

The Rep
MILWAUKEE

Play
Guide



December 28, 2012–February 24, 2013

MIND OVER MILWAUKEE

MIND OVER MILWAUKEE PLAY GUIDE

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108 E. Wells Street
Milwaukee, WI • 53202

Milwaukee Repertory
Theater presents

MIND OVER MILWAUKEE

By Marc Salem

December 28, 2012-February 24, 2013

Stackner Cabaret



MARK'S TAKE:

“How to describe brilliant, witty mentalist Marc Salem and *Mind Over Milwaukee*? It's not a play, it's not a musical, and it's certainly not a magic act. So let's call it an entertainment, tailor-made for a Milwaukee audience. Jaws will drop as Marc separates truth from lies in increasingly amazing ways—and the audience wonders, ‘How did he do that?!’”

-Mark Clements, Artistic Director

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BIOGRAPHY

Born and raised in Philadelphia, mentalist Marc Salem has studied the human mind for over thirty years and is considered to be a leading authority on non-verbal communication. Salem received a Doctorate in Education from New York University, as well as a Ph.D. in Developmental Psychology from the University of Pennsylvania. Salem served on the faculty of several major universities over two decades. While serving as the Director of Research at Children's Television Workshop (*Sesame Street*), Salem studied the nature and development of the mental process for over nine years.

Mind Games, Salem's one man show, combines mentalism with comedy. Performed on Broadway, as well as at the Sydney Opera House, the Edinburgh Festival, and Singapore's Esplanade, *Mind Games* achieved both critical and popular acclaim as Marc Salem traveled the world exploring the mind's potential.



Marc Salem

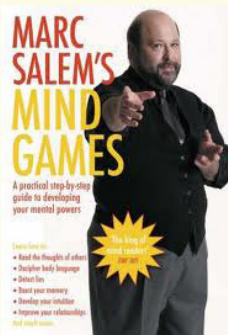
Working as a public speaker, Salem continues to educate lawyers, politicians, and public servants on the minute nuances of voice and movement that reveal a person's thoughts on those around them. Salem has also worked with the FBI on high profile cases using his abilities to spot people lying.

Salem completed three sell-out seasons in London and two network television specials. He is a regular guest on *Court TV* and can be seen on *The O'Reilly Factor*, *Kelly and Michael*, *Montel*, *Maury*, and CNN. Salem has also been profiled in the *New York Times*, as well as on *60 Minutes* by Mike Wallace.

Find more on Marc Salem at:
www.MarcSalem.com

Read Marc Salem's blog in *Men's Health*:
<http://blogs.menshealth.com/mind-games/>

FIND OUT MORE: Instructional Books by Marc Salem



Marc Salem's *Mind Games*: A Practical Step-by-step Guide to Developing Your Mental Powers



The Six Keys to Unlock and Empower Your Mind: Spot Liars & Cheats, Negotiate Any Deal to Your Advantage, Win at the Office, Influence Friends, & Much More

MENTALISM



Girolama Scotto

HISTORY

In psychology, mentalism refers to the study of mental perception and thought processes, or consciousness. Mentalist performances can be traced back to ancient Greece, with accounts of seers and oracles. Entertainment in the 19th Century included mediums, spiritualists, and psychics, early forms of mentalists. Today mentalism is a performance art, where a person, known as a mentalist, demonstrates highly developed intuitive and mental abilities. A mentalist's skill set may include clairvoyance (demonstrating intuitive knowledge of objects or people), telepathy (hearing a person's thoughts, or reading a person's memories), divination (predicting future events), mediumship (communicating with spirits of the dead), psychokinesis (the ability to move objects with your mind), and mind control. Sources credit Girolamo Scotto, a pioneering sleight-of-hand magician with performing the earliest recorded mentalist act in 1572.

MENTALIST OR MAGICIAN?

Many mentalists do not associate themselves with magic, but presentation styles can vary greatly from performer to performer. Most consider mentalism to be another art form altogether, which relies on the mind to perform the "tricks" as opposed to sleight-of-hand or illusion. Although some mentalists claim to have supernatural powers, many contemporary performers attribute their skills to the ability to read body language or the manipulation of their participants subconsciously through psychological suggestion. Today some magicians add elements of mentalism into their magic acts. Such a stunt might include reading a person's mind while magically trading the positions of two objects. Some notable magicians that mix magic and mentalism include David Copperfield, David Blaine, and Criss Angel.



David Copperfield

NOTABLE MENTALISTS



Erik Jan Hanussen

A 1930's German mentalist, Hanussen is credited with predicting the Reichstage fire. Some even claim he hypnotized arsonist Marinus vander Lubbe.



Wolf Messing

A 1940's psychic and telepathist, Messing's predictions of the outcome of WWII, influenced Joseph Stalin's decision to sign the Nazi-Soviet Pact.



Grigori Rasputin

A 1900's Russian visionary and mystic, Rasputin was said to have holy powers, and heavily influenced Tsarina Alexandra's government decisions



Count Alessandro Di Cagliostro

A 1780's physician to Benjamin Franklin, he influenced members of the French aristocracy.

TECHNIQUES

NON-VERBAL COMMUNICATION (Excerpt from Marc Salem's *Mind Games You Can Play*)

Is your mind warmed up and ready for some new ideas? Try this one: think about how much you communicate without words. Imagine a conversation. You use words to communicate, but what else do you use? How do your facial expressions show what you mean? Your gestures? Your posture? How close you stand to someone? How about the way you say your words: your intonations, volume, rhythm? According to A. Barbour's *Louder Than Words: Non-Verbal Communication*, verbal communication comprises only a small part of how we relate to each other. Here is how Barbour breaks down communication:

7% Verbal –Words

38% Vocal –Volume, Intonation, Rhythm, Etc

55% Body Language –Facial Expressions, Posture, Gesture, Etc.

PHYSICAL CUES USED BY MENTALISTS

ARMS CROSSED

Crossing your arms closes off your body and is seen as a defensive posture. It can also mean that you are closed off to new ideas.

FEET CROSSED

Crossing your feet or legs is a sign of being comfortable or relaxed with a person or circumstance.

TOUCHING NECK

Touching your neck is a nervous habit that may be seen as trying to hide the truth.

DILATED PUPILS

Your pupils become dilated when you see a person or thing that is attractive to you. Dilated pupils are also seen as attractive by others.

LEANING FORWARD

Leaning forward is seen as an act of anger or aggression, especially if it is done quickly with other aggressive signals such as angry facial expressions.

FORMS OF MENTALISM

Mentalists perform “readings” on members of their audience. They may reveal memories from the past, issues you are dealing with in your life, or predictions for your future. Here are some techniques mentalists use in readings:

Cold Reading

A technique that uses cues from of person's body language, clothes, and speech. The mentalist will have a higher probability of guessing a person's background correctly.

Hot Reading

Requires that the mentalist has some background information on the person, either from a previous conversation or a helper. The mentalist will make it appear that they did not have this previous knowledge.

Forer Effect

Developed by psychologist Bertram R. Forer, vague and generalized statements make a person feel like the reading is specifically tailored to them. Mentalists use this technique in fortune telling and horoscopes.

(*Excerpt from Marc Salem's *Mind Games You Can Play*)

ACTIVITIES

Make your own pendulum, grab a deck of cards, and try out some of these activities from Marc Salem's *Mind Games You Can Play*.

THE PENDULUM BASICS

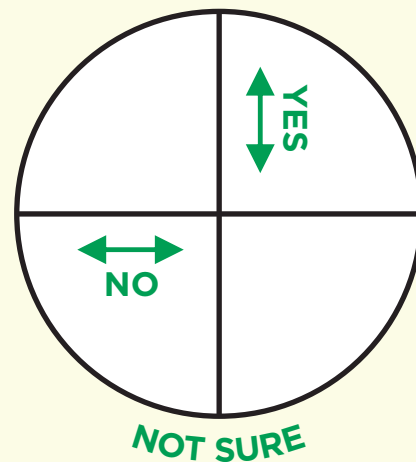
Hold the pendulum between your thumb and index finger. Suspending the pendulum about two inches above the middle of the circle, rest your elbow on the table, or whatever surface you are using. Take some slow, deep breaths, then breathe normally and relax your mind.

Think of the "YES" direction (i.e. up and down). It may take a few seconds or even a minute, but the pendulum will start moving up and down, as if you were nodding your head signifying "Yes".

Now concentrate on the "NO" direction (i.e. side to side). Concentrate as hard as you can. The pendulum will start moving from side to side.

Concentrate on the "NOT SURE" direction (i.e. a circle), and watch the pendulum revolve in a circular motion.

The key is to focus.



Excerpt from Marc Salem's
Mind Games You Can Play

RED OR BLACK

This is a test of your clairvoyant powers. Clairvoyance is a French word that means 'Clear-Seeing'. It is sensing something of which there is no ordinary way to know. For example, if you shuffled a deck of cards, pulled one out, did not show it to anyone, and then predicted what card it was, that is clairvoyance.

Take a deck of cards and mix them thoroughly, keeping them face down. Take the top card (face down) and try to sense if it is a black card or a red one. Try to picture, or feel, the color. If you think it is red, place it in a separate pile on your left, face down. If you think it is black, place it in a separate pile on your right, face down. Take the next card and try to sense the color. Continue this procedure until you've gone through the entire deck. You can go as fast or as slow as you wish. The important thing is to go with your first gut feeling. Do not change your mind.

When you have gone through the entire 52 cards, turn the two piles over. Count how many red cards are in the pile you thought were red. Count how many black cards are in the pile you thought were black.

Cards correct in each pile:

12-14—Average

15-20—Excellent

Over 20—Extraordinary

Excerpt from Marc Salem's
Mind Games You Can Play

INTERVIEW WITH MARC SALEM



What exactly is a mentalist?

Well, the word itself is somewhat archaic. I like to think of playing mind games. Both as a psychologist and an entertainer, the mind is the playground that I enjoy spending my time in.

And is that why you decided to become a mentalist, or what drew you to it?

The mind has always fascinated me, the way things effect the mind has always influenced me. I worked on the surgeon generals' studies of the effects of violence on television; I was with Sesame Street for ten years studying how the mind works, and how it takes in information. So, I was a psychologist first, and a mentalist second.

Where has this job taken you?

South Africa, Sydney Opera House, England many, many times...places that as a university professor, I never thought I would get to.

***Mind Over Milwaukee* is geared towards Milwaukeeans. What kind of preparation or research did you do to prepare for this show?**

I spent some time here a few months ago to get a sense of the people, of the place, the way they think, the source of their own thoughts, locales, and things that I have integrated ultimately into the show. Everything from football teams to the things that people imbibe.

How did you all come up with the design concept for this show? The study or library type look. Did you have any say in that?

I always want my set to look like a living room. The point of the show is that you are welcome into my home. I always had a living room set, it is an extension, and it is to make people feel comfortable. It is not a distant, flashy, Vegas sort of thing, but it is just a comfortable, warm place that is intentionally designed to look that way.

What do you hope people walk away with after seeing your show?

Well, in addition to a smile, hopefully they say that, "there is something else out there that I do not see," and they become more aware of things around them.

VISITING THE REP

Milwaukee Repertory Theater's Patty and Jay Baker Theater Complex is located in the Milwaukee Center downtown at the corner of Wells and Water Streets. The building was formerly the home of the Electric Railway and Light Company.



Milwaukee Repertory Theater. Photo by Michael Brosilow.

The Ticket Office is visible on the left upon entering the Wells Street doors.
The Stackner Cabaret is located on the second level, and can be accessed via the escalator or elevator.

THE REP VALUES YOUR SUPPORT: Financial support enables The Rep to:

- Advance the art of theater with productions that inspire individuals and create community dialogue;
- Provide a richer theater experience by hosting Rep In Depth, Talkbacks, and creating Play Guides to better inform our audiences about our productions;
- Educate over 20,000 students at 200+ schools in the greater Milwaukee area with Rep Immersion Day experiences, student matinees, workshops, tours and by making connections with their school curriculum through classroom teaching programs such as Reading Residencies and Scriptworks;
- Maintain our commitment to audiences with special needs through our Access Services that include American Sign Language interpreted productions, captioned theater, infrared listening systems and script synopses to ensure that theater at The Rep is accessible to all;
- Educate the next generation of theater professionals with our Artistic Intern Program which gives newly degreed artists a chance to hone their skills at The Rep as they begin to pursue their theatrical careers.

We value our supporters and partnerships and hope that you will help us to expand the ways The Rep has a positive impact on theater and on our Milwaukee Community.

**Donations can be made on our website at
www.MilwaukeeRep.com or at 414-224-9490.**

You can also contact Danelle O'Neill, *Director of Development*,
414-290-5366, doneill@milwaukeeerep.com.

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