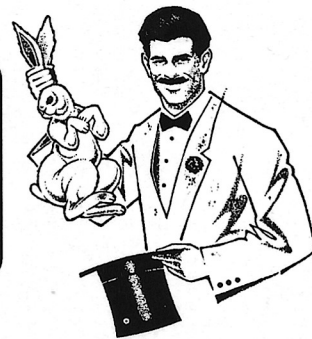


**I.B.M.**  
RING #29

February 1999

# MAGIC MUSINGS

International Brotherhood of Magicians, Ring #29  
8912 Stagecoach Road, #7, Little Rock, Arkansas 72209 • (501) 455-6242  
Meeting 1st Thursday of every month, Baptist Medical Center



## Annual Auction to be next Thursday, February 4th

### NEXT MEETING:

• **Thursday, February 4**  
**Annual Ring Magic Auction**  
7 pm Baptist Medical Center  
Room 10, behind cafeteria

## Bits & Pieces

✓ **LAST MONTH:** The Ring Christmas Party had 33 members and their families, for a total of 113 people in attendance. It was a good turnout and everyone had lots of fun, good food and great magic

✓ **WANNA BUY AN AD?:** Anyone who would like to (or would be willing to) purchase an ad in the program of the IBM Convention in Little Rock in July needs to contact Dan Hecke at 455-2777 ASAP.

✓ **WHO CAN HELP SELL ADS?** Also we need volunteers to make several calls to prospective advertisers. The Ring will benefit from the ad sales, so we need to sell as many as possible. Won't you help?

✓ **BIO OF THE MONTH:** Enclosed is the Ring bio of the month, of club member Bill Fulton. Bill has been an important member of our Ring in recent years, and has brought lots of new ideas and energy to the club. Get to know Bill a little better by reading selections from his web page.

✓ **DO YOU HAVE A WEB PAGE?** Speaking of web pages, we would like to compile a complete list of web pages of club members. If you have one, please send it to Jim at Mr. Magic, or fax it to Dennis at (501) 374-7509.

✓ **Dr. Johnson** -- a Ring Life Member -- went to see Brett Daniels' show recently, and Brett told him that he will have a brand new show starting the second week in February. How about if the Ring gets up another car caravan to go see it this Spring?

✓ **OUR SYMPATHIES** to Janie Owens, whose mother passed away January 22nd. Our thoughts and prayers are with Bob, Janie and their families.

**GOT MAGIC NEWS? CALL JIM HENSON  
OR DENNIS SCHICK (374-1500).**

The annual Ring 29 **Auction of Magic** will be **Thursday, February 4 -- next week!**

It will be at the regular meeting place, the basement of the **Baptist Medical Center**. It all begins at **7 pm**.

This is a great chance to get rid of all that magic you never use, and make some money (to buy even more magic tricks which you won't use either, and will turn around and sell at some future auction. But we all want to buy nearly every trick we see, don't we?)

Anyway, try to get there a little early to fill out an item data sheet. We need one filled out for every item to be auctioned off, including any minimum bid amount, if any.

Start right now digging through your closets and trunks. The basic commission is 10%

✓ **A FACT SHEET** about the 1999 IBM Convention in Little Rock is enclosed this month, as part of the newsletter. Be sure to read it completely, and post it somewhere at home so you can refer to it.

✓ **MEMBERSHIP LISTS**, which have been completely updated, are available now. See Jim Henson for a copy.

✓ **CLUB PICTURE**. Yes, we want to brag on our club members. So we'll take a club picture for the convention program.

Getting everyone together won't be easy. We just have to set a date and stay with it. If you can't be there, you can't be there. Right now, it is tentatively set for Sunday afternoon, February 7, at 2 pm, at the State Capitol. Jim will have this confirmed by next week's meeting.

**James Kinsey** has to work this into his schedule. The Secretary of State has to give approval, we understand.

### **How about a Magicians' Directory on a web site, and some IBM member promotions?**

**by Dennis Schick, club newsletter editor**

Since I am in the newspaper business, I see lots of newspaper articles from around the state. Also, I receive articles which mention magic from a newspaper clipping service. So I get to see who is performing where in the state, at least if they are covered in the newspaper.

One thing that bothers me about many of these articles is that so many magicians that are being hired to perform in the state are from out

to the club on all sales.

If you would be willing to donate the entire proceeds from one or two tricks to the club, mark that on the data sheet for that particular trick. Remember, this is the year the national convention comes to Little Rock. We need all the revenue we can get to help with all our expenses, from hosting a hospitality room to expenses of performing our own ring stage show.

Dandy Don Baer will again be our auctioneer. Plan on demonstrating each item, Don. See you next Thursday.

## Magic on television

Magic continues to be available on television, almost weekly. When you receive your television guide each week, read through the entire week, paying special attention to the 7 pm hour. Read through all the channels since magic shows have appeared recently on Fox (boo!), The Learning Channel and The Family Channel, among others. Here is one we know about:

• The new **Lance Burton: Top Secrets** show is set to air **Feb. 17 on NBC**. That's a Wednesday night (bummer if you have church or choir practice).

According to *Magic* magazine, his opening will be a mega-trick, in which Lance gains access to the highly restricted Edwards Air Force Base, and makes a stealth bomber disappear.

The show concludes with Lance chained to the tracks of the world's highest steel roller coaster. He has to make a death-defying escape as the high-speed coaster plunges down a 225-foot drop.

We have lots of good magicians in the state, and it an insult to them when outside magicians are imported and paid. Further, it is our own fault that we do not promote ourselves more and better.

Mr. President: How about appointing an ad hoc committee on how to tell of the availability of members and how to market ourselves better. A little brainstorming could come up with lots of good methods for our club.

# Performing illusions still does the trick

## Jack Heins Bentonville

**The name of your business:** Actually, I go by several names — Jack the Magician, Jack Heins the Magician (in a tuxedo), Popcorn the Magic Clown, Cowboy Jack and even Santa.

## Sean Campbell Professional Profiles

**What you do:** I do close-up, small stage and party magic. I'm listed in the Yellow Pages under "magicians"; I entertain children at parties and elementary schools, and I perform magic table to table at Ryan's Family Steak House in Rogers (which I've been doing for nearly three years, now). I also do shows for adults, with themes from

family to risqué depending on the audience. And I do house calls! I've also put together a stage show for company or organization Christmas parties.

**Q: How long have you been performing magic?**

A: I have been performing for about 38 years now. I started by doing children's parties in Los Angeles.

**Q: How did you get interested in magic? What was your background prior to doing this?**

A: I was working for the city of Los Angeles as a groundskeeper for the parks department. During that time, I met another city employee named Dick Denham. He was doing magic tricks one time, and he had been a magician but had given it up. He did a trick for me, and I fell head over heels in love with what I saw.

Before that, I had thought a magician was somebody who lived up in the hills in a big house and drove around town in a limousine. I was kind of naive at first; I thought it was kind of like Santa Claus! Anyway, Dick got me interested in it, and I just kept progressing on my own. For about the first 10 to 15 years, I was doing it part time seven days a week; I was still working five days a week as a city employee. Saturdays and Sundays, and after work, I would perform.

I performed at first in clown makeup. This got me into clowning, and I'm now the vice president of the Show Me Mo clown group in Joplin, Mo. But I hid behind the mask of the clown because I was extremely shy at first. I invented the persona of Jack the Straw Man to perform because there were so many clowns around doing magic. I started that character as Jack the Scarecrow, but kids thought that meant I was going to scare them!

I always dreamed about being a suave stage magician performing in a tuxedo, but the persona that's closest to me is Jack the Magician. That's what I perform at Ryan's. I started by doing that every Wednesday night at Ryan's in Rogers, then the district manager of Ryan's in this area asked me to perform every other week in Fayetteville and every other week in

Rogers. That way we could have the best of both worlds, and more people would know about me. I currently trade out with a clown named Tangles. She also works out of Neosho, Mo.

**Q: Does being a magician require any special training or education?**

A: There are about three or four ways you can get involved in magic. One is being self-taught, which is what I did for most of it, through the school of hard knocks over the years. I sometimes would spend a lot of money on a trick and it just wouldn't work for me. And you don't have a book or someone telling you what went wrong; you have to work it out for yourself.

Another way to get into it is if you are born into it, into a great family like Blackstone the Magician or Houdini, where you've been around it all of your life. Or if you have the good fortune to have a lot of money, you can buy your way into it; you can hire a private tutor to guide you through it and explain it to you.

But the main thing is that you never, never learn all of the answers. It's like a doctor or lawyer in that you have to keep learning something new every year. I'm still learning, still going to classes, and I've gotten more educated in the past three years because I belong to a ring of magicians up in Springfield, Mo. It's the International Brotherhood of Magicians (IBM) of the U.S., and I belong to Ring No. 132, which is in Springfield. Springfield has about 18 members in the ring, but I'm the only one in this area of Northwest Arkansas.

**Q: Was this a career change for you? If yes, what prompted you to make the change?**

A: Yes, it definitely was. And I made the change because, like I said, I fell in love with it.

**Q: Do you plan to keep performing?**

A: I'm 69 years old, and my wife says "Jack, when are you going to retire?" I told her "Hey, I'm on a roll! Why stop now?" I'm enjoying life. It's time to do what I enjoy. I'm having too much fun. I've got the rest of my life to retire. Look at Bob Hope or George Burns. They performed into their 80s. I'm just getting started!

**Q: Any advice to job-seekers looking for similar employment? Was there anything in particular that helped you?**

A: The No. 1 thing is being able to keep your mouth shut and not go around exposing your secrets.

You need to get some public speaking. That gets you before the public and helps you overcome your fear and being self-conscious. The other thing is to get into acting. It can be in a local play, in school or just play-acting. Magicians have to be good actors to have the gestures, the voice and stage presence. There are other people helping make the trick work; the magician has to tell the story and make it look good and provide the patter. And you have to keep learning.

You have to realize there are different types of magicians. I've invented a wheel that includes illusionists, escape artists, novelty acts, party magicians, close-up magicians, nightclub acts (they're not as common around here), hypnotists and even pickpockets! You have to know what kind of an audience you're dealing with, like in doing close-up magic from table to table at Ryan's, and most people want to master just one form of magic. I've mastered three of the spokes on my wheel: close-up, birthday parties and small stage.

And you have to be willing to vary your act; you can't do the same thing if you're asked to come back to perform for the same group of people. You have to get new tricks, but these tricks cost money. And you have to have transportation, a large storage area and assistants if you're working on a stage act. You will invest a lot.

**Q: What do you enjoy generally or specifically about this line of work?**

A: I love working with the people. I've worked with kids when their teachers didn't think I could hold their attention for 15 minutes and I've entertained them for 45 minutes — and they wanted more!

I'm enjoying myself for the first time in years. I'm doing what I want, where I want, when I want! When I was performing before, I was under pressure because I was supporting my family. Now, there's not that pressure because my kids are grown and have their own lives. I can do it and enjoy it without worrying how much I've made from the show.

EDITOR'S NOTE: Contact Heins at 271-0687.