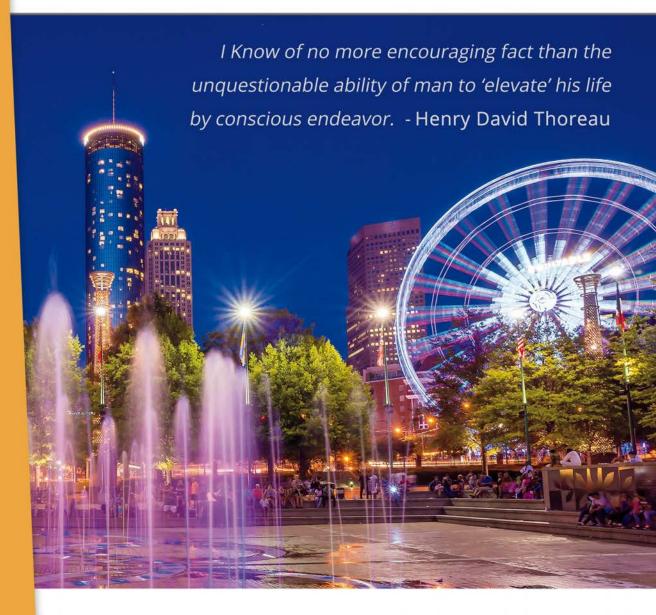


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# ELEVATE

TO EXCELLENCE WITH EDGE STUDIO AT VO ATLANTA



**David Goldberg** 



Joe Cipriano



Joe Loesch



Join David Goldberg's breakout session and his famous Free Saturday Night Audition Workout.

Meet celebrity promo voice actor Joe Cipriano at our booth.

Enjoy music by Joe Loesch and his band, The Road Crew.

SPECIAL OFFER FOR 2016 VO ATLANTA ATTENDEES ONLY: \$99 Private 30-minute Audition Workout ... with David Goldberg!

> Call 888-321-3343 or email training@edgestudio.com to schedule Offer Expires 6pm ET Monday, March 7, 2016

## OVER 4 attendees this year!

### **CONFERENCE SINCE 2013**

Experience the conference where learning meets doing and great talent are free to explore the world of voiceover while connecting with the overall voiceover community.



Whether you are just getting started or have been in the industry for decades, this is the place where you come to connect, engage and 'Elevate' your skills in a welcoming environment. Here, you will experience four exceptional days of interactive learning from the industry's top leaders in voice acting, recording, editing and more.

With attendees arriving from more than 35 States and 11 Countries, VO Atlanta has shown itself as the place to connect with the voiceover community. Come ready to connect with old friends and make some new ones. Most of all, come ready to 'Elevate' your career to the next level. Elevate to Excellence

VO Atlanta is where creatives from all levels of life join together for an interactive learning experience that you won't find anywhere else.

As the Executive Producer for VO Atlanta, it is my hope that your time here will be a memorable one and that you make the conference a regular event on your calendar. My team and I look forward to providing the most exciting conference experience possible.

Harf L. Mill



Sara Jane Sherman
Disney Television Animation
Executive Director, Casting & Talent Relations



Mary Lynn Wissner
Voices VoiceCasting
Owner, Director



Dane Gorman Speak Casting Casting Director



Jim Kennelly Realtime Casting/ Lotas Productions Owner



Kristin Kalbli Listen UP, Audiobooks Director of Talent Development



Erik Sheppard Voice Talent Productions Owner/Agent



Marci Polzin Artistic Talent Inc. Commercial/VO Agent



Portia Scott
Coast to Coast Talent Group
The Director of Voiceover





Susie De Santiago DeSanti Talents, Inc. Talent Agent



Tanya Buchanan Ta-Da! Voiceworks Owner/Agent



Umberger Agency Umberger Agency Owner | VO Talent Agent



VO Atlanta 2016 has gathered world-class voiceover industry professionals, experts, coaches, casting directors, agents and vendors all in one place. Meet, mingle and connect with VO pros who can help you Elevate to Excellence!



Scott Brick

Actor, writer and award-winning audiobook narrator Scott Brick certainly knows how to tell a story in a way that keeps top publishers, award-winning authors, critics and the public at large begging for more. Hailed by Audible in 2012 as their most prolific narrator, Brick has narrated almost 700 audiobooks, and he continues to weave magic into every story he touches. To date, he has won over 50 Earphone Awards, two Audie Awards and a Grammy nomination for *The Mark of Zorro*.

Breakout Session | Of Audiobooks & Voiceover | Sat 8:30 am | Sinclair Panel Discussion | Audiobook | Sat 3:30 pm | Grand B,C,D



J. Michael Collins

J. Michael Collins is a professional voice actor, coach, demo producer and casting director with over twenty years of full-time experience. Through his mentorship, numerous successful VO talent are learning how to perform better in today's evolving marketplace, all while increasing their market share. He is a superstar and one of the most committed and down to earth pros in voiceover.

Panel Discussion | Online Casting Leaders | Fri 7:30 pm | Grand B, C, D

Breakout Session | Success in Online Casting | Sat 3:30 pm | Sinclair

Panel Discussion | Online Casting for Today's VO Marketplace | Sat 7:00 pm | Grand B, C, D



Liz de Nesnera

Growing up in a multilingual family, Liz de Nesnera spent a lot of time explaining to others that "No, I don't get confused speaking several languages!" In fact, since she is native and neutral in English and French, her clients get the best of both worlds! Liz records medical/technical narrations, eLearning modules, telephony projects and, of course, TV and radio commercials – in both languages. She has recorded jobs for Pier 1 Imports, La-Z-Boy, Chevrolet, Always, SwissAir, Dell and hundreds of other companies worldwide.

Breakout Session | You and Your French Voiceover Career | Sat 10:30 am | Lanier B





Tom Dheere

Tom Dheere is a 20-year veteran of the voice over industry who has narrated thousands of projects for clients in over a dozen countries. He is also a coach at Edge Studio and a voiceover business consultant known as the 'Voice Over Strategist'. Tom is currently writing and producing the comic book *Agent 1.22*. He narrates just about every type of project there is, including audiobooks, commercials, medical narrations, e-learning projects, industrials, video games, animation and apps. Tom's specialty is explainer or whiteboard videos aka explanimations.

Panel Discussion | Audiobook | Sat 3:30 pm | Grand B,C,D



Mitch Faulkner

At one time, radio veteran Mitch Faulkner was the most heard and demanded Urban voice in radio. He was recognized as the biggest voice at more than 185 stations across the nation. Dominating radio, he mastered the art of imaging. Today his voice is heard on more than seventy radio stations in America and heard across global airwaves in over a half dozen countries. Currently, Mitch's production and imaging company, MLMI Creative, works with companies like iHeart Radio, Cumulus, Radio One, COX/CMG, Alpha Media, Midway Broadcasting, Townsquare Media and a host of others.

Breakout Session | Radio Survival | Fri 3:00 pm | Grand A



Simone Fojgiel

Simone Fojgiel is VO Atlanta's Spanish Program Director. Born in Montevideo, Uruguay, Simone is the most successful voice ever exported by her country and is one of the top female Spanish voiceover talents in the U.S. She has built an outstanding career and is fully booked by the best voice banks and independent agencies worldwide. Simone is also in demand for English-to-Spanish translation, proofreading services, creative copywriting and audio imaging production. Simone has been awarded prizes by the CLIO Awards, The New York Festival and Cannes International Film Festival.

Panel Discussion | Major Challenges in the Global Spanish VO Industry | Sat 4:30 pm | TBA



Dan Friedman

With over a decade in the voiceover industry, Dan has produced, directed or provided his voice to thousands of audio productions. His book, *Sound Advice: Voiceover From an Audio Engineer's Perspective*, is an industry first, covering audio engineering and studio session etiquette. His ability to simplify complex recording and audio concepts is unmatched in the industry. Dan is a home studio coach with Voicebank and Edge Studio as well as a teacher and coach for the Screen Artists Co-op in Asheville, NC. He mentored VO Atlanta's Team Challenge 2015 winners.

Panel Discussion | Demos & Tech | Fri 3:00 pm | Grand B, C, D





Anne Ganguzza

Anne Ganguzza is VO Atlanta's Conference Host and Lead Moderator. She is a professional voice actor, coach, and producer. Her completed coursework includes training and coaching for radio commercials, narration character voices, dialects, industrial work, demo production and marketing. Anne's passion for education inspired her to form the global meetup group known as VO Peeps.

Panel Discussion | Rates Roundtable | Fri 1:00 pm | Grand B, C, D
Panel Discussion | Demos & Tech | Fri 3:00 pm | Grand B, C, D
Panel Discussion | Business & Marketing | Sat 8:30 am | Grand B, C, D



David Goldberg

A leading authority on voiceover and 'Chief Edge Officer' of Edge Studio, David Goldberg has cast, coached, and directed thousands of voiceover productions. He has an uncanny ability to provide quick yet precise direction. Clients and agents depend on David's ability to pinpoint the right voice actor for their production. Voice actors rely on his acute ears and unique ability to help them find their voice. Edge Studio remains one of the most acclaimed voice over facilities in the country.

Breakout Session | Grab the Long-Term Client of Your Choice | Fri 5 pm Grand B, C, D Special Event | Workout with David Goldberg | Sat 9:30pm | Grand B, C, D



Marc Graue

With over 35 years of experience in the very competitive LA Voice Over Market, Marc Graue brings a unique perspective to the conference. From the day-to-day business of running The Legendary Marc Graue Voice Over Studios in Burbank to his numerous credits as a voice actor and his unique coaching methods, Marc brings an insight to the VO business from both sides of the glass! He specializes in the lucrative field of looping with over 230 ADR credits for film and TV. Marc is proud to have received 2 Grammys, a Clio Award and a Telly Award to name just a few.

Breakout Session | The 7 Things You Need To Know To Build A Relationship With The Big Studios | Fri 10:30 am | Sinclair



Wael Habbal

Wael Habbal is a senior sound engineer in the MBC Group, one of the largest TV networks in the Middle East. Wael started his voiceover career in 2003 and began coaching in 2012. His students learn basic recording techniques, pronunciation tips, home studio basics as well as the intricacies of the Arabic market. He is the main voice of The Alarbiya news channel, Arabic voice of Google Maps, the on-board voice of both Emirates and Saudi Airlines, the voice of Mercedes Benz Middle East, the main voice of CNBC Arabia, among other distinguished clients.

Breakout Session | Say It In Arabic | Sat 10:30 am | Rabun





Kristin Kabli

Kristin Kalbli is the Casting Director for the Atlanta-based ListenUp Audiobooks. She is also an accomplished voice and stage actor. Kristin has narrated over 70 titles. She directs audiobooks, and she trains both narrators and directors. Kristin has cast titles for Audible.com, Hachette Audio, Nickelodeon, Penguin Young Readers, and ListenUp Publishing. ListenUp Audiobooks is an award-winning spoken word audio production company and audiobook publisher, offering a full range of audio production services and can handle the most complex productions.

Panel Discussion | Audiobook | Sat 3:30 pm | Grand B, C, D



David Kaplan

David Kaplan is a voice actor who "works the Internet like nobody's business as a tool to grow" his VO career. His Voice On The Run brand appropriately describes his talent and the technology he uses to serve clients like Dominos Pizza, Deep Impact Boats, and Samson. According to David, "I was always being asked to do voice work in a pinch, but I never took it seriously until a few years ago when a fire began to burn in my belly that told me this is all I ever really wanted to do."

Breakout Session | Blue Collar VO | Fri 10:30 am (Grand A)
Panel Discussion | Online Casting for Today's VO Marketplace | Sat 7:00pm Grand B, C, D



David Kaye

David Kaye is a multi-talented voice over professional with more than 30 years experience. David has provided narration and promotional branding for many networks. His voice is featured in hundreds of episodes of animation series. He has been a commercial voice for countless TV and radio campaigns, including two Superbowls. Currently, David is starring in the 2016 Animated Feature film based on the long-running video game series Ratchet & Clank due out in April.

Panel Discussion | Animation | Sat 1:30 pm | Grand B, C, D
Closing Keynote Address | Make it Great! | Sun 10:00 am | Grand B, C, D



Bruce Kronenberg

Bruce Kronenberg is founder and instructor with Abacus Entertainment, a media production company and boutique performing arts school. Bruce's expertise comes from his 25-year voiceover career and his work as an actor. Besides working for multiple networks as a promo artist, some of his commercial campaigns include Mountain Dew, Campbell's Soup, Ford, Honda, Toyota, Pepsi Cola, Taco Bell, Pringles and Castrol Motor Oil. Bruce's students not only learn the art of voice over, they understand how to present themselves as competitive artists in an ever-changing business.

Breakout Session | Believe It, Don't Sell It | Sat 10:30 am | Sinclair





Bob Merkel

Bob Merkel is President and CTO of VoiceZam. He is a former producer, director and writer and has worked for a Milwaukee ad agency, where he oversaw broadcast production. Bob created VoiceZam in 2002 out of frustration due to the many hours of listening to VO demos.

Welcome Reception | Thu 5:00 pm | Grand A | Sponsored by: **ViifeZaiii**Breakout Session | We're Not in Kansas Anymore | Fri 1:00 pm | Grand A
Panel Discussion | Demos & Tech | Fri 3:00 pm | Grand B, C, D

Breakout Session | Creating a Killer Website That Producers Will Love | Sat 8:30 am | Lanier B



Cristina Milizia

Cristina Milizia is Assistant Director of VO Atlanta's Youth Day. She has been a professional voice talent for 24 years. Beginning her career at the age of eight, Christina has recorded for hundreds of toys, mobile apps, e-learning platforms, commercials, video games and audiobooks. She is known for her characters Annie, Amumu and Nunu the 'Yeti Rider' in the game League of Legends. Cristina works as a full-time VO artist and is the owner/founder of Global Voice Acting Academy, Inc., where she teaches VO for toys, gaming platforms, children's media, animation and video games.

Youth Day | Sat 10 am | Ogeechee



Ron Minatrea

Ron Minatrea is a leadership speaker and consultant with over 30 years experience as a Fortune 100 business executive. In that time, he built a strong reputation for strategic planning and operational execution in domestic and global operations. Today, he operates his own company, creating and producing programs aimed at helping breathe new life into people and their organizations. With experience in both radio and voiceover, he is able to tailor training to our industry - and serves this year as the Associate Producer of VO Atlanta.

Breakout Session | Get Traction to Elevate Your Business | Sat 3:30 pm | Grand A



Everett Oliver

Everett Oliver is an 18-year veteran of the voiceover industry. His background includes animation production for *The Simpsons* and *King of the Hill*. He has casted award-winning animated shows, direct-to-video/DVD programs and animated specials for Columbia TriStar and Disney. Currently, he works as a booth director at AVO Talent Agency in LA. Everett has directed voice actors in countless auditions for animation, commercials, interactives, promos, trailers, sound-alikes and narration.

Breakout Session | 7 Steps Toward a Successful Audition | Fri 1:00 pm | Sinclair Panel Discussion | Animation | Sat 1:30 pm | Grand B, C, D





Jay Preston

Jay Preston has over 15 years of improv and 10 years of fight directing experience. He was basically created to be a full performance actor and his is love for the microphone and the booth is insatiable. Five years ago, he had a usb mic, a few pillows and waited tables. Jay now has a professional quality studio, is represented by SBV Talent and lives and breathes VO. With no marketing degree, he was forced to create his own methods in attracting clients. He also created the Voice-Over Collective, a thriving VO community out of LA with members all over the world.

Panel Discussion | Business & Marketing | Sat 8:30 am | Grand B, C, D



Bill Ratner

Bill Ratner is one of Hollywood's premier voiceover artists and a published author. His work is exceptional and varied across multiple venues, including cartoons, movies, trailers, commercials, TV Series, and documentaries. His book Parenting for the Digital Age: The Truth behind Media's Effect on Children and What To Do About It, achieved #1 Hot New Release on Amazon.com. Additionally, he is a contributing author of Secrets of Voiceover Success from Sentient Press.

Opening Keynote Address | Fri 8:30 am | Grand B, C, D Panel Discussion | Animation | Sat 1:30 pm | Grand B, C, D



David Rosenthal

David Rosenthal is Director of VO Atlanta's Youth Day. He is one of the top voiceover coaches in the business today. He works with clients worldwide, helping many get their start or further their careers in the industry. In 25 years of teaching and coaching, David has been a private coach to a number of celebrities. He has booked hundreds of commercials (with over 60 national television on-camera spots), documentaries, corporate narrations as well as almost 70 video games. His real passion, however, is teaching others how to channel their own creative energy.

Youth Day | Sat 10 am | Ogeechee



Rodney Saulsberry

Rodney is one of the premier voiceover talents and vocal coaches in the country. He has written three bestselling books: You Can Bank on Your Voice, Step Up to the Mic and Rodney Saulsberry's Tongue Twisters and Vocal Warm-Ups. Rodney's distinctive voice has announced promos for Dancing With The Stars. He has live announced the 34th NAACP Image Awards and voiced promos for the Grammys. Currently, his voice can be heard promoting Penn and Teller: Fool Us and Masters of Illusion. Rodney also uses his dulcet tones as a recording artist and will perform at VO Atlanta 2016.

Special Event | Musical Performance | Fri 6:30 pm | Grand B, C, D





Portia Scott

Portia Scott is the Director of Voiceover at Coast to Coast Talent Group, Inc., overseeing and representing adult and youth talent for all areas of voiceover. With hundreds of broadcast TV & Radio Commercials on air and several national campaigns, Portia's client roster is among some of the top voices in the industry - both celebrity and scale talent. She is very thrilled to represent lead talent in the Paramount animated feature: The Little Prince and the voice talent of iconic Star Wars animated character Princess Leia in the animated series Star Wars Rebels and Star Tours, the famous ride at Disneyland.



Sara Jane Sherman

Sara Jane Sherman is Executive Director of Casting & Talent Relations for Disney Television Animation. Sara has been casting cartoons for the past decade and has worked in the world of animation for 14 years. Currently, she oversees casting on Disney Channel's Tangled, Milo Murphy's Law, Phineas and Ferb, Gravity Falls and Star vs. the Forces of Evil. She is responsible for the VO cast on all animated Disney Channel pilots, roughly 5 per year. Her credits also include Wander Over Yonder & Fish Hooks.

Panel Discussion | The Directors | Fri 10:30 am | Grand B, C, D

Breakout Session | The Specifics of the Animation Casting Process at a Major Studio | Sat 8:30 am | Grand A



Celia Siegel

Celia Siegel Management is known for creating effective success strategies and strong personal brands for voice talent and then marketing those brands in a way that is authentic to each voice actor. Before founding and building CSM, Celia was a top West Coast talent agent. The fact that she is also a certified business and life coach comes in handy in many ways for her clients. Celia's multi-leveled expertise helps voice actors across the globe take their careers to the next level.

Panel Discussion | Business & Marketing | Sat 8:30 am | Grand B, C, D

Breakout Session | Building, Planning & Marketing Your Brand for a Booming VO Biz | Sat 1:30 pm | Sinclair



Beau Stephenson

Beau Stephenson is one of the hottest young talents in the business – represented by one of the three biggest union labels in LA. He is also one of the highest grossing talents in online casting history. Growing up in Eastern Washington, he was constantly filming movies, playing and singing music, and performing in theater. These pursuits helped him come to know his own voice, how to use his body, and how to break down scripts and pull out the subtext for storytelling.

Breakout Session | Discovering Your Breakthrough | Fri 3:00 pm | Sinclair
Panel Discussion | Online Casting for Today's VO Marketplace | Sat 7:00 pm | Grand B, C, D





Pilar Uribe

Born and raised in New York City, Pilar Uribe worked on several telenovelas in Bogota, Colombia, Yo Soy Betty La Fea among others. In Miami, she focused on theatre, most notably 9 Parts of Desire, for which she received a Carbonell best actress nomination. After discovering an affinity for voiceover dubbing, Pilar has dubbed hundreds of characters from various languages into English as well as English to Spanish. She narrates audiobooks from her home studio in Miami and can be heard singing original songs around town. Pilar's first documentary Off My Chest is slated for release in 2016.

Breakout Session | Voiceover Dubbing 101 - The Art of Imitation | Sat 10:30 am | Grand A



Brad Venable

Brad Venable was once described as "holding down the X-Y...both generations...and chromosomes." Brad smiled at the appropriately understated, yet geeky, compliment. Brad talks for a living incessantly. And if you heard his work in games like SMITE or Paladins, you know that he grunts, yells, swings heavy objects, gets hit a lot and dies spectacularly...sometimes by fire. You have probably heard Brad's voice at least twice in your life and never even knew it because his voice can be heard on just about everything that has a speaker.

Panel Discussion | Animation | Sat 1:30 pm | Grand B, C, D



Mary Lynn Wissner

Mary Lynn Wissner is the Casting Director/Owner of Voices Voicecasting. She helps you cut-to-the-chase and master the techniques, tricks and winning secrets of today's most successful VO talent. Over the last 25 years, Mary Lynn has cast thousands of voices for TV and radio ads, animation, games, narrations, and audio books. She has directed, nurtured, and guided the careers of hundreds of talent through her workshops, coaching and consulting.

Panel Discission | The Directors | Fri 10:30 am | Grand B, C, D

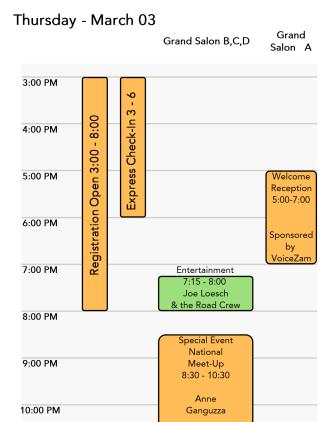
Breakout Session | Understanding The Casting Process | Sat 1:30 pm | Grand A













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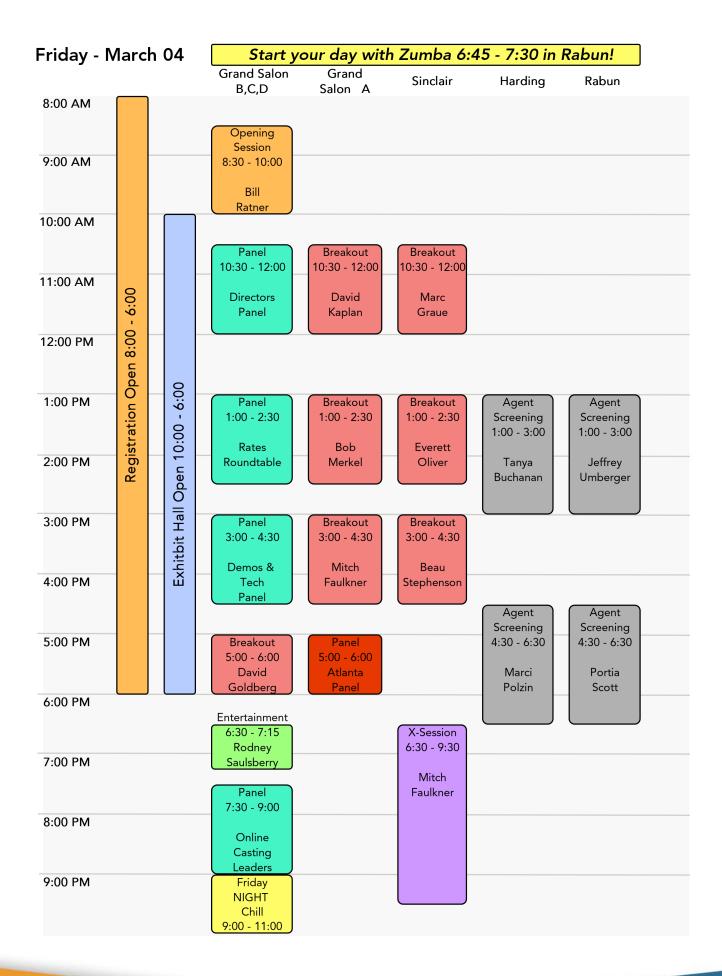


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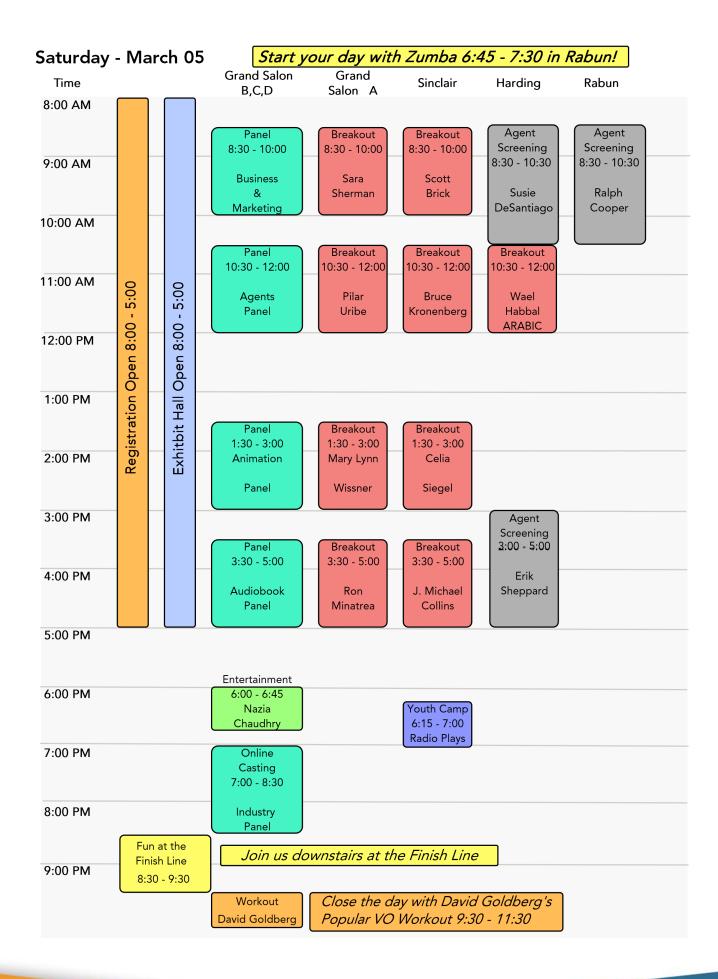
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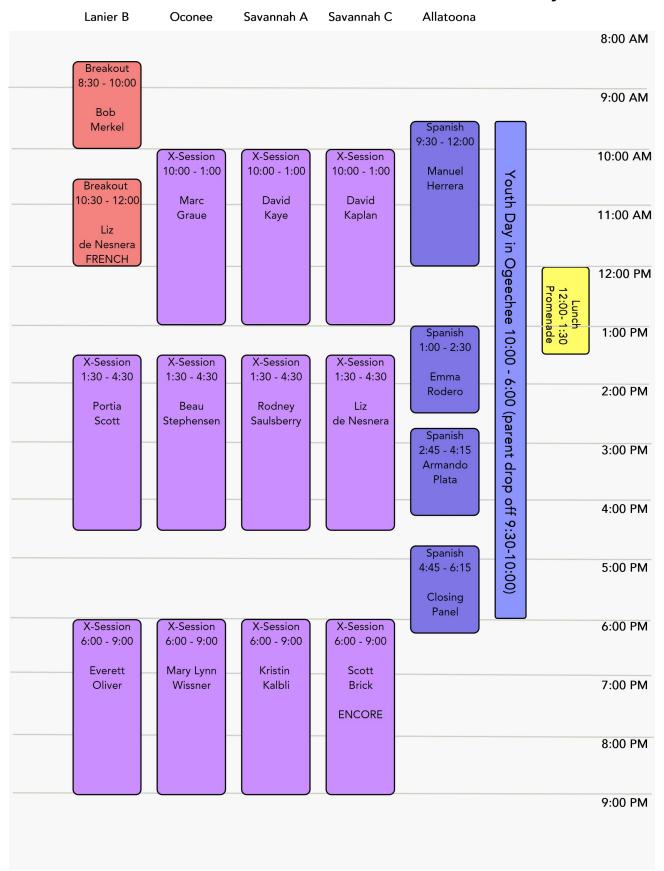


Friday - March 04

Lanier B	Oconee	Savannah A	Savannah C	Allatoona		
						8:00 AM
				Spanish		9:00 AM
X-Session 10:00 - 1:00	X-Session 10:00 - 1:00	X-Session 10:00 - 1:00	X-Session 10:00 - 1:00	9:30 - 11:00 Reynaldo		10:00 AM
Cristina Milizia	Jay Preston	Rodney Saulsberry	Scott Brick	Infante	Blo	11:00 AM
		ENCORE		Spanish 11:15 - 12:45	Blood Drive in	40.00 PM
				lael Brener		12:00 PM Lunch 12:00 PM 12:00 PM
				Spanish	Ogeechee	1:00 PM
X-Session	X-Session	X-Session	X-Session	1:30-2:45 Memo Sauceda		2:00 PM
2:30 - 5:30 Mary Lynn Wissner	J. Michael Collins	2:30 - 5:30 Sara Sherman	2:30 - 5:30 Brad Veneble	Spanish 3:00 - 4:30		3:00 PM
ENCORE				Alfonso Lugo		4:00 PM
				Spanish 4:45 - 6:30 Simone		5:00 PM
				Fojgiel		6:00 PM
	X-Session 6:30 - 9:30 Bill	X-Session 6:30 - 9:30 Dan	X-Session 6:30 - 9:30 Tom			7:00 PM
	Ratner	Friedman	Dheere			8:00 PM
						9:00 PM



### Saturday - March 05



### Sunday - March 06

### Start your day with Zumba 6:45 - 7:30 in Rabun! Then join us for breakfast in the Promenade

Time	Grand Salon B,C,D	Rabun		
7:00 AM		Zumba 6:45 - 7:30 Workout		
8:00 AM			<u>∞</u> в	
9:00 AM			Buffet Breakfast 8:30-9:30	
10:00 AM	Closing & Awards 10:00 - 12:00			
11:00 AM	Presented by Edge Studios			
12:00 PM	David Kaye			

Thanks for being part of the VO Atlanta Community

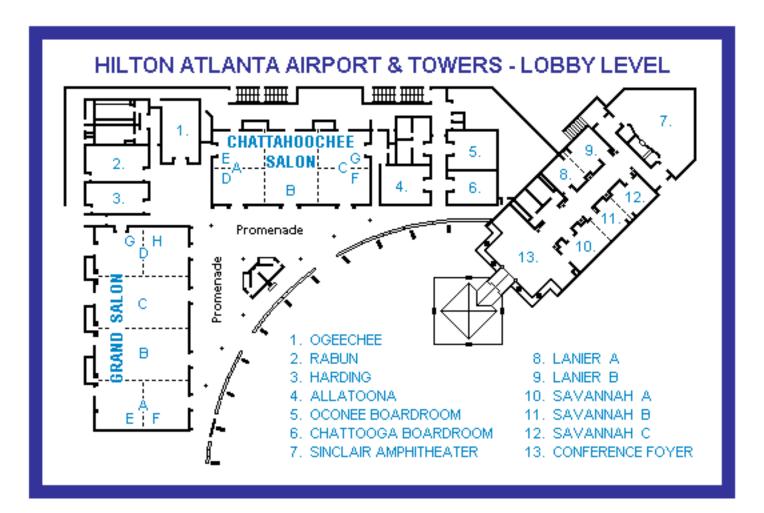
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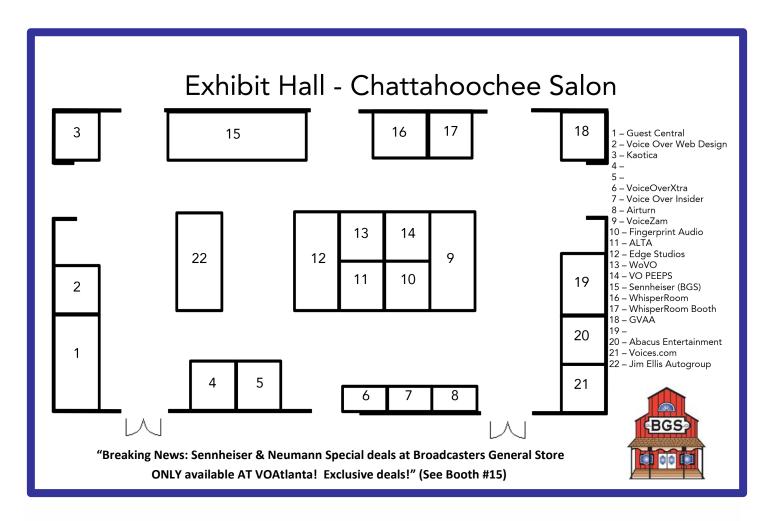


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### SPANISH PROGRAM

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Global Voice Acting Academy

VO Atlanta 2016 is now a global conference, with registered attendees from 11 countries and 4 continents. We have expanded our training for multi-lingual voiceover artists to include a full two-day Spanish Program.



ael Brener

lael Brener is a Uruguayan graphic and industrial designer, musician and digital artist. She has more than 10 years of experience working as both a freelancer and and at large advertising agencies in Montevideo.

### Uruguay



Manuel Herrera

Manuel Herrera began his career as an actor in his native Dominican Republic He later joined New York's Repertorio Español, the leading Spanish-language theater company in the U.S. His voice lends life to countless commercials in the U.S.

**Dominican Republic/USA** 



Alfonso Lugo

Alfonso Lugo is a voice over artist, music producer, composer and singer. He began his career at 17, producing radio programs in his hometown of Morelia, Michoacan. He has won numerous international awards for his voiceover and music production.

Mexico/USA



Rodero

Emma Rodero works as a professor at the Pompeu Fabra University in Barcelona, where she teaches sound advertising and public speaking. She is the author of over ten books, and has also worked as a radio director, copywriter and news anchor.

Spain



Simone **Fojgiel** 

Simone Fojgiel is Director of VO Atlanta's Spanish Program. She is the most successful voice ever exported from Uruguay. As one of the top female Spanish voice over talents in the U.S., she has built an outstanding career over the past 25 years.

Uruguay/USA



Reynaldo Infante

Reynaldo Infante has over 20 years experience in the media. He is currently the host of the morning radio program Rumbo al Sol on 97.7 FM. He was awarded the Golden Microphone in 2010 for his work as a TV Newscaster.

**Dominican Republic** 



Plato

Armando Plata began his career in as a movie critic and DJ in Colombia in 1967. In the 1970's, Armando worked as a copywriter and voice-over artist for J. Walter Thompson. His elegant delivery is Armando recognized as the very best in the industry.

Colombia/USA



Memo Sauceda

Memo Sauceda started his career as a theatre actor in college more than 3 decades ago. Today, He is one of the most respected voices in the Hispanic VO market. In 2014 alone, he recoerded more than 500 commercials for Radio and TV.

Mexico/USA



### **CODE OF CONDUCT**

At VO Atlanta, our expectation is that people are respectful and behave in a profession manner.

We want everyone to enjoy the conference and the great networking environment it provides.

Harassment, of any kind, will not be tolerated. This includes offensive verbal comments related to gender, age, sexual orientation, disability, physical appearance, body size, race, or religion (or lack thereof); displaying sexual images; deliberate intimidation; stalking; following; harassing photography or recording; disruption of talks or other events; inappropriate physical contact; and unwelcomed sexual attention. Please understand that VO Atlanta welcomes differences of opinion and expects that each attendee is entitled to their personal viewpoint.

Sponsors and vendors are also subject to this Code of Conduct. In particular, sponsors should not use sexualized images, activities, or other material. Booth staff (including volunteers) should not use, or wear, sexualized clothing/uniforms/costumes, or otherwise create a sexualized environment.

If a participant engages in harassing behavior, the conference organizers take any action they deem appropriate, including expulsion from the conference with no refund.

If you are being harassed, or notice that someone else is being harassed, please bring it to the immediate attention of the event staff, or contact our Associate Producer, Ron Minatrea, at <a href="mailto:admin@voatlanta.me">admin@voatlanta.me</a>.



VO Atlanta features a number of well established talent, coaches/presenters, agents, and directors. Please refrain from attempting to press them for private attention. The conference is for everyone to enjoy. That means being considerate of others and respecting both the time and space of those in attendance.

We thank you for your help in keeping the event welcoming, respectful, and professional.





### A Strategic Approach to VO Industry Networking

Successful networking requires effort like anything else in career development. Connect purposefully. Here's how:

Prepare beforehand. Think about your needs, and the needs of people you'll meet, making a list of what you seek and offer. Turn it into a brief "elevator speech." How can you help other industry professionals generate work and prosper? What enables you to do that? How can others help you do the same?

**Focus on them.** It makes for more effective conversation. People prefer people who are interested in them. Also, you'll learn more by listening. Even if the meeting doesn't turn into a professional relationship, you might gain valuable insight.

Further, focusing on them puts *you* in control when others lack your networking ability. By directing the conversation to topics they are prepared to discuss, you keep the dialog going.

Understand others' needs. Whether you're meeting voice talent, or agents, producers, coaches, casting directors, engineers, whomever, familiarize yourself with issues they're likely to be concerned with, problems they may have encountered or solved, and industry trends – at least enough that you can understand others and ask intelligent questions.

**Expand your perspective.** Focus on your "prime prospects" (just don't think of them so crudely!), but also be aware that anyone might harbor an eventual opportunity.

Hit the optimal balance between too few contacts, and too many. It says little for your interest in a particular individual if they see you glad-handing your card to everyone in the room, not actually talking with ... anyone.

**Show up again.** Attend the next mixer, seminar, conference, etc. It not only gives contacts a friendly face in the crowd, it says you're an industry regular. On seeing you again, even strangers are more likely to come over to you.

Be clear about your interests. If you want advice, ask. If you'd like an introduction, let them know. As long as your intention is clearly to cultivate a win-win relationship, such a request isn't crude.

Persevere but don't push it. Follow up each contact and keep in touch, with helpful intent. But if someone rebuffs or ignores you, don't be discouraged. Desperation is always a turn-off. Switch them to your inactive list and move on.

**Be organized.** Designate a pocket for business cards you receive, and first write a memo on each one. Have a separate pocket or holder for your own cards to prevent giving somebody a card you've just received, thinking it was yours!

**Stay fresh.** When asked, "What's new?" don't answer, "Nothing." Be honest. Frauds are quickly discovered and dropped. But if you have no new client or achievement to crow about, come prepared with some other bit of notable news.

Nobody can hire you if they don't know who you are. Learn how to self-market intelligently and effectively show up on a potential client's radar. See the free peer-contact features at EdgeStudio.com, and our Marketing 101 webinar. And we'll see you at VO Atlanta 2016!





Thank you to our Staff, Volunteers, and Ambassadors that make VO Atlanta Possible. Your support and contribution to the conference is valued and appreciated.

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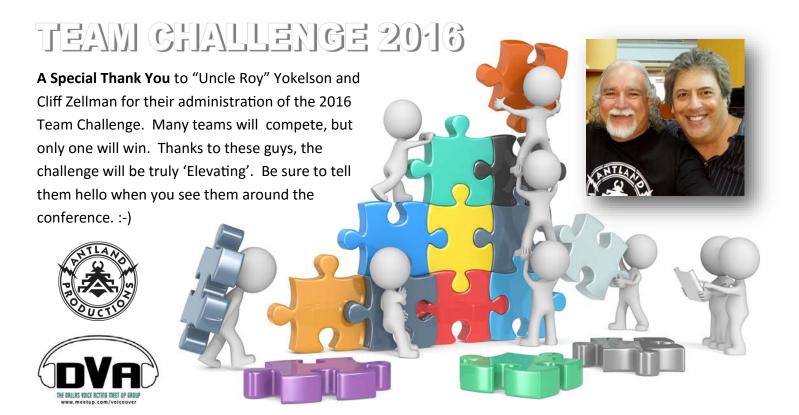












### VO PEEPS



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### In Memory of Carol "Joy" Knezik

Thanks to **VO Peeps** and **Anne Ganguzza** for their support of the scholarship created in her name; **The Carol Joy Memorial Scholarship.** 

Congratulations to David Toback who has been awarded the scholarship for 2016.

While our hearts are still heavy, we celebrate Carol's spirit of giving and love for others.

We Miss You, Carol

Congratulations to Sean Daely — International Scholarship Winner

NOTES:		

"Be the client you want to have... - GG





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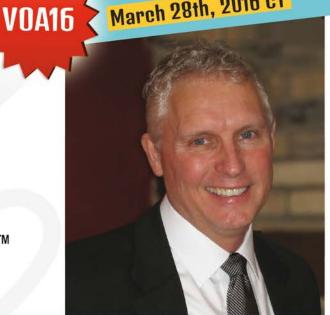
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