

THE PRODUCER'S PERSPECTIVE

A BROADWAY PRODUCER'S OPINION ON EVERYTHING BROADWAY AND BEYOND



Happy Monday Pros!

Lots of people take lots of time off over the holidays. In fact, the talent agents have already closed their doors until January (sounds about right for an industry that makes its money off of other folks).

And while holidays are a great chance to spend time with your family and remember what truly matters, I like to also use them to get ahead. Heh-heh.

See, my business strategy is fairly simple . . . when people are zigging, I'm zagging. And that goes for time off too.

I learned this from Jay Leno, who had this to say about getting ahead:

"Ambition wins over genius 99 percent of the time. Sooner or later, the other guy is going to have to eat, drink, go to the bathroom, or take a vacation, and that's when I catch him."

Jay was famous not only for his comedy but for his work ethic. And as a result, his comedy got even better.

That's why I use my holiday time to not just catch up, but to get ahead. When the other offices are closed, I'll be in mine, getting ready to start off the New Year with a bang.

And you should make sure you do more than hit that egg nog this holiday.

I'm not saying you shouldn't watch *White Christmas* or go ice skating, or eat Chinese on the 24th and see a movie on the 25th. Do it all. I'm no grinch.

But plan some time this holiday season to spend some time on your passion. Write, brainstorm new projects, make a list of potential investors, have coffee with another Pro . . . whatever. But take the time off you might have from the day job to work on your dream job.

Because when others are sleepin' on the couch, you can take a big step forward.

Best,

Ken

P.S. Office hours are tonight! Make sure you tune in!!! And bring your questions.

[This Week on the PRO Facebook Group](#)

Here are just a few things that are being chatted about on the Facebook Group this week!

- Challenge: Finding the Perfect Name for Your Play
- Pros are looking for suggestions of good recording studios
- Looking to take an online course in Songwriting? Our Pros know where to start!

[Come join the discussion!](#)