MARCH 2023

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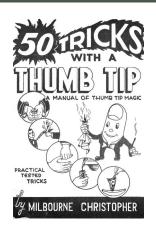
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The humble Thumb Tip also known as the TT. You may think you know all there is to know about the Thumb Tip. But I would challenge that. Here is are a couple selections from 50 Tricks with a Thumb Tip



Annemann worked out dozens of uses for the Thumb Tip.

Most of them for mental effects. I saw him use the trick which follows on several occasions.

Effect:

A spectator writes a name on a small slip of paper, folds it in quarters then puts it on the mentalist's hand. The mentalist passes it to another spectator who sets it afire. The

performer removes another slip from his pocket. He concentrates, then writes something. The name he writes is the

1G

same as that originally inscribed by the first spectator.

Secret:

A small, two by three slip, folded in quarters, is in the Thumb Tip on the performer's right thumb. The spectator writes on a matching slip, which is folded in quarters, too. When the spectator's Slip is put on the magician's left hand, the performer seems to take it with his right hand and pass it to a second spectator for burning. Actually, he puts his right thumb over the slip. He closes his left hand and pulls the slip away with his right thumb. The slip taken away is the one that was inside the Tip. The spectator's slip and the Thumb Tip, which was

placed over it, are still held in the left hand, which later drops them in the left coat pocket. When the magician reaches for a slip in his left pocket, he takes out the spectator's slip and makes believe that he writes on it.





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Get It Now

SEALED ENVELOPE READING

Push a small piece cut from a large sponge deep down in a Thumb Tip. Saturate it with pure alcohol. (Not rubbing alcohol.) Put the Thumb Tip in your right coat pocket. When you want to read writing on cards which have been sealed in envelopes which are not too thick, put your right hand in your pocket as you hold the envelopes in your

left hand. Insert your thumb in the Tip and wet it with the alcohol on the sponge. Some mentalists cut holes in the ends of their Tips so that the sponge will extend through. When they get the Tip on their thumbs, they rub the extending portion of the sponge over the envelope.

THUMB

MAKES ENVELOPE

ISPARENT

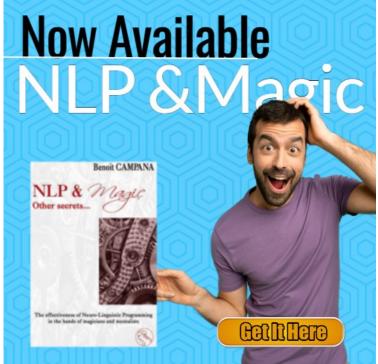
PERFORMER'S

Withdraw the hand from your pocket. (Not the Thumb Tip.) Rub your wet thumb over the face of the envelope. The alcohol will make the section it comes in contact with transparent. Care must be taken so that the audience will not get a glimpse of this side of the envelope.

When the alcohol dries, it will leave no mark.

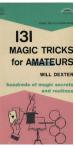


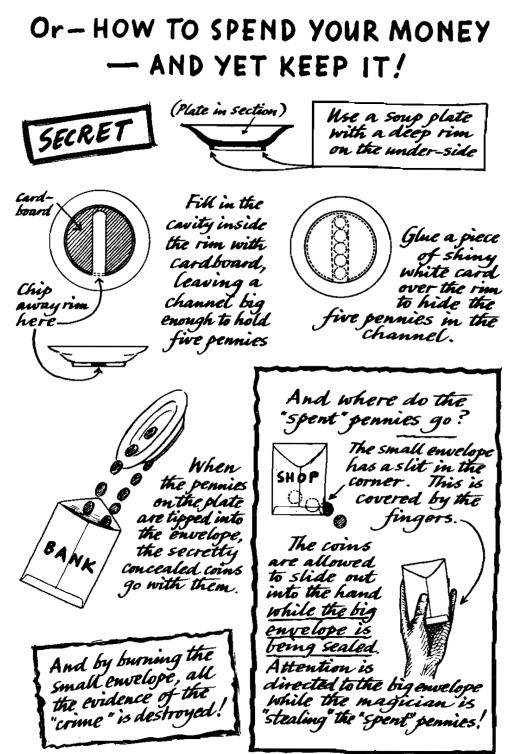
As I typed this, Hen Fetsch, who was looking over my shoulder, reminded me that he used an empty shot glass wrapped in a paper napkin for the destination of a vanished bill to great effect. At the start of the trick, he wrapped the whiskey glass with a paper napkin, twisted the ends under the bottom of the glass, then gave it to a friend to hold. When he wanted the bill to appear, he pushed his right thumb through the paper drumhead, left the Tip in the glass and removed the bill with his index finger and thumb. His left index finger held the Tip against the inside of the glass to prevent "talking." I thought that the metal tip would sound against the glass, so we got glass, napkin, tip and bill and tried it. There was no tell-tale click. The effect, you will find when you try it, is a very convincing bit of skullduggery.



How to Spend Your Money - And Yet Keep It

This next series of trick comes from 131 Tricks of Amateurs by Will Dexter.





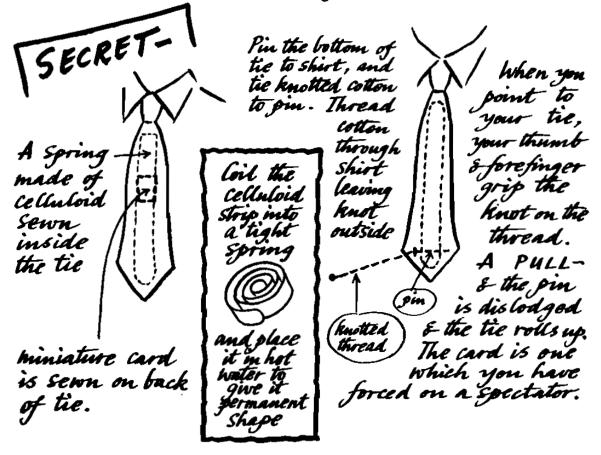
THE ACROBATIC TIE

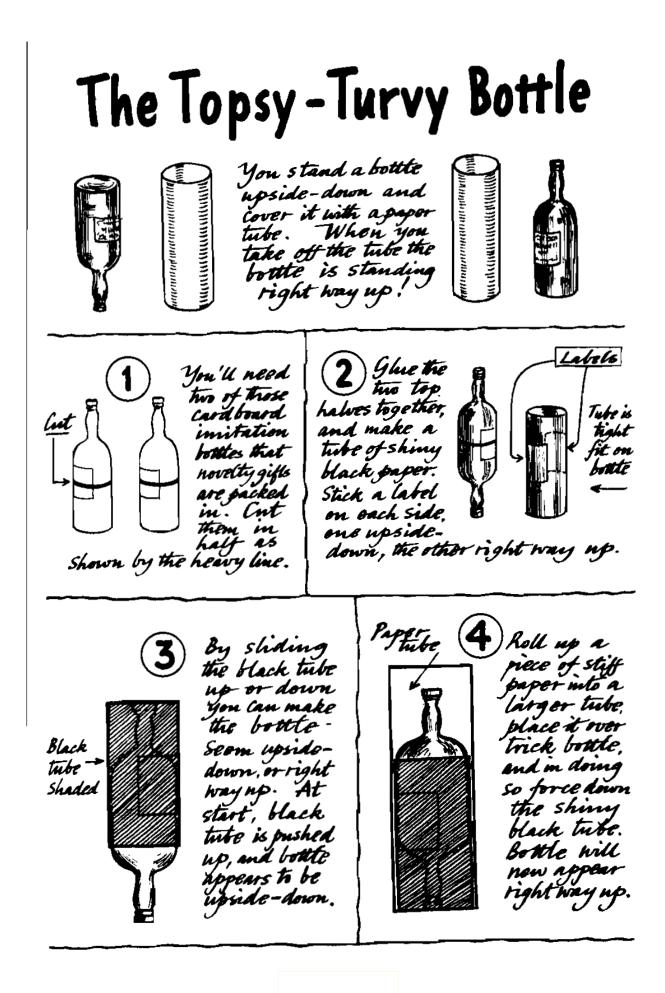




When you simply point to your tie, it suddenly_

rolls up to your collar rereating a tiny duplicate of a chosen card!





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Dean Hankey

The WORDS We Choose and Use Matter. WORDS Have Impact... Impact on our psychology and even neurology. - Words Have MEANING!

Let's Look at a few super simple words;

"Customer", "Client", "Prospect", "Suspect" are almost every-day vernacular in the service & sales industry.

Think about it like this...

YOU, As a buyer of our services and solutions, from a few hundred to many thousands of dollars and beyond what would YOU prefer when making those kinds of investments with the people you know, like & trust enough to invest your hard earned money with that they call you a CUSTOMER, CLENT, PROSPECT, SUSPECT (etc) or maybe consider how you would feel if you were more of a: "Member of The Community", a "Friend" or "Champion Partner", "RockStar" or even Business Success Support "Hero" to that seller you just gave all that money to!

Personally, since CHANGING the (even simple) words we choose and use with our "Family of Legends & RockStars" our connection AND business has grown exponentially!

The Community Members who partner with us and their success are far greater in results, rewards and even revenue since understanding the "WHO" of who we REALLY partner with and serve so incredibly. - NO longer 'customers', but rather "Legendary Humans and Heroes" as well as "Champion Partners" that we genuinely love and want only the very best for in life and in business!

Language ... it MATTERS 'AND' Makes A Massive Difference!

Not Only HOW We See Them, But How We Treat Them and They Us In This SUCCESS ReElationship Journey Together!

Consider THIS...

"Service Success Support Agreement" or 'Legal CONTRACT'...

"Invest" with partners or 'SPEND' Money...

...the list of word choices could go on to infinity and beyond!

The Magic of "TV": "Transformational Vocabulary" *

How The Words & language we choose and use transform the fundamental experience of human connection, communication and yes, even conversion in the work-place and beyond. Care More and Better... We genuinely LOVE and Adore our Tribe and Community of Family Members Who Supoport and Invest With Us 'AND' Celebrate Them Accordingly!

UpLevel ACTION Challenge:

Consider and CAREFULLY Select and Use The Language and WORDS You Use To Celebrate Your Family & Community of Members who purchase from you as the RockStars, Legends, Hero and Champions they REALLY ARE instead of some transactional sirname cuz that they way it's always been done and watch what happens!

Thank You Super-Hero Success Meisters! - You ARE Valued & Loved! Care More and Better... We genuinely LOVE and Adore our Tribe and Community of Family Members Who Supoport and Invest With Us 'AND' Celebrate Them Accordingly!

UpLevel ACTION Challenge:

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Failure You're Not A Failure Until You Quit

When we try something that does not work we refer to it as a failure. The event may have failed but you did not. You never fail until you quit. When you understand that, individual failure events become your friend. This might sound strange, but let me explain.

Failure is not always a bad thing. In fact, it can be quite important for a magician.

Failure is a teacher. It helps you learn what works and what doesn't. It helps you figure out what to change next time. Failure can make you stronger and smarter.

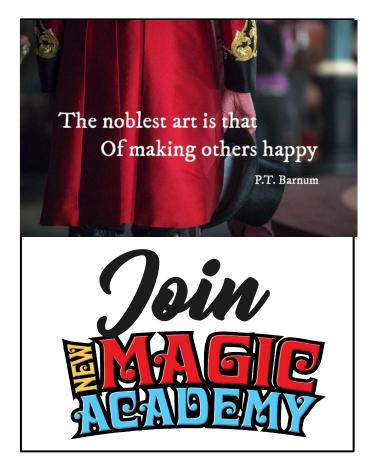
Think of it like this: When you first learned to ride a bike, you fell off a few times. But, each time you fell, you learned something new. You learned to pedal faster or balance better. Each time you fell, you got back up and tried JD Stewart

again. And, eventually, you learned to ride your bike without falling.

It's the same with magic. You try something new and it fails. But, each time you fail, you learn something new. You learn to market your show better, or to better manage your time. You learn where to stand or how to deliver a line. Each time you fail, you get back up and try again. And, you do that until you find success.

But, if you're afraid of failure, you might never try. You might stick with what is comfortable and never grow as an artist, magician or entrepreneur. You might miss out on new opportunities and new experiences. Don't be afraid to fail. Embrace it. Learn from it. And, keep trying until you succeed.

Failure can be an important part of being a magician. It helps you learn and grow. Don't be afraid to fail. Keep trying, until you find success. It is like learning to ride a bike, each time you fall down, you'll get back up and try again. And, before you know it, you'll be riding those marrow mountain trails.





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An interview with Dean Hankey the Marketing Magician The interview was pack with so much information. Reducing it to these few word was difficult to say the least.

I**magine:** Tell us about your background. And how you learned to market magic.

Dean Hankey: I got started, very young. I got my very first TV magic kit for Christmas. I told my mom magic was what I was going to do for a living. I was five. What did I know about making a living? When I was six, or so she took us up to Lake Tahoe, Nevada, up to the casinos. I remember pointing to the sign with the celebrity names, and said my name was going to be up there someday. And, it was, several times. That's what got me started. TV magic kit and TV magic, with Mark Wilson and Bill Bixby in the magician.

Imagine: You've worked all types of
venues. What got you into teaching
how to market showsthat information with them. And
that became my very first
information product.

Dean Hankey: Friends. I was having a level of success at a very young



Age. They simply asked. "How are you doing that?" Long before there was a thing called coaching or information product marketing. I just helped my friends. I said, here's what I do. And here's how it works. Then they began to enjoy some success. I had the presence of mind. to record the process of sharing that information with them. And that became my very first information product.

Imagine: Did you have any formal training?

Imagine

Did you have any formal training?

Dean Hankey

There's nothing new under the sun. That said, yeah, there was some innovation. But I absolutely stand on the shoulders of giants. I was and continue to be a monster consumer, of other people's intelligence. And I learned it was better to learn from others' mistakes than to make my own. That said, I made literally millions of dollars of mistakes, because I wasn't that smart. But, I learned from others, a lot.

Imagine

How long did it take you to learn your marketing craft.

Dean Hankey

School is always in for the lifetime learner. I'm still learning very day, new systems, tools, strategies. In fact, it's somewhat of a curse. Learning is an addiction for me. And that's good for my students and members. I share with others, what I've tried and tested. So I know it works. I've made millions of dollars worth of mistakes, so that you don't have to, but you're still have to put the work in. You have to make it your own. I constantly consume information and experience.

I was doing things at a very young age that most entrepreneurs never do. I made an executive level income when I was seven years old. Not a boast not a brag, just happens to be the way it was at the time. And I'll tell you the methodology.

I wasn't looking for a paycheck or gig. I was looking to help other people. I was doing fundraisers for schools. I would go to school and saying, Hey, if I could help you generate some funds for your school, would you at least be interested in having a conversation? And of course, they said yes.



I told them, I'm a really bad young magician. But let's do a show for the students. And we'll invite them back to a family fun night. And we'll do a straight up 50/50 revenue share. There was no risk to them. And if nobody showed up, they got a free educational assembly program..But if it went well, they got hundreds or thousands or tens of thousands of dollars, with no risk whatsoever. I did a couple of those. They were wildly successful. And the word spread. So all I did was I said, Who can I help? How can I help? That was my entire business strategy. I know that sounds crazy but it worked. Imagine making \$1,000 or \$5,000, or \$10,000? as a seven year old.

Imagine: What an average day for you?

Dean Hankey: I look for

opportunities. I don't have a step by step day plan. I find people I can help with my special brand of chocolatey goodness.

I was born and wired by God from the beginning as a creative. I'm a professional weirdo, like most of us in this business. We all started as a general practitioner. I soon figured out what I wanted to do, and started focusing on just making that available. The secret to success and marketing is, live your life.

Imagine: What is the number one things magicians need to know to be successful?

Dean Hankey: Smply learn to ask more. I know it sounds super pedantic, even pedestrian. That said, ask more. Your task is to ask, sometimes the "T" is silent?

Imagine: If you had to start over? What would you do the same? And what would you do differently?

Dean Hankey: I would learn to focus faster. That said, I would still do my go to. Find a charitable cause group or organization, social or civic group, faith based or educational institution. Somebody who needs some help. You don't have to go looking for those people. They're there.

I would simply offer to do a fundraiser event. I could generate instant money. And so can you. And you don't have to wait for the phone to ring. You're in control of your business. I would just go out and help as many people as I can.

Imagine: There seems to be a one thing missing in that formula. You still have to fill the seats? How do you fill the seats?

Dean Hankey:That's the easiest part. And this is the thing that 100% of fundraisers miss. Remember, when I told you my mom knew people that I don't know, that charitable cause group knows people I don't know. They have built relationships and trust with them. These people give the group money. For nothing! So if you went to that base of folks, and said, "What if we give you something in exchange for that?" So if I go to a charitable cause



group. They have a relationship with them. And they know people you don't know.

Imagine:So, it's their responsibility to fill the seats?

Dean Hankey: No, well, yes and no, Here's my offer. If I were to send you a check, when it's all said and done, would you cash it? Good. Now, here's what I need you to do. I will tell my friends, you tell your friends. We send a series of value added content delivery. So instead of them just sending that traditional fundraising email Imagine for a second that charitable cause group just said, Hey, here's a gift. Here's a gift of magic. Here's a gift of value, whatever it happens to be, from our friend, Dean Hankey.

I just create value for them. I do a 30 second video, a trick they can do at home with something from around the house. Then at some point, we say hey we've twisted Dean's arm, he's agreed to do a show for us. If you're interested in learning more about what Dean does then click this link.

Remember that ask your way to success principle. That's all we're

doing here. You simply ask if they would be interested in continuing that relationship, through a live magic show. Then they either say yes or no.

Imagine:

What's the biggest mistake that you've made in marketing, your events?

Dean Hankey: I would say the biggest mistake is always inactic We know what to

do. Listen, those of you reading right now, you are super smart. You know what to do. If you've ever had a single booking, you know how to get a booking, you probably had more than one. So just do more of that. Sure, there might be some tweaks, sure there might be some better practices, you want to add to that to make it more refined. But ultimately, if you've done it once, you can do it again. Action will outperform ideas and intentions all the time. Simply take action.

Imagine: What is the number one time waster magicians need to avoid?

Dean Hankey: You know, I'm talking to a whole group of people who are afflicted with creativity. Distraction is our stock and trade. So I would say the most the current relevant distractions certainly are, are all things internet. We live in a highly distracted world. We have the

> heart of creatives, which is why we usually are not very good at the business or the practical side of things. That said, I think the

world is one big distraction. So you have to learn discipline over distraction.

Imagine: What is making marketing magic harder than it was a year ago.

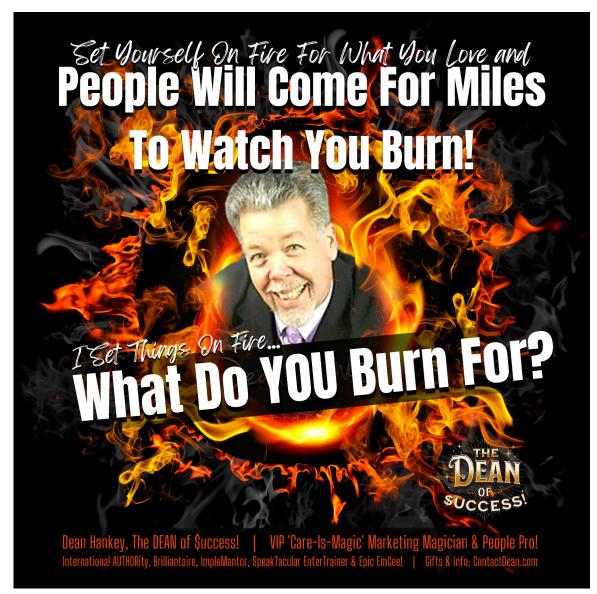
Dean Hankey: It is the best time in our history to be alive. It is also the worst time in our history to be alive. There's more opportunity than ever. So I would say distraction. That's probably the number one killer in any successful endeavor. Whatever affects to your relationships, affects your Revenue generating processes. So distractions, is it? **Imagine:** If I gave you \$100 Amazon gift card, what would you buy to improve your marketing?

Dean Hankey: I would buy some video creation tools. You could buy a lot of video creation tools a simple ring light or a small lapel microphone. We all have a portable production pocket device, a cellular phone or smartphone. You can create broadcast quality content to share. Content is also marketing. So share something of value with your

audience. Do something cool. For example, share a simple trick they can do at home with ordinary objects from around the house.

Imagine: Any last thoughts

Dean Hankey: The one thing to help you improve your business is improve your relationships. Improve the value that you add and deliver for people. People like people who like them,





You stage presence is everything. You must move with purpose. Your movements must be intentional. They must add not detract. Every movement must have for a reason. Your audience watches your every move. They know someone is in charge. And that someone is you. You are taking them on a journey. And they can lean back and enjoy the ride. If your audience thinks you are nervous, they will not be able to relax. Your show will feel

The first key to good stage presence is posture. Stand tall. Stand with your shoulders back and chest out. No slouching allowed. Poor posture causes the audience to see you as



awkward and uncomfortable.

When you walk out on stage come out with energy. Everyone should feel the room electrify as you enter.

unprepared and uninterested and uninteresting. You must exude confidence and authority.

Portraying confidence puts your audience at ease. They can relax.

Your footwork must be precise. No shuffling, no pacing. No wondering aimlessly. Move with deliberation and fluidity. This enhances the illusion. Your blocking is critical. Blocking is when where and how you move. Rehearse your movements and gestures not just your patter and sleights before you walk out on stage. This makes your performance polished and professional. And it will cause your performance to stick in the audience's mind for a long time.

Mirroring is another effective technique. Right-handers should be too right-handed. And lefthanders should not use only the left hand. Repeat movements and gestures on both sides of your body. This creates balance, symmetry, and a sense of professionalism. It is especially important when performing with many objects or illusions.

Knowing when to pause and be still is another key. A pause can be either verbal or physical. Pausing draws the audience's attention. It creates a sense of anticipation. It can heighten the drama. It increases the tension. This makes the reveal all the more impressive.

Your demeanor is yet another key. You need to connect to

the audience. How do you do that? Do it with a smile, eye contact, and enthusiasm. These create a connection with the audience.

They want to feel like they are a part of the show. And you must make them believe they are.

When you move, move with purpose, not by accident. But moving with purpose does not mean moving because you intended to move. Each movement should help communicate your intent. It helps you communicate your message. what you want the audience to remember is the purpose. That defines the goal of a routine. Every move must support your goal.

In the end, your stage presence is everything. Posture, footwork, blocking, mirroring, pauses, and demeanor all contribute to your overall performance. You must move with purpose to captivate the audience. This is where the magic lies.

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The Februray VIP Member Event was all about Openers. Stand-up and closeup.

The ultimate guide to Openers was revealed. What is was it? I'll let you know. It depends. Depends on what? It depends on your goal, your audience and your venue.

Nonetheless we covers some outstanding openers.

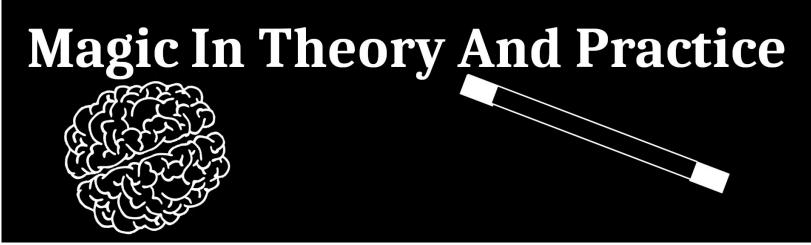
The March VIP Members even will be about impromtu magic. First of all what does it mean to define a trick as impromptu. I expect some lively discussion.

If you are not a VIP member you may join at NewMagicAcademy.com/join



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Multi-Task Mind Splitters

There is a major problem when writing about "theory". Explaining concepts often requires giving examples. That can lead to some readers saying, "I don't do that trick", or "I don't do coins", and not being able to extrapolate the concept out into their own universe.

In my original book, Misdirection for Close-up Magicians, mindsplitter was called a "fake". Renowned magician Roger Klause referred to the process as "Stepped Action

Here's a mind-splitter that utilizes in part what is a very interesting bonus spectator response. You have pretended to place a coin in your receiving hand (let's say left, Tom Crone

for this example). You desire, at the end of the disclosure of the empty left hand, to show your right hand empty, too. We will look at a variation on the "Bobo Complete Coin Vanish" (New Modern Coin Magic).

As you extend the closed left hand slightly forward for seeming further emphasis that this is where the coin is, you grip the left sleeve just above the elbow and simultaneously pull it up a little with your right hand, as if to expose more innocent arm. The unspoken implication is "There is nothing up, or going up, my sleeve." This also moves the left hand a bit further into the spectator's field of focus, possibly splitting attention even more. As your right-hand pulls the sleeve up, it positions itself so that at the end of the pulling upward, the coin is also just above the left breast pocket. The coin can be dropped into the pocket without any trouble or visual tip-off. Bobo does it with a magical pass, body movement and a "gaze", and says, "Blend all the moves into one complete action and you will have a baffling coin vanish." In Al Schneider's coin tray work, he pulls a silk over the coin that is in the open left palm, does really super steal and takes the coin up to the pocket with the spreading of the silk, an openly innocent right-hand returns to the front of the silk, and an elegant vanish happens as it is whisked away. I'm

pointing out Al's move only to show that the concept can be varied, and it can be done for other tricks in different ways.

The "Forced Burn"

The forced burn takes advantage of the spectator's desire to not take their eyes off the hands. Consider further the previous coin disposal. Because the left hand comes forward, spectators are subconsciously disinclined to let the pulling up of the sleeve interpose itself upon their minds, almost as if they might not want to be distracted by the move for fear they will take their eyes off the left hand where the coin should still be. In effect, the spectators'



attitude of not being distracted is potentially a double-mind-splitter. You have forced them to fix their focus even more powerfully, to burn your hand after it's too late and while your other hand does its dirty work.

You have a card selected, signed, returned and lost in the deck, and in your own way bring it to the top of the deck. You say, "Now it's your turn to shuffle the cards." As you speak, your empty hand comes over to take the pack, you look at the spectator, right in the eyes, simultaneously palming the top card and moving the entire deck forward for the spectator to take. Attention remains on the deck, start to finish, and what is seen is that nothing could have taken place.

Added fragmentation occurs because you have the spectator shuffling the cards. Plus, to add further fragmentation, other spectators can be drawn into the main spectator's actions by your verbal command. You could say, "Watch him carefully so he doesn't cheat...", looking up at each as you pass the deck, or you could give portions of the deck to each person to shuffle.

If you can mentally make your spectators walk and chew gum at the same time, while rubbing their bellies and patting their heads, then alternating the action, you will have multi-task mind splitters working for you. Be careful, because if you see their eyes spin around in their sockets and their tongues flop out, you've probably split too far!



Jazz Aces is an impossible Ace Assembly. It only uses 8 cards. The 4 aces and 4 spot cards. Everything can be examined before and after.

Effect: Four aces are placed face down on the table in a row. The performer holds the packet of 4 spot cards. He counts and shows four cards face up and face down. One of the spot cards from the packet is placed next to the "leader" Ace. One of the aces is placed in the packet. The ace in the packet vanishes and appears with the leader Ace. This is repeated until all the aces are together.

Only 19.97





The lectures at New Magic Academy are free. Here are the next few lectures we have scheduled.

March 5 The best of 2022

Sometime you just need a reminder of what is available. 2022 was amazing. There was magic that is easy and commercial.

This is a time where we will review the what happened last year. And remind ourselves what is available to help us improve.

Kent Axell – March 19

Kent is a corporate entertainer speaker and mentalist. He is currently in Las Vegas, Nevada He has been on Masters of Illusion and Brain Games. Kent performs mentalism, stage, and closeup. Kent provides a unique entertaining lecture you will not want to miss.



NewMagicAcademy.com/kent

April 2 Terry Morgan

Terry has been performing since he was 7. He has studied under Walter B. Gibson, George Sands, and Paul Curry. He has performed at Walt Disney World, Six Flag's Stars Hall of Fame Wax Museum in Orlando, FL. Come learn for the man who has done it for years and knows what works.

Register at NewMagicAcademy.com/Terry

David Kaye - April 16

David Kaye has performed magic and comedy for children for more than twenty years. Known to the public as Silly Billy, he has performed at the White House and Lincoln Center. David was honored to receive the Performing Fellowship Award from the Academy of Magical Arts (The Magic Castle). David is the only children's magician in history to receive this honor. In 2019 the Parent Assembly of the SAM named him New York Magician of the Year.

Register at NewMagicAcademy.com/David



100

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