

MARIANGELA DE LORENZO

KEEP
YOUR SKILLS
MOVING



@MOREMARIANGELA
MARIANGELA.NL

10:00 - 12:30

Brags & Compliments (solo)

12:30 - 14:00

Check-out & Team - up

14:00 - 16:00

Work-out (teams)

16:00 - 16:30

Wrap-up

THROUGH A DIFFERENT LENS

How does that sound
NOW?

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WHO

a Crowdfunder
(Unknown Individual)

EXPERIENCE

a Visitor
(of show or project)

FIRST IMPRESSION

Epic

MOOD

Just collaborated with a
bunch of disappointing
non-Dutch Artists

PITCHES & COMPLIMENTS

BRAGS

NEED TO DO's

CHEAT
SHEET

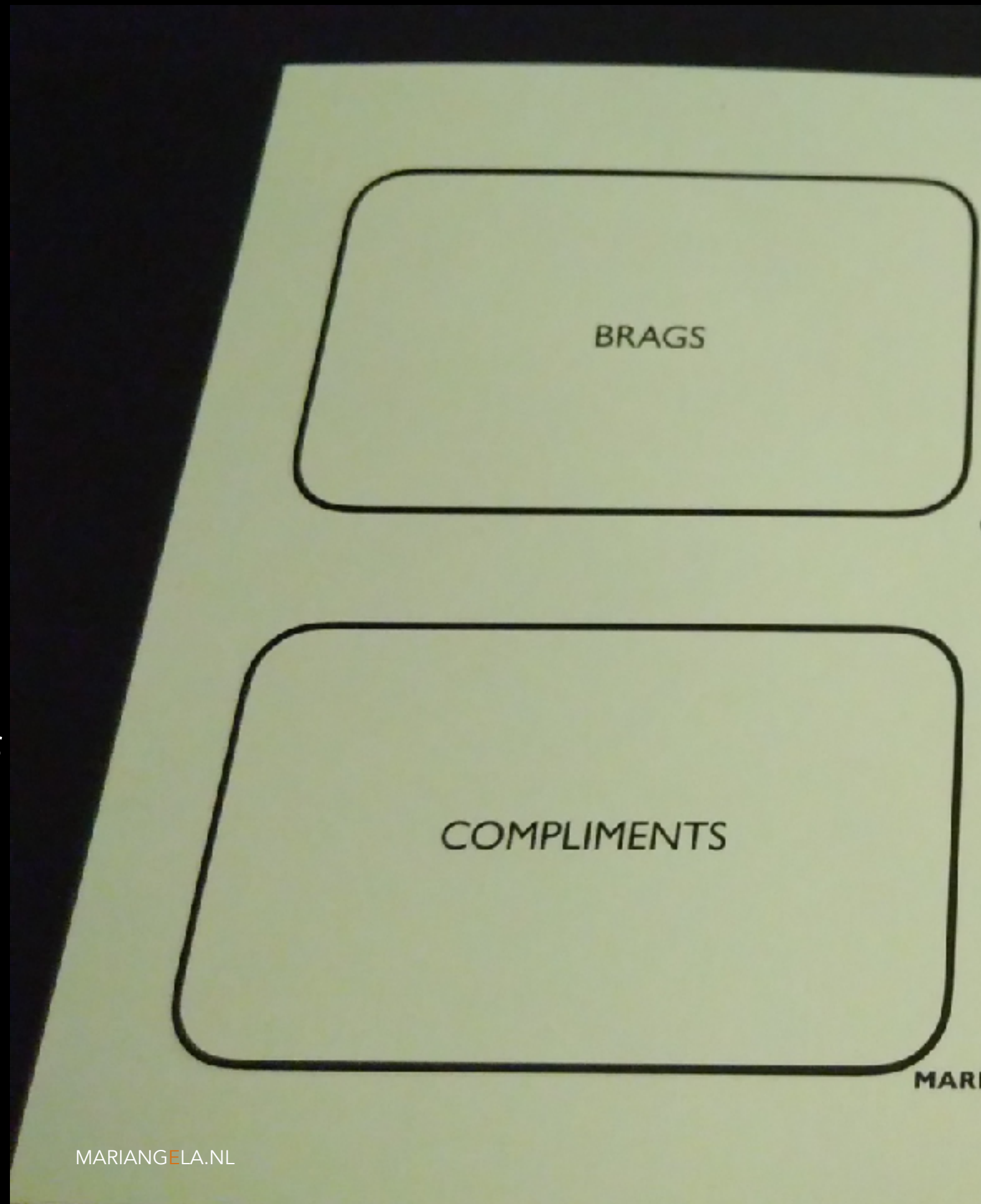
COMPLIMENTS

OPPORTUNITIES

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HOW TO

- Observe others and write COMPLIMENTS on post-it
- Give your pitch (max. 1')
- Collect COMPLIMENTS on Cheat Sheet
- Add BRAGS about yourself during the day



FAIL

STRONGER BETTER HARDER FASTER



STORY NR. 1

- Successful student at Gymnasium
- Studied both Law and Film Science
- Young Entrepreneur
- Founded Cult Dealer Enzo and Artistic and Business Director Culfest
- Teacher Entrepreneurship
- Design Curriculum De Dansopleiding (MBO Dance Academy)
- Resigned in order to work on own company

STAGE



STORY NR. 2



HUSSLE

- Bored at school and fraud
- Worked at bar
- Studied Law and Film, but bluffed my way out of it
- Accepted every job as freelancer
- Cult Dealer Enzo incrowd / Cultfest no visitors
- Handyman at Dance Academy
- Entrepreneur with no direction

STORY NR. 3 ME, IN THE MIDDLE

Curious at school,
hated going to
school

Learn by doing

Failing a lot

Lacking content or
preparation

Really good at
storytelling, networking,
public speaking and
partying.

Lazy, but ambitious!

All-round in projects

Inspiring concepts,
mediocre productions.

Created alterego
Caterina von Cult

Bad with rules

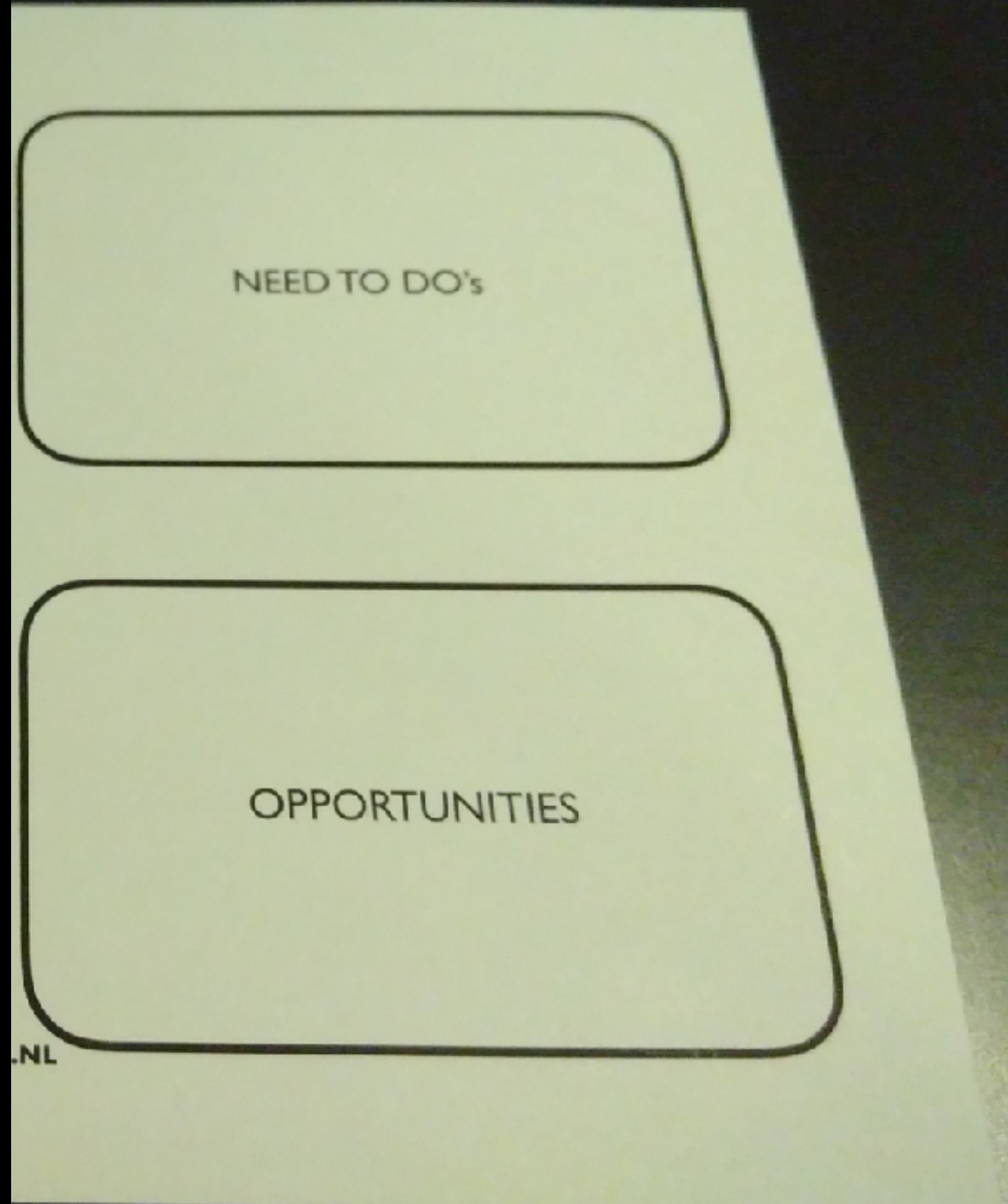
Easily enthusiastic,
easily bored!

Great solo,
not always good in teams



REMINDERS

- NEED TO KNOW
 - Lessons you learned
 - Things you need to look up, find out or research
- OPPORTUNITIES
 - Business opportunities that popped up
- Collect both on Cheat Sheet



Complete your **ME** sheet

Except 5 skills, according to team

When done: ask for feedback & update (also online)

When really done: expose it!

NAME

PARTNERS

PROJECTS & PRODUCTS

CUSTOMERS

SUPERPOWERS

5 entrepreneurial skills, according to team

5 entrepreneurial skills, according to you

ASSETS

6 unique selling points

ONLINE POWERS

WWW.

WWW.

WWW.

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BREAK ...

... ALTHOUGH



- Eat, move & pee
- Team-up with Supers
 - $3 > \text{thumbs up} < 4$
 - Discuss and complete sheets!
 - Prepare presentation: group & members
- Don't forget your lens when talking to others:
 - Who
 - Mood, experience **or** first impression

PITCH SUPERS

**Group presentation:
what makes your collective
special?**

1 - 3 minutes

**Presentation of ever Super
(presented by other Super)**

30 seconds



OPPORTUNITIES

PLEASE,
EMBRACE MY HONESTY:
I MEAN WELL!

GET YOUR STORY STRAIGHT

- What do you want people to know about you?
- Which qualities should be visible straight away?
- How do you want to inform/inspire people?
- What should their action be?

BIOGRAPHY

As a dancer, Heidi has worked with some of the most prominent companies and choreographers throughout the US, including The Forsythe Company, The Tanz Kompanie, Ballet Frankfurt, Ballet Dortmund, Nurnberg, Ballet Chicago and Pacific NW Ballet.

She teaches and creates works for companies and universities world wide.

These include, Cullberg Ballet, Gothenburg Dance, Carte Blanche, Skanes Danstheater, Compania Danza, Scapino Ballet Rotterdam, Nordans. Ballet Dance, Het National Ballet, Random Dance Company, Festival Seoul, Soloist Festival Seoul, Kjong Hae Seoul, Royal Swedish Ballet School, Codarts University of the Arts, Palucca School Dresden, DOCH University of Stockholm, Dansalliancen Sweden, Henny Jurriens Dance Company, Dansgroep Amsterdam, Emilio Greco International Bank Sanat Istanbul, Seattle Dance Project, and

CLAIM THAT SPOT

Exploit the Attention.

Ongeveer 339.000 resultaten (0,58 seconden)

Tip: Alleen in het Nederlands zoeken. U kunt uw zoektaal instellen in de Voorkeuren

Elita Cannata - Countertechnique

www.countertechnique.com/teachers/?teacher=elita-cannata ▼ Vertaal deze pagina

Elita Cannata. Florence, Italy. "Counter technique is a precious tool that helps me to look for solutions rather than to be focused on problems, and it also reminds me that I am never alone while moving, allowing me to be alert and free." Elita Cannata. Florence, Italy. Born in Italy, Elita Cannata is currently based in Florence.

Ongeveer 118.000 resultaten (0,46 seconden)

Dunja Jodic - Korzo Theater

www.korzo.nl/en/production-house/choreographers/dunja-jodic ▼

Dunja Jodic (Belgrade, 1978) began at a young age with rhythmic gymnastics, and was the youngest participant in the 1992 World Cup in Brussels. She made part of the Olympic Team until 1996. She had to stop competing due to the closing of borders following political tensions in former Yugoslavia. However, she found a ...

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Dunja Jodic / Korzo producties Terra Incognita & Bird - Theater Kikker

<https://www.theaterkikker.nl/agenda/terra-incognita-bird-dunja-jodic/> ▼

Dunja Jodic verrast als choreografe met eigenzinnige dansprojecten en films. Terra Incognita is een fysiek en interdisciplinair duet gebaseerd op het gelijknamige korte verhaal van Vladimir Nabokov, aangevuld met Jodic's korte film Bird.

Afbeeldingen van dunja jodic



→ Meer afbeeldingen voor dunja jodic

Afbeeldingen melden

a



ta

Afbeeldingen melden

1985) is an Italian dancer, currently ...

[-profile&id=332](#) ▼ Vertaal deze pagina

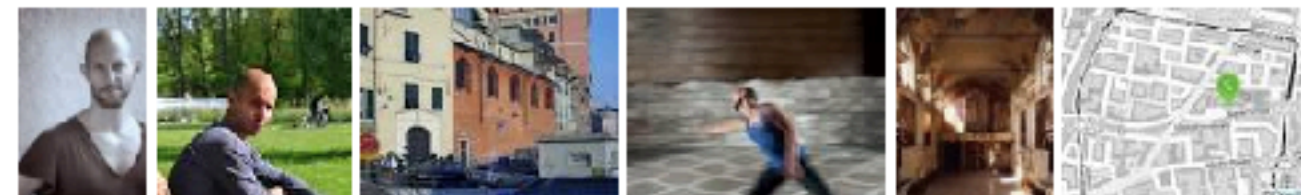
... currently based in Amsterdam. She graduated from the Netherlands with a BA in dance in 2007. During her (London)

NFLR

[/29/giacomo-della-marina/">/29/giacomo-della-marina/](#) ▼ Vertaal deze pagina

Giacomo Della Marina. Born in 1980 in Italy, he started studying dance in 1996, he was invited to join the Rotterdam Dance Academy in 2000. After that he worked for two years for De Stijl

Giacomo della marina



→ Meer afbeeldingen voor giacomo della marina

Afbeeldingen melden

Oratory of San Giacomo della Marina - Wikipedia

https://en.wikipedia.org/wiki/Oratory_of_San_Giacomo_della_Marina ▼ Vertaal deze pagina

The Oratorio di San Giacomo della Marina is a small chapel or prayer-house at the dockside in Genoa, northern Italy. Erected in 1453, the oratory was rebuilt and decorated in the 17th century. Twelve large

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Ongeveer 1.940 resultaten (0,31 seconden)

Moving Forward Traject naar Sigrid Stigsdatter

<https://www.theaterkrant.nl/nieuws/moving-forward-award/>
12 nov. 2017 - Het Moving Forward Traject ging dit jaar naar de Stigsdatter Mathiassen.

Alles over Sigrid Stigsdatter Mathiassen – Theaterkrant

<https://www.theaterkrant.nl/tag/sigrid-stigsdatter-mathiassen/>
Lees hier alle berichten over Sigrid Stigsdatter Mathiassen op Theaterkrant.nl

Sigrid Stigsdatter Mathiassen wint Moving Forward

<https://dansmagazine.nl/.../sigrid-stigsdatter-mathiassen-wint-moving-forward/>
Met Moving Forward - Young Dance Makers Award 2017 presenteerde zaterdag 11 november drie opvallende en veelbelovende choreografen: Andrea Zavala Folache en Sigrid Stigsdatter Mathiassen. Na afstudeervoorstellingen aan jury en ...

SNDO graduate Sigrid Stigsdatter Mathiassen to take part in Moving ...

<https://www.ahk.nl/.../moving-forward-traject-naar-sndo-alumna-sigrid-stigsdatter-mathiassen/> ▼ Vertaal deze pagina
14 nov. 2017 - The Danish Sigrid Stigsdatter Mathiassen who graduated in 2017 from the SNDO - School for New Dance Development has been selected to take part in the Moving Forward...

Afbeeldingen van sigrid stigsdatter mathiassen



BE FINDABLE

- All social platforms that count to you ánd others
 - Website
 - Youtube
 - Instagram
 - Facebook
 - LinkedIn

corneliu ganea

Alle

Afbeeldingen

Maps

Video's

Nieuws

Meer

Instellingen

Tools

Ongeveer 167.000 resultaten (0,40 seconden)

Tip: Alleen in het Nederlands zoeken. U kunt uw zoektaal instellen in de Voorkeuren

Corneliu Ganea

<https://www.corneliuganea.com/> ▼ Vertaal deze pagina

Corneliu is a Romanian contemporary dance choreographer and film maker based in Amsterdam. He is teaching contemporary dance and classical ballet as well as creating dance works at different dance companies, dance centres and dance schools around The Netherlands and Europe.

About — Corneliu Ganea

<https://www.corneliuganea.com/>


Corneliu Ganea is an independent choreographer. His first creation of his first duet in 1998.

People — Corneliu Ganea

<https://www.corneliuganea.com/>

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Afbeeldingen van corneliu ganea



[→ Meer afbeeldingen voor corneliu ganea](#)

nina boas

Alle

Afbeeldingen

Video's

Nieuws

Shopping

Meer

Instellingen

Tools

Ongeveer 520.000 resultaten (0,49 seconden)

nina boas performance art drawings performanceart

www.ninaboas.com/ ▼ Vertaal deze pagina


News · Projects · Playground · Biografie · CV · Contact · Links · BART Store · PAE · TRICKSTERS.

Biografie - nina boas

ninaboas.com/biografie.html ▼ Vertaal deze pagina

News · Projects · Playground · Biografie · CV · Contact · Links · BART Store · PAE · TRICKSTERS.

Afbeeldingen van nina boas



[→ Meer afbeeldingen voor nina boas](#) Afbeeldingen melden

Contact - nina boas


www.ninaboas.com/contact.html ▼ Vertaal deze pagina

News · Projects · Playground · Biografie · CV · Contact · Links · BART Store · PAE · TRICKSTERS · email.

Nina Boas - Art Partner


www.art-partner.nl/index.php/nina-boas/ ▼

Nina Boas woont en werkt in Nederland, maar komt oorspronkelijk uit Frankrijk. Ze studeerde in 2003 af aan de AKI, ArtEZ Academie of Fine Arts in Enschede. Ze is meerdere jaren actief geweest als



Dominic Rahantoknam • 3rd
 ent aan de/het Hogeschool van Amsterdam
 Hogeschool van Amsterdam
 Oud-West, North Holland Province, Netherlands • 10


Connect



Javier Murugarren • 2nd
 --
 Netherlands • 190


Connect Send InMail More...

Experience



performing art/ choreography
Freelance
 Mar 2002 – Present • 15 yrs 11 mos


Media (1)



JHYUN
YOUN--CV(eng).pdf


SHOW, DON'T TELL

Experience



Ondernemer
OnPoint Dance Lab
 Feb 2012 – Present • 6 yrs
 Amsterdam


Directeur van OnPoint Dance-Lab | OnPoint



Danser/Choreograaf
 Jan 2009 – Present • 9 yrs 1 mo

Als freelance danser heb ik gedanst voor verschillende Nederlandse artiesten zoals Sharyn Nivillac (bekend van the voice of holland) Sharon Kips (winnaar van X Factor). Ik heb in verschillende theaters opgetreden zoals Koninklijk theater Carre en de Meervaart in Amsterdam.....


Experience




Self Employed
Tsubo (Shiatsu, Body Work, Movement)
 Jan 2013 – Present • 5 yrs 1 mo
 Amsterdam Area, Netherlands

Tsubo (Shiatsu, Body Work and Movement) is a space for regenerating the body-mind connection through massage, body work and movement.


Website is currently under construction



Professional Dancer
NB Projects
 2014 – 2016 • 2 yrs
 Amsterdam, The Netherlands



Professional Dancer
Emio Greco|PC (ICK Amsterdam)
 2008 – 2016 • 8 yrs
 Amsterdam, The Netherlands



freelance contemporary dancer
Danshuis Station Zuid

GENERAL

- Only several websites, wordpresses or blogs
- Few images and video's
- Unfinished LinkedIn pages
- Hardly any youtube channels
- Incomplete information or no contact info at all

NEED TO KNOW'S

Do It Yourself

- Collect your questions
- Look at entrepreneurial skills of other groups
- Speed date or make appointment

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What's the first step
that you could take today
towards a more profitable
business tomorrow?



CHECK-OUT

All feedback is
welcome!

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www.**m**ariangela.nl
@morm**a**riangela