ROOM #4 Build Your Audience Enhance Your Show Production

Bruce Sellnow

VP - Chapter Support & Leadership Training

Rocky Mountain District

2024 Leadership Academy

Define "Success..."

Why are you here?

What do you want to learn today?

Define "Enhanced..."

An entertaining and enjoyable experience for your audience that will instill in them a feeling of "Can't wait for the next one!" for all your future shows...

Priorities - Decision Logic

- 1. Audience Enjoys The Show
- 2. Audience Enjoys The Show
- 3. Fill Every Seat <u>(regardless of price)</u>
- 4. Build Show Reputation in Community
- 5. Build Relationships w/Local Groups
- 6. Chorus Members fulfilled
- 7. Make a profit

Audience Sources

1. Advertising, Show Flyers, Newspaper Ads, Radio Spots, Facebook, Instagram, Periscope, Twitter, your wife's quilting group, etc., etc.

2. MEMBERS

Audience Sources

1. MEMBERS

2. Advertising, Show Flyers, Newspaper Ads, Radio Spots, Facebook, Instagram, Periscope, Twitter, your wife's quilting group, etc., etc.

Basic Show Budgets

Venue	\$1	,800	\$1	,800	\$1	,800	\$1	,800
Talent	\$	400	\$	800	\$1	,600	\$3	,000
Other	\$	800	\$	800	\$	800	\$	800
Total	\$3	,000	\$3	,400	\$4	,200	\$5	,600
Tickets	=	200		227		280		373
\$20		150		170		210		280

GVC Show Numbers

<u>YEAR</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
Attendance	385	450	472	603	451	587
Income	\$7,685	\$7,983	\$8,349	\$8,714	\$8,122	\$8,704
Expense	\$5,774	\$4,228	\$5,635	\$4,920	\$4,403	\$6,061
Net Profit	\$1.911	\$3,755	\$2.714	\$3,794	\$3.719	\$2,643

Key Elements to Great Shows

- ➤ Great Talent
- ➤ Great Team
- ➤ Great Script
- ► Great Pacing The Fantastic Four
- ► Great Flow Peaks and Valleys

Great Talent

- > Headliner: RMD Champ or greater
 - > You might need to build up to that level

An Afternoon

of Harmony!

Sat Oct 30th, 2010 at 2:30PM

Featuring our Special Guest

Jordan Litz

Recently Featured as a Finalist at the Gallo Arts
"Valley's Got Talent"





Also Starring



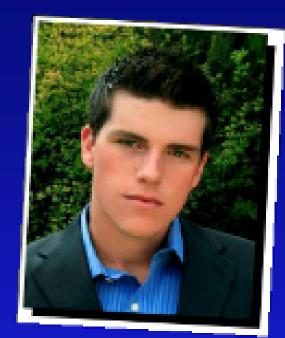
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Great Talent

- ➤ Headliner: RMD Champ or greater
 - > You might need to build up to that level
- > Additional Show Talent
 - > Local HS Groups of renown
 - Provide Creative Incentives
 - ► Local SAI Choruses or Mixed Choruses
 - > Opportunity for 8-part arrangements

Chapter Quartets

- > Lots of Show Opportunities Annually
 - > Dinner Shows or Cabarets
 - Christmas Caroling (Malls, etc...)
 - Quartet Gigs / Requests
 - > Other Chapter Shows & Singouts
- > Annual Show Requirement
 - District Qualified: (2-3 Song Set)
 - ➤ Non District: (1 song walkout from Chorus)
- > This also applies to SAI Guest Quartets

Great Team

- Show Chairman
 - > Energetic Go-Getter; willing to do anything
- > Show Committee
 - > Tickets, Advertising, Sets & Props
- > Stage Manager
 - ➤ Non-Performing Team Member
 - Calls the shots works with House Crew

Great Script

- > We are **SINGERS**, not actors!
 - ➤ Write your script accordingly...
 - Minimize dialog from chorus members
 - > Engage inactive members if qualified
- > Use Voiceovers at several points during show
- > Use a storyline around your contest package
- > Find a great MC or hire one
- Make sure your script supports Great Pacing

Great Pacing

- ➤ Uncle Lloyd's Standing "O" still works!
 - > Opener (uptune)
 - > Easy Beat
 - **Ballad**
 - Novelty
 - Closer Big Tag!
- > Always have at least 1 of the Fantastic 4
 - Singing Talking Laughter Applause

Fantastic Four

- Singing, Talking, Laughter, or Applause
 - > Include humor by the MC, but not "jokes"
- > Write your script to accommodate:
 - Moving chorus on/off risers
 - Changing Set or Scenery
 - Quartet costume changes
 - ➤ No noise on stage during Quartet Sets

Great Flow

- > Your Chorus starts and ends the show
 - Chorus Set 1
 - ➤ Guest Act 1
 - Guest Act II
 - ** Intermission **
 - > Headliner
 - Chorus SET 2
 - > Finale
- > End both Act 1 & 2 in a big way

http://production.gvc.org/shows Stuff you'll find there...

- 1. This Powerpoint
- 2. GVC & VoCal Tech Scripts
- 3. GVC & VoCal Production Schedules
- 4. Show Day Sign Sets
- 5. Sample Show Flyers

(Content in Native Mode and also PDF)

How Do We Get Started?

- ► Plan 12-18 months ahead
 - > Secure Venue, Date, Talent
 - Signed Contracts
 - Choose Show Theme and Songs
 - Create Complete Show Flow
 - Choose a Great Finale!
 - ➤ Market "Save the Date" and promote

How Do We Keep Going?

- ► 6 Months Ahead
 - > Finalize Song List and Create Show Timeline

	Day Schedule xlsx	

ne <u>First Half</u> Golden Valley Chorus 2	enters stage area		Duration 04:00	Start 6:55 PM	End
2	enters stage area		04:00	6.55 DM	
			04.00		6:59 PM
		VOG: Intro	01:45	6:59 PM	7:00 PM
		MC: I	03:30	7:00 PM	7:04 PM
It's a Good Day	GVC		02:00	7:04 PM	7:06 PM
		MC: II Nurse	01:00	7:06 PM	7:07 PM
Nevertheless	GVC		03:45	7:07 PM	7:11 PM
		MC: III	00:15	7:11 PM	7:11 PM
Frog Kissin'	4 For The Road		02:30	7:11 PM	7:13 PM
		MC: IV Art Class	01:00	7:13 PM	7:14 PM
What a Wonderful World	GVC		03:30	7:14 PM	7:18 PM
		MC: V	00:30	7:18 PM	7:18 PM
MOTHER	GVC		03:15	7:18 PM	7:22 PM
Almost Hills Balal to Lave	6146	MC: VI	00:30	7:22 PM	7:22 PM
Almost Like Bein' in Love	GVC	MG: VIII	02:15	7:22 PM	7:24 PM
There Head To Dellands	6146	MC: VII	01:00	7:24 PM	7:25 PM
There Used To Ballpark	GVC	MC: VIII	02:30	7:25 PM	7:28 PM
Taka Ma Out Ballyana	61/6	MC: VIII	00:20	7:28 PM	7:28 PM
Take Me Out Ballgame	GVC	MC. IV	01:00	7:28 PM	7:29 PM
Cot Hanny	GVC	MC: IX	00:15	7:29 PM 7:29 PM	7:29 PM
Get Happy	GVC	MC: X	03:00	7:32 PM	7:32 PM 7:33 PM
The Velvet Frogs	Quartet	MC. X	00:30	7:33 PM	8:03 PM
The velvet riogs	Quartet	MC: XI (Interm)	30:00	8:03 PM	8:03 PM
		MC: XI (Interni)	00:30 00:00	8:03 PM	8:03 PM
			00:00	8:03 PM	8:03 PM
First Half LENGTH	1:04:50	Intermission	15:00	8:03 PM	8:18 PM
Second Half	1.0-1.00	111011111001011	00:00	8:18 PM	8:18 PM
<u>Second Hun</u>			00:00	8:18 PM	8:18 PM
		MC: XII	00:30	8:18 PM	8:19 PM
Full Set	Artistic License	1101 /11	25:00	8:19 PM	8:44 PM
· dii occ	7 ii cibcie Liceribe	MC: XIII	00:30	8:44 PM	8:44 PM
Beyond The Sea	GVC	Mo. All	03:00	8:44 PM	8:47 PM
20,0114 1116 304		MC: XIV	00:30	8:47 PM	8:48 PM
The Water is Wide	GVC		02:45	8:48 PM	8:51 PM
		MC: XV	01:00	8:51 PM	8:52 PM
Armed Forces Medley	GVC		03:30	8:52 PM	8:55 PM
)			00:00	8:55 PM	8:55 PM
			00:00	8:55 PM	8:55 PM
		MC: XVI	01:30	8:55 PM	8:57 PM
	All Singers		03:00	8:57 PM	9:00 PM
America The Beautiful					9:00 PM
America The Beautiful	_		00:00	9:00 PM	9.00 PM
	1 0:41:15		00:00	9:00 PM	9.00 PM
			00:00	9:00 ₽₩	9.00 PM

2015-11-07 GVC Show Day Schedule.xlsx

					Evening	Show
Line	<u>First Half</u>			Duration	Start	End
1	Golden Valley Chorus	enters stage area		04:00	6:55 PM	6:59 PM
2			VOG: Intro	01:45	6:59 PM	7:00 PM
3			MC: I	03:30	7:00 PM	7:04 PM
4	It's a Good Day	GVC		02:00	7:04 PM	7:06 PM
5			MC: II Nurse	01:00	7:06 PM	7:07 PM
6	Nevertheless	GVC		03:45	7:07 PM	7:11 PM
7			MC: III	00:15	7:11 PM	7:11 PM
8	Frog Kissin'	4 For The Road		02:30	7:11 PM	7:13 PM
9			MC: IV Art Class	01:00	7:13 PM	7:14 PM
10	What a Wonderful World	GVC		03:30	7:14 PM	7:18 PM
11			MC: V	00:30	7:18 PM	7:18 PM
12	MOTHER	GVC	140 147	03:15	7:18 PM	7:22 PM
13		01.40	MC: VI	00:30	7:22 PM	7:22 PM
14	Almost Like Bein' in Love	GVC	MC VIII	02:15	7:22 PM	7:24 PM
15	There Hand To Ballands	0110	MC: VII	01:00	7:24 PM	7:25 PM
16	There Used To Ballpark	GVC	MC. VIII	02:30	7:25 PM	7:28 PM
17	Taka Ma Out - Ballmana	CVC	MC: VIII	00:20	7:28 PM	7:28 PM
18	Take Me Out Ballgame	GVC	MC. IV	01:00	7:28 PM	7:29 PM
19	Cot Happy	GVC	MC: IX	00:15	7:29 PM	7:29 PM
20 21	Get Happy	GVC	MC· V	03:00	7:29 PM 7:32 PM	7:32 PM 7:33 PM
22	The Velvet Frogs	Quartot	MC: X	00:30	7.32 PM 7:33 PM	8:03 PM
25	The vervet Frogs	Quartet	MC: XI (Interm)	30:00 00:30	7.33 PM 8:03 PM	8:03 PM

How Do We Keep Going?

- ► 6 Months Ahead
 - > Finalize Song List and Create Show Timeline
 - Confirm Tech Crew
 - Sound, Light, STAGE MANAGER
 - Online Ticket Sales (BPT)
 - > Show Flyer & Website
 - Appoint Afterglow Chairperson

How Do We Keep Going?

- > 3 Months Ahead
 - Script Finalized
 - > All Songs Introduced
- > 2 Months Ahead
 - Create Tech Script

VERSION 2.1 Last revised: 11/04/15

Golden Valley Chorus Fall Show - Nov 7th, 2015

(Turlock Community Theater)

PERFORMERS

Golden Valley Chorus (GVC) ~ 25 male singers featured Chorus, opening Act I, Closing Act II

Dan Warschauer (MC) Show Emcee at Podium Stage Right

Four for the Road Quartet (4FTR) Male Quartet performing with GVC during Act I in front of OPEN MAIN.

The Velvet Frogs Men's Quartet (VF) Male Quartet performing up to the closing of Act I.

ARTISTIC LICENSE (AL) Headliner Male Quartet performing in Act II.

Lexi Anderson (LA) Female Dancer performing with GVC during Act II in front of OPEN MAIN.

MICROPHONES

Mic 1 [VOG] is backstage right speaking mic on a stand for VOG at show open and emergency prov by Theater (SM58 or equivalent)

Mic 2 [MC] is a downstage right speaking mic at a podium, provided by Theater (SM58 or equivalent)

Mics 3 & 4 [QTET] are a paired set, downstage center, for quartet, provided by GVC (SM-81)

Mics 5 & 6 [[SR]/SL] are two wireless handhelds on mic stands for soloists. Location variable, but basically downstage SR and SL.

Mics 7, 8, 9 [CHORUS] are 3 hanging microphones, set above and in front of choral risers

One Pair provided by Theater Sennheiser MD-421U Additional provided by GVC as needed CAD 95s

Mic 10 [FLO] is Wireless Mic (provided by GVC) for Actress Florine Smith on stage with GVC in ACT 1.

STAGE SET

Stage will be set with 5 sets of 3-step choral risers centered on stage about 3 feet upstage of main curtain.

VF and AL quartets perform downstage of closed main, at center mics.

4FTR quartet will sing while chorus on stage, with main open.

LIGHTING

Full chorus wash [WASH] (adjustable)

<u>Primary Director Special</u> used for chorus fades (hang from 2nd electric, soft edge focus, can be on when chorus wash is on)

CHORUS WASH TO 30% WHEN SPEAKING AT [SR] MICS (emcee work), [unless noted]

19° ellipsoidal curtain warmer, focused on grand drape with gobo [GOBO]

Pools for downstage center mics for quartets and at stage right podium and mic for emcee

Bow Lights for quartets – slightly wider than center pool

Two Follow spots on DANCER (LA) for 2nd song in GVC Set ACT II "The Water is Wide"

IN GENERAL, run fades at 5 sec, UNLESS NOTED and work lights for back stage when MAIN closed = 2nd ELEC 20%

Cue	Time	Dialog	Staging	Sound	Light
1	6:55 pm		Set Mics Main CLOSED GVC On Stage	S1 Possible Pre- Show CD or iPod feed	L1 HOUSE: 100% Curtain Warmer: ON 2 nd Elec: 20%
		ACT I			
2	6:58 pm	[VOG]: Good Evening Ladies and Gentlemen, and welcome to Turlock Community Theatre. Our show will begin in just a moment, as soon as we know that everyone who had to park 3 blocks away has had enough time to walk in and find a seat. This also gives us a couple extra minutes so we can all turn off our cell phones. Just a quick reminder that there is no flash photography, audio, or video recording allowed during our show, and please only enter or exit the auditorium during applause or in between songs. This state-of-the-art theater is also equipped with the latest in technology monitoring equipment. If sensors detect that you are sending text messages during the show, the computer system will research embarrassing moments and photos from your childhood and insert them into messages to send to all your friends. One small change to your program this evening Due to circumstances beyond his control, Artistic License Bass Singer Jason Dyer was unable to travel from Utah to be here with us today. He was really saddened about this, and searched far and wide for the best possible substitute and found him. A Far Western District Quartet Champion several times over, the Golden Valley Chorus is pleased to welcome to our stage this evening, singing bass with Artistic License, Mike Stewart! (Slight pause) And now, please welcome your Master of Ceremonies for this evening's performance MR. DAN WARSCHAUER!	Bruce or Eric will deliver this from backstage right next to Melany	S2 Audio Feed OUT VOG: Up	L2 HOUSE: 50%
3	7:00 pm	[MC]: Deja Vu. Haven't we met before? I just love this theater. It's such a memorable venue for our performances. I can recall so many great shows that we've hosted here, as I'm sure many of you can as well. So welcome, one and all! It's great to be back here in Yes, it's great to be back here in Turlock, you idiot.	Enter MC to Podium [SR] (ERIC whispers in MC's ear) <<	S3 MC: Up VOG: Down	L3 MC Podium: Up HOUSE: Off

Cue	Time	Dialog	Staging	Sound	Light
4	7:01 pm	[MC]: Our show this evening is called "Come On, Get Happy!" so I thought I would take a few moments to share some happy news with you. I just happen to have with me, today's issue of the Modesto Bee. Let's see what the buzz is around town. OK. Happy news (opens the paper, keeps turning pages) Happy, Happy News ("Omo Modesto, let's get happy (finally throwing the paper aside). Well so much for that idea! Let's try something else. Time for a little audience participation. Let's have you fill in the missing word Me and you and you and me, No matter how they tossed the dice, it had to be The only one for me is you and you for me??? So happy together Gray skies are gonna clear up, Put on a??? happy face Brush off the clouds and cheer up, Put on a??? happy face Brush off the clouds and cheer up, Put on a??? happy days are here again WHOOooo lives in a pineapple under the sea? Sponge Bob Square Pants! Okay, I just threw that one in there to see if you were listening. Here's one more: Here's a little song I wrote, you might want to sing it note for note Don't worn Be happy! (Perhaps get audience to whistle) Well there sure are a lot of songs about that subject. So, what is it that makes people so happy? Well, according to The USA Today the happiest people are those that surround themselves with family and friends. The Huffington Post even says that caring about others increases our own personal happiness. There's something to that. And, sharing your happiness with others can make you happy. Really! "Thousands of candles can be lighted from a single candle, and the life of the candle will not be shortened. Happiness never decreases by being shared." Buddha said that. Now, sharing happiness is something the guys at the Cozy Acres Retirement Home love to do. You all remember those guys, don't you? Two years ago they were all into sports. That was really going to make them happy, but, well, they kind of overdid it, if you recall, and Cozy Acres ended up looking more like an infirmary t	= = = = = = = = = = = = = = = = = = =	S4	L4.1 2 nd Elec: OUT Curt Warmer: OUT
5	7:04 pm	[MC]: Just look at them. They're like little kids. You know. When you're having fun like that it just makes the day more exciting.		S5 Chorus UP	L5 Chorus UP

Cue	Time	Dialog	Staging	Sound	Light
6	7:04 pm	GVC: It's A Good Day	MC: Exit [SR]	S6	L6 MC: Down
7	7:06 pm	[MC]: Yeah, it is a good day and these guys seemed to have finally found the secret to happiness. Everyone seems to be getting along. Hard to believe it's the very same Cozy Acres that we visited last year. Uh-oh, look out! Here comes Nurse Johnson! [FLO]: Time for your pill! Don't be a coward, Howard! Howard: That's fantastic!! I've been lookin' forward to it! [FLO]: And time for your shot, Scott! Scott: Super!! I just LOVE getting shots!	MC: Enter SR FLO: Enter SR	S7 FLO: Up	L7 MC: Up
		[MC]: Uh oh. Doesn't look like Nurse Johnson is in a very good mood. Actually, she's NEVER in a good mood. But the guys are so enamored with her they don't care. Listen to them tell ya how they really feel about Nurse Johnson.	FLO heads DwnSR and works at a small table	S7.1 FLO: Down	Might need some light where FLO "works"
8	7:07 pm	GVC: Nevertheless	MC: Exit SR	S8	L8 MC: Down Chorus: Up
9	7:11 pm	[MC]: Yes, indeed. The guys sure are happy about Nurse Johnson, even though SHE needs to still find some happiness in HER life. That's the funny thing though, in order to share happiness you must first find it in yourself, right? We spend our lifetime pursuing our Happy Endings. And speaking of happy endings, let's hear from a few of our guys about one of those fairy tale finales one with a little green twist!	FLO: Exit SR MC: Enter SR 4FTR Qtet moves to Down Stg Center	S9	L9 MC: Up
10	7:11 pm	Quartet (1 song) 4FTR: Frog Kissin'	4FTR: DwnStgCtr MC: Exit SR	S10 QTET : Up	MC: Down QTET: Up Bow lights at the end of the song

How Do We Keep Going?

- > 3 Months Ahead
 - Script Finalized
 - > All Songs Introduced
- > 2 Months Ahead
 - Create Tech Script
 - > Create Show Day Schedule

May 21st - Mesa Verde Performing Arts Center

					ir-		
	Schedule B			Tech Crew Cal	9:00 AM		
VOICES OF CAL	IFORNIA	START	FINISH	Duration (hh:mm)	Show Tim	e	2:00 PM
Tech Crew Call Time		9:	00 AM		Time Requirements (min o		r hrs)
Load In - RISERS		9:00 AM	9:15 AM	0:15	Sets & Stagi	ng	1:00:00
Load In - Sets & Staging		9:00 AM	9:15 AM	0:15	Sound/Light BEFORE Ch	orus On Stage	1:00:00
Sound & Light Work		9:15 AM	10:15 AM	1:00	Chorus "ARRIVAL" I	Lead Time	15:00
Chorus Arrival (CALL TIME)		9:	30 AM		Chorus Warmup	Time	30:00
Rehearsal On Stage	Actors	9:45 AM	10:15 AM	0:30	Chorus OffStage Rehea	rsal/Warmup	0:00:00
Chorus Warmup	off stage	9:45 AM	10:15 AM	0:30	Guest #1 Rehearsal	Actors	30:00
Chorus ON STAGE	RUN SHOW	10:15 AM	11:45 AM	1:30	Chorus OnStage R	ehearsal	1:30:00
Rehearse Finale with	RT & FL	11:45 AM	12:10 PM	0:25	Guest #2 Rehearsal	Open The Doors	15:00
Rehearse Final CURTAIN	All Performers	12:10 PM	12:20 PM	0:10	Rehearse Finale with	RT & FL	25:00
Sound Check Guest Chorus	Open The Doors	12:20 PM	12:35 PM	0:15	Rehearse Final Curtain Call		10:00
Sound Check Headliner #1	RealTime	12:35 PM	12:50 PM	0:15	Headliner #1 Sound Check	RealTime	15:00
Sound Check Headliner #2	FlightLine	12:50 PM	1:00 PM	0:10	Headliner #2 Sound Check	FlightLine	10:00
Theater Crew Huddle+Break		1:00 PM	2:00 PM	1:00	Buffer between Sound Che	eck / Doors Open	10:00
					Lead Time for Doo	ors Open	45:00
Chorus CALL (Dress/Makeup)		1:00 PM	1:15 PM	0:15	Chorus Lunch I		0:30:00
Chorus Pre-Show Rehearsal	chorus warmup	1:15 PM	2:00 PM	0:45	Chorus Dress & N	Makeup	15:00
Doors Open		1	:15 PM		Chorus Pre-Show F	Rehearsal	45:00
SHOW		2:00 PM	4:00 PM	2:00	Expected Show D	Ouration	2:00:00
Post Show Activities		4:00 PM	4:30 PM	0:30	Post Show Act	tivity	30:00
Chorus Dinner Break		4:30 PM	6:30 PM	2:00	Chorus Dinner	Break	2:00:00
Chorus CALL (Dress/Makeup)		6:30 PM	6:45 PM	0:15			
Chorus Pre-Show Rehearsal	chorus warmup	6:45 PM	7:30 PM	0:45	Chorus Dress & N	· · · · · · · · · · · · · · · · · · ·	15:00
Doors Open			:45 PM		Chorus Pre-Show Rehearsal		45:00
SHOW		7:30 PM	9:30 PM	2:00	Load Out		0:25:00
Post Show Activities		9:30 PM	10:00 PM	0:30	Theater Crew Lun		1:00:00
Load Out		9:30 PM	9:55 PM	0:25	Theater Crew Dinn		0:30:00
Exit Theater		9	:55 PM		last revised		5/15/2016

How Do We Keep Going?

- > 3 Months Ahead
 - Script Finalized
 - > All Songs Introduced
- ► 2 Months Ahead
 - Create Tech Script
 - > Create Show Day Schedule
 - Quartet Host Contact

It's SHOWTIME!

- Prepping The Stage
 - Mics, Lights, Riser Positioning, Sets & Props
- > Chorus Call
 - Warmup offstage
 - Blocking, Tech Rehearsal
 - Finale Rehearsal w/Headliner
 - Quartet Sound Checks

Curtain UP!

- > Items to consider during the show
 - No Chorus Members visible during show
 - > Absolute Quiet on stage
 - > Use Costume Changes to add variety
 - > "Chorus Huddle" during intermission to prep for second half performance.

That's a Wrap!

- > Items to consider after the show
 - ➤ Audience Meet & Greet
 - Pre-Assign areas for cleanup responsibilities
 - > Get Headliner to Afterglow

Questions / Comments

And Another Thing...

- > Lobby setup & Audience Info Capture
- Concessions
- > The Art of Gold Medal Quartet Hosting
- Great Afterglows
- > Your Chapter Success Stories

