

# 10 SECRETS FOR CREATING GOOD ENTERTAINMENT INDUSTRY KARMA

By  
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## Introduction

Success in the entertainment industry requires more than just talent. It, also, requires good Karma<sup>1</sup>, well directed intention, good will, and a little bit of luck. The practice and business of law, and my lifelong study of metaphysics, have taught me how to create what I desire while avoiding self-sabotage and all around bad Karma. Herein below, I share how I have created a more positive and productive professional life. I hope you find my "10 Secrets" helpful.

### 1. Do Not Lie.

Your word and reputation are priceless commodities in an industry riddled with hype and lying wannabes. You will stand out as a reliable person of integrity if you tell the truth regardless of the consequences.<sup>2</sup> Do not tell an intentional lie, lie by omission<sup>3</sup>, or make misrepresentations of

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<sup>1</sup>Karma is the law of cause and effect, the theory of inevitable consequence.

<sup>2</sup>Do not say anything, other than to ask for legal counsel, if you are arrested.

<sup>3</sup>You lie by omission when you intentionally withhold a fact that leads the listener/reader to the wrong conclusion.

any sort. In general, avoid saying anything that you know will lead another to draw an erroneous conclusion. For example, let's say you spoke to an agent regarding his client, *Starlet Dujour*, starring in your film. The agent told you the script sounded interesting. The agent didn't say anything, which could have led you to believe that the actress was going to star in your film. Regardless, you go head and tell sales agents that the actress is attached, or interested in the role. This lie can cause you to lose your credibility with the sales agents, agent and talent while simultaneously exposing you to potential legal liability. There is no substitute for integrity and peace of mind, so do not conjure up truths that only exist in your imagination.

### 3. Do Not Steal.

If it is not yours, then do not take it. Some people justify stealing by belittling the monetary value of the thing they are usurping. Regardless, stealing is stealing whether the object of theft is an idea, an equity contact, or a box of staples. I would venture to say that the most common form of theft in the entertainment industry entails ideas. For example, someone shares an original screenplay idea with you, which you proceed to commandeer; you rationalize that it happens all the time, has happened to you, or that ideas are not protected by copyright.

There's nothing you can do to make the idea yours if it wasn't yours to begin with. If you are completely passionate about the idea and you cannot get it out of your system, then ask the disclosing party if she would: mind partnering up with you, consider selling you the idea, or might let you use the idea for a percentage of the revenues generated by your use of it. If the disclosing party declines, let it go. The Universe is abundant with ideas, so come up with one your own. Keep in mind that you will not be able to enter into an agreement on behalf of any intellectual property that issues from the stolen idea unless you misrepresent the origin of the idea.<sup>4</sup> The buyer may file a claim against you for the misrepresentation and/or breach of the warranty<sup>5</sup>, and the disclosing party may file a

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<sup>4</sup> You have to warrant and represent that the intellectual property, i.e., TV pilot, screenplay, song, book, etc., you are selling is wholly original to you, is in the public domain, or that you have acquired the rights to it.

<sup>5</sup>The contract for sale of intellectual property includes a clause whereby you represent and warrant that what you are selling is original to you, was licensed or purchased by you, or is in the public domain..

legal claim against you, as well.<sup>6</sup> And don't forget, "what goes around comes around."<sup>7</sup> Don't be surprised when you experience Karmic payback and someone swipes something you value.

#### **4. Do Not Be Greedy.**

When negotiating a deal, keep in mind that you want your future dealings with the contracting party to be productive and enjoyable. Avoid the temptation to abuse your power. Forego squeezing the last penny and/or term out of a deal if it is going to result in acrimony and/or someone being treated unfairly. In the long run, taking everything you can from the deal, or shoving terms down the other party's throat, is going to breed resentment and just be counterproductive. Not to mention that you never know, deal to deal, what side of the negotiating table you're going to be on. You may be in the power position today with this person, but someday it may be this person who holds all the power. Don't give him a reason to treat you unfairly in the future.

#### **5. Do Not Gossip.**

Gossip can ruin a person's career and personal life. Do not succumb to the temptation

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<sup>6</sup> Ideas are not protected under U.S. Copyright Act. Notwithstanding, they may be protected under contract law if the disclosing party established an implied contract.

<sup>7</sup>Karma is the law of cause and effect.

to gossip – even if you think that the information is based in truth. You, too, may one day be on the receiving end of vile innuendo. If you decide to gossip, then be ready for the backlash that always follows this kind of talk. Be prepared for the person on the receiving end of your tidbit to think ill of you (they usually do). Overall, it would be better if you put your life to more productive uses so that you feel good about your life, rather than feeling good by talking trash about someone else.

#### **6. Do Not Kick a Dog That Is Down – Do Not Judge.**

Do not take pleasure in another person's misfortune, and do not knowingly contribute to it. Life is about learning, which we tend to do through the negative experiences that we encounter along the way. Do not be in judgment of someone else's path. Be compassionate and kind, and do no harm. You, too, will find yourself in a not so good place at some point in time. Would you prefer the hand or fist be extended to you?

#### **7. Treat People The Way You Want To Be Treated.**

You need as many people in your corner as possible when you are on the rise. Treat everyone from the assistant to the executive with respect, kindness, and consideration. People may put up with arrogance and attitude from a director whose movies are box office hits, but they do not have to tolerate the same from a no name wannabe. Always remember that today's assistant may be tomorrow's studio executive with the power to

green light or nix your project. Don't end your career before it's started. Instead be the kind of person people want to know, work with, and help.

#### **8. Lend A Helping Hand.**

Share information and contacts when called to do so because you never know when you may need the same from someone else. If you hoard, you're functioning as if you believe in lack. If you're not careful, that's exactly what you'll manifest (see Rule 10). Operate as if opportunity is abundant and it will be so. It is perfectly acceptable to decline this request if sharing the information, or making the referral, is going to be detrimental to you, i.e., you know that the referral will reflect badly on you, an equity contact wants their privacy, or the information/contact is not yours to share.<sup>8</sup>

#### **9. Keep Your Commitments.**

You need to be able to depend on people just as much as they need to rely on you. Keep your word unless the object of your promise is illegal, immoral, or likely to cause harm<sup>9</sup>. If you decide that you

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<sup>8</sup>Do not share someone else's private information without asking for permission to do so first.

<sup>9</sup>By "harm" I mean that this commitment will cause you to expend monies you don't have and did not anticipate spending, will cause injury to someone, or will put into motion a string of detrimental events you had not foreseen. It does not

cannot keep your commitment, then be mature and up front about it so that the other party can make alternate arrangements. Do not avoid phone calls, or wait until the last minute to let the person know that you cannot keep your promise.

#### **9. Give Back.**

It feels good to do good. Share your accomplishments and good fortune with others: be a mentor, get involved and help up-and-coming talent achieve their dreams, give to charity, be a speaker at a grade school career day, etc. The Universe is like a savings account – you have to make deposits if you want to make withdrawals. I give recent film school graduates a break on my fees, so that they can afford legal counsel.

#### **10. The Law of Attraction.**

Like attracts like; this is a basic rule of metaphysics<sup>10</sup>. It's as if you are a magnetized radio broadcast station because every thought you think, word you utter, and emotion you

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mean that you have to give up a Saturday to physical labor, are being inconvenienced, or you have to miss an event (i.e., Laker game) because you got the dates wrong and you can't reschedule your commitment.

<sup>10</sup>I strongly recommend reading and working with the book, "Quantum Success" by Sandra Anne Taylor. I don't suggest "The Secret" because it's incomplete and misleading.

feel gets sent out into the Universe for creation. Sooner or later, you draw in, "manifest", everything (good or bad) that is in alignment with your Karma and you (your emotions, thoughts, words, and subconscious). If you can't seem to create what you intend, or are creating what you don't want, then you are either cross purposes<sup>11</sup> (your doing something to sabotage yourself, or are fighting against your subconscious), or are trying to create something that is in conflict with your Karma. What you need to do to create the good you intend is the following: believe in yourself; live consciously by being aware of your thoughts, emotions and spoken words; let go of the past (unless you want to continue living in it); visualize the positive outcome you intend; act "as if" what you intend is already done; and, be in gratitude of the outcome (even if it's not manifested in the physical – yet). If you cannot manifest what you desire, despite the above, then you're probably dealing with Karma that is not in alignment with what you desire. I can't tell you what to do, but I change course when Karma is working against me.

#### **Conclusion.**

The odds are against your success in the entertainment

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<sup>11</sup>. For example, you want to be financially abundant, but are in fear of poverty, believe money is the root of all evil, feel unworthy of success, or say things like, "I know I'll never sell my screenplay."

industry. Don't make it worse via actions that are counter-productive, create bad Karma, and take you out of your integrity. Be honest, kind, considerate and giving because you are more likely to reach your goals if you approach your business dealings, and life in general, from a positive and uplifting place.

***This article is not a complete review of the subject matter and, as such, the reader should not make decisions on the basis of the above without consulting with an attorney.***

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