/performer has to be powerful and convey power but also needs audience connection. They are actors. Someone asked Sam Goldwyn what it took to be a great actor and he said, "Sincerity! If you can fake that you have it made."

Saul Alinsky perfected the technique of "staging" the crowd by spreading plants out all over the auditorium. When an opposition speaker came up only 6 planted people were boozing but they were not clustered but on both sides of the house and in it. It gave the impression that the whole crowd was hostile when actually Alinksy said he could sway a

crowd with just 4 to 6 loud people. You can also salt plants to lead in clapping and cheering. Believe me, both political parties have read and use Alinsky.

We are into political season now, so I hope that you can observe the techniques and keep them in mind for your own crowd manipulation during a stage show.

I believe that mass rallies in this political year and combative situation will become more theatrical and bizarre as people don't want to read and think, but want to be emotionally led.

Everything will be staged to conveyed power, mass adoration and victory.

It seems we are headed for an old time Slap Stick Burlesque Show in politics. I heard rim shots after each line in many speeches.

It is amazing how the performing arts are a part of our daily lives.

Dennis Phillips