

WHAT'S IMPORTANT TO YOU?

BACKSTORY

Sal is in a meeting with an Marty, a talent agent that has expressed interest after seeing Sal in a hit play in town.

PREVIOUS CIRCUMSTANCES

The meeting has gone extremely well until the agent asks Sal to talk about himself/herself.

SAL

Well, I've done a lot of ... stuff ... you know, some theatre - - off-off Broadway type things ... and ... a few films - - I couldn't really tell you the names, you wouldn't recognize any of the names - - hmm, what else can I tell you ... well, I've studied a lot - - a LOT. This is really difficult, you're looking at me like I'm not doing well here. *[Pause]* Okay, let me be perfectly honest with you. It's this whole thing - - talking about myself - - I have a really hard time talking about myself, that's what this is. Do you understand what I mean? *[Pause]* I don't understand what it is to do "business", got me - - I'm an artist. That's what I need someone like you for, right? So what are you basing the success of this meeting on - my ability to talk about myself , or whether or not I have the talent to do this well? You're the one that saw me on stage that night. So ... what's important to you?

EMOTIONAL FLEXIBILITY EXERCISE

- 1) Emotional/sense memory of a time when you resented having to prove your worth to someone.
- 2) Personalization: someone who scrutinizes you.
- 3) Sensory condition: cold sweat.