

THE SALT CITY MAGIC CLUB

# Wandogram



"Harris A. Solomon Ring" IBM #74 Syracuse N.Y.

April  
2024



**"When Magicians gather"  
Conventions**



*Harris Solomon*

**A monthly newsletter of the  
Harris A. Solomon Ring #74  
International Brotherhood of Magicians  
(*the Salt City Magic Club*)**

<b>President:</b>	<b>Ken Frehm</b>
<b>Vice President:</b>	<b>David Kilpatrick</b>
<b>Secretary:</b>	<b>Joey Hoffman</b>
<b>Treasurer:</b>	<b>Bruce Purdy</b>
<b>Sgt. At Arms:</b>	<b>Dave Hanselman</b>

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**IBM Ring #74 meets at 7:30pm  
the second Thursday of every month virtually via Zoom,  
and  
the third Thursday of every month IN PERSON**

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Please submit material for publication in the Wandogram to:

**wandogram@cnymagic.com**

or by Snail Mail:

**Bruce Purdy**

**P.O.Box 213**

**Cayuga NY 13034-0213**

Questions? Call (315) 256-9095

**Submission deadline:**

First Thursday of the month

# Calling all candidates

by *Bruce Purdy*

June brings the annual election of officers for our Ring. The nominating committee is headed up this year by T.J. Yeldon.

If you have any desire to help steer the club and be on the executive committee, please contact T.J. and let him know you are interested at”

[largerthanlifetoy@hotmail.com](mailto:largerthanlifetoy@hotmail.com)

The positions available are:

## **President**

The club president is responsible for setting and monitoring the goals of the club, running club meetings, appointing committee chairs and delegating tasks as necessary, recruiting, training and retaining members and maintaining regular communication with the IBM

## **Vice president**

The Vice President Presides over club and board meetings when the President is unavailable

Work with President to help appoint committee chairs and members

## **Secretary / scribe**

The secretary takes notes and prepares a report at official meet-

ings. In addition to official reports which should be entered into a minutes book for historical purposes, a monthly report should be submitted to the Linking Ring Magazine and the Wandogram.

## **Treasurer**

The treasurer maintains any bank accounts or other funds belonging to the ring. Accurate records of all income and expenses must be kept, and a monthly financial report shall be made to the president and presented at the monthly meeting.

## **Sergeant at Arms.**

The sergeant-at-arms is the person who acts as a doorkeeper, maintains order at the direction of the presiding officer, and is responsible for the comfort of the group

Together, these officers form the executive committee, which jointly make decisions as to activities of the Ring.

If you want to become involved in shaping and running the club, consider running for office.

Contact T.J. today!

# Perpetual Student

by *Bruc Purdy*

I recently spent several days at easily the most inspirational Magic gatherings I've ever attended.

Whilst I always enjoy Magic conventions - and I've been to a lot - most are aimed at the largest target demographic, including hobbyist and semi pros. The emphasis is on "tricks" .

Poe's Magical Conference is entirely different. Including one day visitors, there were only about fifty people, all interested in a higher level of Magic. A large portion of the group are full time professional Magicians, the emphasis was on entertaining adults - barely a mention was made of kid shows.

The conference dealt with real-world professional performing, marketing, character development, "performing Image" and especially "Story Telling Magic."

Originally formed to focus on "Bizarre Magic" (elements remain), It has evolved into "Story telling Magic."

The presenters (with whom I was rubbing elbows all weekend) included

**Larry Hass** (*Cover and guest writer of last month's Wandogram and Dean of Jeff McBride's Mystery school*)

**Vince Wilson** (*event organiser, and owner of Poe's Magic Theatre*)

**Vlad** (*Gothic Magician*)

**Tome Wilson** (*Emmy-winner*)

**Paul Prater**

**Steve Gibson**

**Paul Noffsinger**

**Crystal Youngblood** (*Side-show artist*)

**Prof BC** (*Amazing actor / Magician!*)

**Lindsey Noel** (*Appeared on Penn & Teller's "Fool us"*)

**Terry Tyson**

**Zeke Powerz**

**David Parr** (*FOOLED Penn & Teller! Has had several successful theatre shows in Chicago, including "David Parr's Cabinet of Curiosities"*)

There were also round table discussions on Marketing, and on comedy.

**Here are just a few of the notes I took at the various sessions:**

"These days they don't want a collection of tricks - they want an experience! "

"Just the 'trick' not impressive. Add Story, Music, and it is truly engaging."

"Magic first, talk later." Story Magic is NOT an OPENER or a CLOSER

Keep it :

**STRONG** = Good method, not a dumb, obvious or poorly done.

**SHORT** = (He finds such a story trick is best at ~3 minutes.)  
and

**IMPRESSIVE** = Right for the particular audience type!

“Find “Good” performance material (Good for YOU to do):

It needs to be right for the VENUE, your CHARACTER and your specific AUDIENCE.”

“In the age of information overload, The focused will inherit the world!”

“Be clear, not vague - Interesting, not dull! “

Simplicity = Clarity!

*after removing needed cards for a routine, David Parr got rid of the rest of the deck The Remainder of the deck & box went into his jacket pocket. He also used a “Ditch Box” to get rid of things after a routine.*

*Avoided any props for needed for the routine. They could be a distraction from the FOCUS of the effect.*

There was so much more, much of it all probably become the theme for future articles.

meanwhile, think about

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## Gathering of the Magicians

**I**f you truly love the art of Magic there is nothing that can match getting together in person with other logic-minded people. Our in-person club meetings are great, but for more variety and intense focus on Magic, a Magic convention is thrilling.

There are general conventions ranging from the upcoming MAWNY or MAES, to huge events like the IBM international convention, Magic Live in Las Vegas or MagiFest in Columbus, Ohio.

Depending on your particular focus or interest, There are KIDabra (for children’s entertainers), FISM (Invitation only, Close-up Magic), Collector’s Expo in Los Angeles, MINDvention in Philadelphia (For mentalism) and many more. As Eugene Burger said:”the house of Magic has many rooms”. Whichever room you find yourself most comfortable, there is a convention for you!

Scott Wells has a list of conventions, including dates and locations, at: <https://www.themagicwordpodcast.com/magic-convention-guide>



# Sparkles from the Wand of the Silver Wizard

**Kenneth Frehm**

Order of Merlin, Shield  
Life Member of Ring #74

**T**hanks to our newly titled “Web Wizard” David MacBlane, our ring now has an awesome presence on the Worldwide Internet. To say this is a fantastic and major accomplishment would be a large understatement! David has been working tirelessly for many, many days and has produced a masterpiece that we all can be very proud of. He is in the midst of doing the SEO (Search Engine Optimization). This is a critical step. Our official web site will come up prominently when magic/club key words are entered.

The site will hopefully achieve the primary purpose intended. That is to draw new members to our club. It will also be an active and interactive vehicle to share current information, disseminate news, as well as a resource site. To accomplish this, your officers will be calling upon you for content. Articles, insights, tips, tricks, and opinions will be welcome and needed. If you haven't looked at the site recently, there are new updates and changes. See: [Saltcitymagic.com](http://Saltcitymagic.com).

On another good news front, we have a few prospective members awaiting their chance to do their “10-minute act” for official acceptance into our Ring. This is quite exciting, and their contributions and involvement will go a long way to making our club bigger and better.

It's that time of year that we solicit names of members who would join the officers in guiding our Ring. Why not throw your hat in the ring and get involved? We would like to have the slate put together before the end of May given that voting will take place at our June In-Person meeting. TJ Yeldon is heading up the nominating committee and you can reach him at:

[largerthanlifetoys@hotmail.com](mailto:largerthanlifetoys@hotmail.com)

On a personal note, Rosalie and I have just returned from a two-week vacation in Sicily. It was a lot of fun and we really learned a lot about this European country's past. As the center of the world for quite a time, their history goes back many centuries “BC.” The Italian, Sicilian culture, in many ways is com-

pletely different than ours, including their reactions to magic. Perhaps, Americans have been exposed to a lot more magic than our European friends. Their reactions to the effects I performed were truly, over the top! The jaw drops, the “Oohs and Aahs” the smiles, the “Wows” the “OMGs” and “You Made My Day!” were in abundance. Perhaps they are more expressive naturally? It was a joy to interact and perform for them. My hand squeaker was probably the funniest and drew smiles from all. I performed a show at one of the locations we stayed at. About thirty guests and staff were in attendance.

I did about eight effects which all went over well. The exception was the Magician’s Insurance Policy when I forced the wrong card. Yikes! Luckily, no one threw stuffed artichokes or pistachios (very ubiquitous) which were on hand.

Your officers met and agreed upon posting this notice. Please read the following official policy statement. If you have any questions or comments, I and your officers will be available for further discussion.

Abacadabra  
Ken Frehm

## **International Brotherhood of Magicians Ring 74 aka The Salt City Magic Club Policy Statement, April 2024**

**Given the contentious times in which we live, the officers of Ring 74 have unanimously agreed that a statement of policy needs to be clearly publicized. These are officially detailed in the International Brother of Magicians Charter.**

**Members and attendees of Harris A. Solomon Ring 74 (aka Salt City Magic Club) are a diverse group with differing beliefs and interests. We come together as a supportive community to share our common interest in magic and its related arts. We do this without regard to race, color, religion, sex, or national origin.**

**There is no place in the Ring for promotion, solicitation, or discussion of political, ethnic, religious, financial, or any other topics which may be of a divisive or contentious nature. We ask for all participants to strictly abide by this policy.**

**As detailed in our charter: Any member who violates these Bylaws or amendments, will be liable to permanent expulsion or subjected to other disciplinary action. If implementation is necessary, it will be handled properly and promptly by the President and officers of the Ring.**

# BREAKING THE ICE

*by David MacBlane with Geraint Clarke*

**A**s a close-up magician, you may sometimes get frustrated with the number of opportunities available. This article will focus on the venues at which you can do your close-up magic and the hurdles you must overcome to be successful.

But before you begin your journey, there are some tried and true approaches to getting big results.

The biggest hurdle to overcome in magic isn't just learning the trick, it's the execution of that trick to an audience that is vast and wide.

Most people practice by showing their family, friends, and practice partners first - but the first time you show magic to a group of strangers is a daunting task.

Here are some tried and tested scripts that I still use today to approach groups of strangers. In every case you try to take the heat off of yourself as the "outsider" and put another authority figure in "charge" to change the attitude of a strange group.

## **BARS**

During my performance at many bars, I always approach with the same line.

"Hey everyone, sorry to interrupt. The manager has sent me over to see if you'd like to win some free drinks?"

I'm using the manager as the

authority figure, because they don't know me - and I'm not saying the word "magic." I'm saying to "win some free drinks."

Who doesn't want to win some free drinks at the bar? Now you set the base line for the rest of your performance. Of course, the spectator(s) have no chance of winning those free drinks as I'm about to blow their minds with magic.

## **STREET MAGIC**

Street Magic is like fishing. You give them the bait and hope they get hooked.

You'll get more no responses than yes. Street magic sometimes can be agonizing in attracting an audience, so you need to get over that. Don't take it personally.

Here are three tactics you can take to nudge a new group of strangers to get excited about your magic.

- A very large magic company was filming in New York for a flagship product when they came up with an idea. They went to Staples one morning, got some poster-board and wrote "Stop to see magic" on it. That was our bait and the spectators came to us.

- Another way is to "card spring" and flick yourself silly. People see you doing awesome stuff with a deck of cards - and you don't have to be a cardistry expert to do this - and



they will ask themselves or you “are you a magician or something?” Then you can go into your opening effect. The card spring is the bait and it gets them on the hook.

- The last tactic is the cold approach. People walking fast are heading places, they are very unlikely to stop. But big groups meandering down the street, on their way to the next bar, or people sitting on a park bench are perfect. Make sure you say something like “Hey guys, don’t worry, I’m not selling anything. I’m just out here doing magic tricks and wondered if you wanted to see something. No cost, no tips. You’ll just be helping me practice.” It needs to be clear that it won’t cost them any money, or there is no expectation for tips.

## **WEDDINGS**

Learn the Bride & Groom's names. This is extremely important. Let’s say the bride’s name is Christy. Then I would say “Hey everyone, Christy asked me to come over here and show you something epic.”

Now the connection to the whole group of us is the bride. So by saying “no” to me, they’ll be saying no to me and to Christy by extension.

I don’t use the word “magic”, I just say something will be epic and proceed with my opener. Some great openers with little cost are “Pot of Jam” or “Two Card Monte” and I always frame them as proposition bets. This lowers expectations and makes the magic hit harder during the first trick. It’s also important

to note that I will never say I was a “hired magician” for the evening or venue. That frames you as outside of the celebration. The goal is to frame yourself as part of the celebration.

## **CONTROLLING ARROGANCE**

I’ve seen this a hundred times and it always amazes me that the performer thinks everyone is there to see him/her. So my advice is that being rejected is natural. It’s not personal to you or your magic. People’s time is their own - and they choose how they want to spend it.

It’s arrogant to expect strangers to give their time to you, just because you can do magic. If someone is closed off and unwilling to see magic, it’s okay. This has happened to me more times than I want to count. So, you pull up your pants and move on.

Even if you did work hard to convince them to watch, they probably wouldn’t give you a good reaction anyway. Which would knock your confidence more than just being rejected and walking away. You have to move on at this point, but you can’t let it affect your performance to the end of your set.

The people you want to show magic to should be open and excited by your offer. I’ve had both experiences and I can tell you when you approach a group who are excited seeing something “cool” are present and will give you the best reactions.

You need those wins to help give you the confidence to approach more groups in the future.

# Ring #74 Scribe's Report

*By*

**Joey Hoffman**

**W**e had 12 members for March's monthly meeting. David Kilpatrick did an excellent job at leading the charge in our president's absence. We had some great discussions on excellent magic books and when the most appropriate time to do a "magician in trouble" effect is, and of course, terrific magic. David MacBlaine also shared the progress of our new Website!

David Hanselman started the night by sharing a prop he had been making. A black wand with white tips on each end. When the wand was pulled, the white tip facing the spectator turned on its side and began spinning like a propeller!

Our newest member, Casey Schoefelder, showed off his sleight of hand skills with a very well executed sponge routine. He would put sponges in his hand, and they would disappear, and end up in his pocket. His moves were smooth and the routine was humorous.

I performed an effect called "Cut and Run" where two spectators each grab a card and place them back. The deck is spread face down revealing two jokers face up. On the back of the jokers are two numbers, telling us exactly where the chosen cards would end up.

TJ had a little box closed on the table. He then had a card selected and signed. After the cards were mixed, TJ sloppily spread them around the table and gave them a wash. He then covered the cards with a cloth, attempting to find the card. After pulling one card out and being wrong, he opened the closed box and pulled out the signed card.

Dave Sorenson performed a beautiful heart-shaped ring routine where he would wrap his tie around the ring, and it would materialize right through it. He ended the routine with pulling the tie knot straight off, and attaching it back on in a mere moment.

David Kilpatrick performed a really interesting interactive effect that we all got to stand up and participate in. Dave started by writing down one person's name on a piece of paper and folded it up. He explained he would flip a coin, and if we thought it was heads, we'd raise our hands. If we thought it would be tails, we leave them down. If we got it wrong we had to sit down. We did this over and over until 1 person was left, the same person Dave had written down.

As it stands, the date for our Zoom meetings will be the second Thursday of the month, and our in-person meetings will be the third Thursday of the month. Both meetings start at 7, so try to sign on or get there a little before. Interested? Email [kfrehm@gmail.com](mailto:kfrehm@gmail.com) and a link will be sent to. We welcome all!

Joey Hoffman  
Secretary for Ring #74



Packet Tricks  
Coins  
Props  
Cards  
Parlor Magic...  
and who knows  
what else?!!

S.A.M. Assembly 47

**MAGIC SWAP, BUY, SELL,  
OR CASH TRADE**

April 16, 2024 @ 7:00PM  
Transfiguration Lutheran Church  
3760 Culver Road, Rochester, NY 14622

# Comedy, Scripting and Improv

By *Bruce Purdy*

One of the presentations at Poe's Magical Conference, there was a Round Table discussion on "Comedy." This covered not only "how to be funnier" but also covered many aspects of better performing.

A common topic we have all heard, is the need to write a script for your presentations. But how do you do that? And won't it make you sound like a canned presentation - robotic maybe?

If you have ever seen a play, a musical or even a movie, I assure you that they all have a writer script that the actors memorise - but I don't think that you are ever conscious of that fact. You get involved in the show, and they don't SOUND like they are reciting lines or putting on a robotic or canned performance.

OK, I hear you saying "But I'm not an actor. I'm a Magician." What is a Magician after all, but (in the words of Robert-Houdin) "An actor, playing the part of a Magician."

You may not be trained as an actor, and want to interact more with the audience. That's fine - but you should have a script to go back

to so you aren't just making it up as you go along.

Try this experiment if you aren't ready to work on a script: Record a live performance. (Audio only, so the video doesn't distract you on the next part.) Later, LISTEN to yourself on that recording. (It can be embarrassing and painful!) Really listen. Is there a lot of "Um, Uhh, or Y'know"? Do you ramble, and talk too much, such that the impact of the Magic is diminished?

Now write down what you wished you would have said, eliminating the extraneous taking. That is the basics of your new script. If you only use that, you will become a better performer.

It's OK to leave your script when you need to, especially when working with a volunteer. You really need to interact with them. (Your script will get you back on track so you don't get lost.) Being able to truly pay attention to what the volunteer says and does and turn that into an entertaining interaction requires a different skill set, you should try to learn.

Improvisation is the art of reacting to what your scene partner

says and does. You can take workshops or classes on Improv, Watch “Who’s Line Is It Anyway” on TV, or better yet a live improv. show to appreciate the form, then dive in and get involved.

Everyone on the Round Table panel agreed that studying improv is important. One said “Don’t just take classes, but then enter Improv competitions! Whilst you may be outside your comfort zone - so is everyone else! It’s a ‘Safe Zone.’”

During one public show, Paul Prater selected a particularly wild and outgoing volunteer. She tried hard to steal the show. Many of us thought that he made a huge mistake choosing her - although he handled her masterfully..

In the round table, Paul explained that he intentionally selected her, knowing what she would be like. He relished the opportunity to interact with her, and used his improv skills to let her run wild, but keep his effect on track. He was right, that her unruly wildness added to the entertainment value of the show. He allowed her to be the star for a bit, and did NOT take a “Sit down and shut up” attitude. Rather he channeled her wildness into his scripted routine. Her honest amazement at the ultimate magical outcome was priceless! All this was entirely possible through his own improv training.

On the topic if comedy, the advice was “Write for humour, not jokes.” Humorous situations or observations are better. Watch comedy movies or video of old vaudeville routines for inspiration. If you do tell jokes, they should not SOUND scripted (Even though they are) but presented naturally.

“If you tell the truth, you don’t have to worry about the script!” By that, he meant if you tell true stories from your life, funny things that happened to you - or earliest memories of Magic, for examples you are more human and relatable, and you don;t have to make up wild claims.

Other advice included “If you want to be funny, hang around with funny people!”

Of utmost importance, “Don’t walk on laughter!” The same as you shouldn’t ever walk in applause. Hold your pose until the laughter or applause starts to fade out. If as soon as the audience starts to laugh, applause, Ghasp or otherwise react, you start to walk to your table or anywhere, it indicates disinterest on your part, and it tends to cut the reaction short.

You may have noticed at comedy clubs, they often have a bottle of water or a glass handy, so when laughter starts, rather than standing awkwardly, they casually take a drink as the laughter continues.

# 2024

## Prepare to magically appear at the 76th



### MAWNY 2024

#### Sunday, April 28th

Buffalo M Hotel  
2040 Walden Ave.  
Buffalo, NY 14225  
[www.mawny.org](http://www.mawny.org)  
Doors Open at 9:00 AM



MAWNY'S  
Delicious Buffet  
World Famous  
In WNY

... it's the most fun you can have in a day!

#### 10:30 Dan's Famous Magic Auction!

Buyers, pick up your bidding number at registration.  
Sellers: AUCTION ITEMS MUST BE IN BY 10:15! 10% auction fee on all sales.

Buyers & sellers, see <https://mawny.org/auction> for auction procedures



#### 7:00 Stage Show SPECTACULAR!



**Kenny Byrd**  
Buffalo



**Joe Monti**  
New York City



**Alexandra Duvivier**  
Paris



AS SEEN ON  
FOOL US  
NYC  
NBC  
NETFLIX  
CW  
Shawn Farquhar  
British Columbia



Master of Ceremonies:  
**Keith Randolph**

**Jon Allen**  
London



**Ken McCreedy**

Niagara Falls, Ont.



#### 2:00 or so ...



**Joe Monti**  
NY City



**Henry Evans**  
Argentina



**Jon Allen**  
London



**Matt Baker**  
Atlanta



**Steve Friedberg**  
Philadelphia



**Alyx Hilshey**  
Adirondacks

#### Lecture: 3:30ish Shawn Farquhar

Shawn's appeared on TV shows including ELLEN in the US, Stephen & Chris in Canada, Asian Ace in Japan and even fooled Penn & Teller twice on their hit show Fool Us. He's performed in more than forty countries and has over six million views for a single YouTube video. He's the only person to win both the top categories in the history of the International Brotherhood of Magicians, and has won the highest award in magic, the FISM Grand Prix World Champion in China. He's performed for royalty and the pinnacle of the profession - at MAWNY!

**Advance registration:**  
until April 10th: \$87.00 each,  
after April 10th: \$95 each

To register, use mail-in form or go to:  
<http://mawny.org/registration.html>  
Inquiries: [MAWNY1@gmail.com](mailto:MAWNY1@gmail.com)

Buffalo M Hotel:  
(716) 681-2400  
[mhotelbuffalo.com/#/](http://mhotelbuffalo.com/#/)

**MAWNY BOARD:**  
Keith Randolph  
Bill Gormont  
Mike Joseph  
JP Lacey  
Tony Weiland

...with gratitude  
to the selfless crew

Dealer Chair Bill Gormont Presents  
the Market of Mystery  
with these great dealers ...  
Empire Magic    Joe Monti  
Antony Gerard    Meir Yedid  
Jon Allen    Alexandra Duvivier  
Card Shark    Henry Evans  
Paul Richards    MORE TO COME!

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# Next meetings:

**Thursday, 11<sup>th</sup> April 2024**  
**ON LINE Virtual meeting.**

<https://us02web.zoom.us/j/7941606677>

(Please sign in at about 6:45pm)

**Thursday, 18<sup>th</sup> April 2024**  
**In Person meeting.**

**Denny's**  
*106 Elwood Davis Road*  
*Liverpool NY*

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## Save the Date!

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**Thu. 11th April**

**ZOOM meeting**

**Thu. 18th April**

**In-Person meeting**  
**Denny's**

**Tue 16th April**

**Magic Swap meet**  
**(Rochester)**

**Sun. 28 April**

**M.A.W.N.Y. convention**  
**(Buffalo)**

**Thu. 9th May**

**ZOOM meeting**

**Thu. 16th May**

**In-Person meeting**  
**Denny's**

**Thu. 13th June**

**ZOOM meeting**

**Thu. 20th June**

**In-Person meeting**  
**Denny's**

**Harris Solomon Ring**  
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Cayuga NY 13034 - 0213

[www.saltcitymagicclub.com](http://www.saltcitymagicclub.com)

