

HOW TO SUCCESSFULLY USE THE MERCURY PRODUCTION REPORT:

We recommend mailing, faxing, and emailing your resume with cover letter. Note at the top of page, for what position you are submitting. Keep resumes to 1 or 2 pages only; no one has time to read anything longer. Remember – keep it short and effective. Send to all projects that you are interested in. If you do not get a call from that project, remember that position might be filled, but they may call you for the next one. This happens quite a bit.

Always watch for updates in the listings. We will update a listing if the start date has been pushed back 2-3 weeks or more. It could mean that they will have to rehire new crewmembers because they were already booked on the next show. Call again. Always make a note on the Report of whom you talked to and when they told you to call back.

Don't get discouraged when calling a project.

You may get a very unhelpful PA that tells you no jobs are available. A few days later you can call and get a totally different person who maybe more helpful. These days it seems it takes 3-6 companies to make a movie. If you call, and the receptionist has never heard of the title of a project, give the name of the producer on the project. Always try to get in touch with the current production office on the project.

When calling a production company regarding a project. You may want to say you heard about the project from a friend as some companies don't like being listed by a service, it can prejudice them against you, but a friend's referral is never criticized. We dig through many sources to find these leads. Sometimes the producers don't know they have been listed. It's our job to find jobs for you. That's what we do.

Keep old reports.

Depending on what you do. **Older reports can be much more valuable than new ones.** Many projects that were listed a couple of months ago are just now hiring. Go back to the notes you made and contact them again.

N/A

N/A means that the information was not available to us at the time we compiled the listing. Because some of our listings may be in very early preproduction. Sometimes we cannot get all the information to complete a listing. However, you can always call the production company and make inquiries.

To successfully use the report please keep in mind the following.

The success you have with the Report depends on how well you work the leads we give you. You cannot expect to get a job by just making a few calls. This may sound discouraging but remember, there is very good money to be made in the industry. The money you spent on an issue will seem like a small price to have paid.

ACTORS:

Actors can also use the Report to get work! If you really want to get on a project, send a letter and your picture to the Director, Producer and the Casting Director, This works better on lower budget movies who do not hire expensive casting directors. Many times actors have been contacted by a director or producer, we know, because we have heard the testimonials. We do list casting director's contact information, and if they are casting. Many times we even list the roles they are looking for.

MUSICIANS:

Most directors pick the music in their films. It's very important to them. Therefore, musicians should send their CDs right to the director and producer.

IT'S A NUMBERS GAME:

Marketing is always about the more you do, the more responses you get back. Typically it takes a few months of getting the report and hitting it hard, to see the benefits, so hang in there...