

# 2011 LPM Symposium (Table of Contents)

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### Lesson 15 Assessments Training Julie Fischbeck & Sanya Fenn (p. 10 - 25)

Get the 'know how' to execute smooth assessment lessons with parents attending, including ideas on how to speed up the actual student assessment at the keyboard with teacher

### Teacher Standards Training Marci Flowers and Melissa Lunt (p. 26 - 27)

Updates and details on Certification, Measure Up, BOOST, and Policies and Procedures

### Connections (PPTC)Training Jenny Smith & Marianne Barrowes (p. 28 - 36)

Get More "Connected" with piano teachers in your area. Why doing a PPTC meeting helps in a major way with recruiting.

### Curriculum Additions Training Shelle Soelberg & Debbie Huish (p. 37 - 53)

Get more familiar with the recent changes in our lesson plans! New activities, new songs and new materials coming your way!!

## Workshops (p. 54 - 98)

### Workshop: Get More Control Natalie Pasqueralli (p. 54)

Learn how to become a "Behavior Detective" and lead your class in a FUN and positive manner!

### Workshop: Get More Students Jenni Coberly (p. 55 - 74)

Come discuss effective recruiting strategies that work, learn about all the amazing products that Corporate and others have provided, and most importantly; leave feeling confident with your recruiting power!!

### Workshop: Get More Informed David Fuller CPA (p. 75 - 78)

Come prepared to ask your tax/business questions from a CPA who understands Let's Play Music teachers.

### Workshop: Get More Retention Debbie Huish (p. 79 - 98)

Get more student retention by honing in on what matters

## Booth Presentations (p. 99 - 106 )

### Booth Presentation: Recitals Tina Gosney (p. 99)

Learn what is essential in creating and carrying out a successful recital, including a timeline to reduce last minute preparations and stress

### Booth Presentation: Organization Marnie Christensen (p. 100 - 102)

Confessions from the Queen of Chaos! Learn how to manage your materials. If someone this organizationally challenged can keep it all together, so can you! Find out how.

### Booth Presentation: Compostions Alyson Sawkiw (p. 103 - 106)

Cultivating creative compositions. Don't be scared—it's EASY!

### Booth Presentation: Semester Gifts Display Jodi Blackburn (p. 107 - 110)

### Booth Presentation: Bridging the Gap Jennifer Ellsworth (p. 111)

Be the first to check out the updated mini classes and also discover ways to keep current students engaged and practicing during the lazy summer months.

## Sponsor Information (p. 112 - 115)





To enrich lives, increase confidence, develop talent, enhance intelligence, and bond parent to child, by providing an outstanding music educational experience for children, using premium materials and lessons, taught by superbly trained teachers.

#### MAIN OFFICE:

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**Your Team Leader:**

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**Sanya Fenn:** [csfenn@msn.com](mailto:csfenn@msn.com)

#### IMPORTANT LINKS:

**Teacher's Forum:** <http://letsplaymusicsite.com/smf/index.php>  
**Webstore:** <https://playmusic.infusionsoft.com/cart/store.jsp>  
**Downlow:** <http://letsplaymusicsite.com/downloads>  
**LPM Etsy Store:** <http://www.etsy.com/shop/letsplaymusic>  
**Corporate Registration:** <http://letsplaymusicsite.com/registration>  
**Corporate Blog:** [http://makingmusicians.typepad.com/making\\_musicians/](http://makingmusicians.typepad.com/making_musicians/)  
**2011 Symposium Headshot Download:** <http://www.cheriemask.com/photocart>



## Introducing...



### A precursor to Let's Play Music, for ages 2-4!

Four non-sequential semesters prepare preschoolers for success in Let's Play Music and in Kindergarten!

Classes are 30 minutes long, once a week, and parents attend every week. Each semester has its own age-appropriate CD and student manual:

- White Horses**
- Silver Buttons**
- Black Spiders**
- Gold Stars**

The curriculum was created by Raya Leavitt and is currently being field-tested by Alissa Hartley and Debbie Huish.

Other LPM teachers will be able to train and certify for the first two semesters, at the 2012 Symposium!

With Let's Get Ready, you can:

- Capture a younger market not currently being tapped
- Teach during school hours
- Determine commitment of parent before enrolling in LPM

## Details

Each semester is four months long. Commitment is only required per semester, making Let's Get Ready the perfect place to start. Students may attend any number of semesters in any order as they are non-sequential.

A younger sibling may attend for an additional fee.

Let's Get Ready gives the child the advantage of learning earlier in the music window and is a wonderful help to both parent and child in developing in-tune singing skills and general musicality. It also creates a beautiful parent-child bonding experience.



## Concepts and Skills Taught

Let's Get Ready explores all the elements of music: rhythm, pitch, harmony, form, dynamics and tone color. Students are encouraged to sing, play simple percussion instruments, listen, and move to music. Children are exposed to music vocabulary and music notation. Specific concepts and skills taught include in-tune singing, using the head register, high/low, up/down, timbre, beat, rhythm, tempo, relative pitch, solfeg, fast/slow, the alphabet, days of the week, recognizing theme and form of classical music through movement, counting, primary colors, name-recognition, telling time, parent-child bonding, group interaction, and much more!

## Introducing.....

- 4 non-sequential semesters
  - 30 minute weekly classes
  - 15 lessons per semester
  - Parents attend every week
  - Younger siblings are allowed

Training available to Let's Play Music teachers at the 2012 Symposium  
Let's Get Ready training is optional.  
Registration fees and royalty fees will be paid similar to fees in LPM. (exact  
amount to be determined)

# Let's Get Ready

Four non-sequential semesters prepare preschoolers for success in Let's Play Music and Kindergarten!

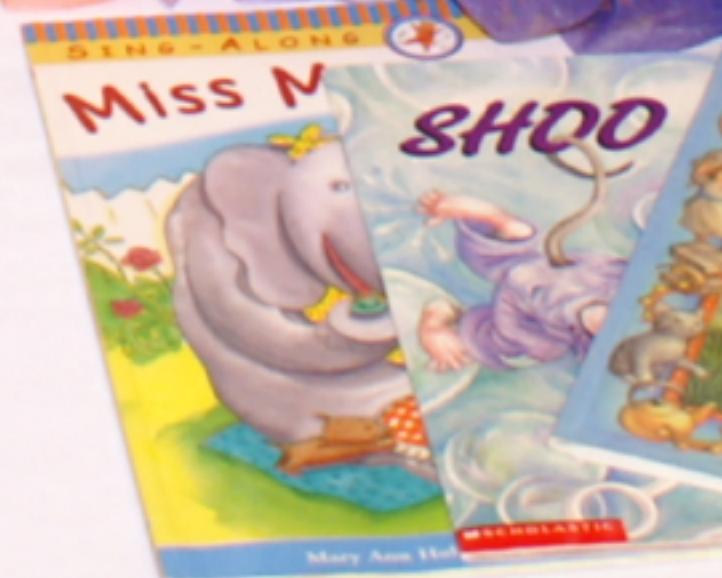


With Let's Get Ready, you can:

- Capture a younger market not currently being tapped
  - Teach during school hours
  - Determine commitment of parent before enrolling in LPM!



Tell your friends and neighbors NOW!





## Mini Classes

### Brand New Names!

\***Red Melody** replaces the former "Mini Red Balloons"

\***Blue Rhythm** replaces the former "Mini Blue Bugs"

### Class Descriptions:



An exciting two week course emphasizing melody and staff reading. In ten 60-minute, interactive, playful lessons, we study and practice the major scale, Solfeggio syllables (DO, RE, MI) and hand signs, pitch matching, lines and spaces on the staff, playing patterns from the staff on melody tone bells, and more. Tuition: \$50 for ten 1-hr classes, Materials: \$20 (Red Balloons CD & puppet Show).



An exciting one week course emphasizing rhythm. 60 minute interactive, playful lessons, we study and practice keeping a steady beat, subdividing the beat, rhythmic notation, reading and performing rhythms and more. Tuition: \$25 for five 1-hour classes Materials: \$22 (Blue Bugs CD, puppet show and optional Rhythm Sticks (\$19 w/o sticks)).

### Can I use the Mini Classes as an accelerated course?

**MINI CLASSES ARE NOT A REPLACEMENT  
FOR REGULAR 1ST YEAR CURRICULUM**

You can NOT teach a child only the mini classes and then progress him into 2nd year since many of the critical concepts are just not covered in the mini classes. Used with a wider age range and larger class size, these mini classes are more activity-oriented and use much less of our regular conceptualized lessons. Mini classes can be personalized for the setting it will be used in, and times/activities from the lessons can be altered (ex: for a shorter, library-type setting, you can pick fewer activities and teach a 30 minute class instead of a 60 minute class).



## Mini Classes



### Who is the ideal student for these mini classes?

Any new or prospective student, ages 3+ would benefit from these classes as well as any current students who have already taken the 1st year, who are looking for a fun review for the summer before moving on to 2nd year.

### Do the students have to take the Red Melody class before they can take the Blue Rhythm class?

No. These courses are non-sequential – they can be taken before, after, or concurrently with either mini course.

### When/where do we use the Mini Classes?

\*Preschools (a month-long "Music Madness" class, etc)

\*Library Music Time

\*Recreation/Community Center class

\*Community Events

\*Summer Arts camps

### What materials are required?

Children only need a CD and optional blue rhythm sticks to join the classes, making it very cost-effective to teach in a large group setting. Class will use teacher's set of bells.

### How much are royalty fees for these mini classes?

For Red Melody, fees are \$5 per student (one payment for the entire course) and Blue Rhythm is \$2.50 per student.

## Mini-Class Fliers – available on the Downlow



a mini **let's play music** course that emphasizes melody and staff reading



- ten 60-minute lessons
- two week course
- materials: Red Balloons CD & puppet show (\$20 fee)
- tuition: variable, contact teacher

[www.letsplaymusicsite.com](http://www.letsplaymusicsite.com)



a mini **let's play music** course that emphasizes rhythm



- five 60-minute lessons
- one week course
- materials: Blue Bugs CD, puppet show and optional rhythm sticks\* (\$22 fee) \*(\$19 without rhythm sticks)
- tuition: variable, contact teacher

[www.letsplaymusicsite.com](http://www.letsplaymusicsite.com)



Get More  
2011

## New Products 2011

### Editable Recital Certificates

Available for FREE on the DownLow  
Updated 1<sup>st</sup> year and NOW 2<sup>nd</sup> and 3<sup>rd</sup> year  
certificates available as well for the graduating  
LPM student at any level.



### 2<sup>nd</sup> Year Activity DVD: \$24.99

2<sup>nd</sup> year activities, compiled on an easy to reference DVD menu. Cites lesson and activity that is being demonstrated.



### 3<sup>rd</sup> Year Activity DVD: \$24.99

3<sup>rd</sup> year activities, compiled on an easy to reference DVD menu. Cites lesson and activity that is being demonstrated.



### One Minute Timers: \$3.99

Your 3<sup>rd</sup> year students can literally race the clock into the one minute club, as as they practice their note naming flashcards!

### Parent Orientation Packets

Available for FREE on the DownLow

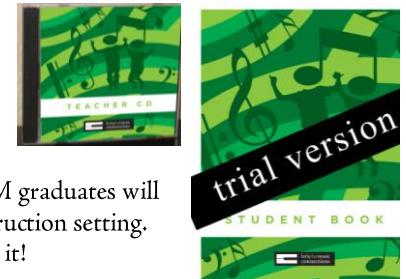
These were added AFTER our 2010 Symposium.. Powerpoints, flipcharts, even a script to help you execute the PERFECT parent orientation!



### Connections Products

Trial Version Songbook: \$7.50  
Connections CD: \$16.99

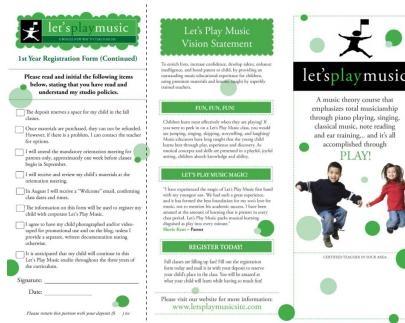
Available through the webstore. Your LPM graduates will transition seamlessly into their private instruction setting. And their new teachers will LOVE you for it!



### Editable Recruiting Trifold

Available for FREE on the DownLow.

That's right!!! The Trifold Brochure, the 'What Does it Teach Flyer', and the 1<sup>st</sup> Year Registration Form all combined into one!!! Keep 'em in your purse for a quick handout—you never KNOW who you will run into!



### Lesson Cue Cards:

Available at webstore \$7.50 per semester

Want to enhance the quality of your lessons? Using the *Cue Cards* is a great way to do it!

With the Cue Cards we've taken the bulk of the lesson descriptions and instructions and just left the lesson steps. This leaves you with less to carry around during class, keeps your eyes easily focused on the next course of action and helps assure that you complete all of the steps in each activity. These cards will help maximize your teaching methods and ultimately enhance your students' music experience.

### Lesson 5

#### Let's Play Music- Key of F:F

1. Sing 3 times (MRD ending)

3 min.

#### Do is Home- Key of C:C

1. Play middle C hum softly – kids match
2. Sing "do is home" with hand signs

½ min.

#### Primary Chords Song- Key of C:C

1. Sing both verses – on piano
2. Discuss function of each chord.
3. Blue is static / Yellow drives to Red

2 min.

#### Chords in Pieces- Key of C:C

1. Explain: Triangles have 3 points. Chords have 3 pieces, so we use triangles to represent chords!
2. Show "Chords in Pieces" map (pg. 57)
3. Talk to parents about map
4. Lead in singing and they point to map

4 min.



<div style="background-color: #e0f2e0; padding: 10px;"> <p><b>let's play music</b> A WHOLE NEW WAY TO TEACH MUSIC</p> <p><b>1st Year Registration Form (Continued)</b></p> <p>Please read and initial the following items below, stating that you have read and understand my studio policies.</p> <p><input type="checkbox"/> The deposit reserves a space for my child in the fall classes.</p> <p><input type="checkbox"/> Once materials are purchased, they can not be refunded. However, if there is a problem, I can contact the teacher for options.</p> <p><input type="checkbox"/> I will attend the mandatory orientation meeting for parents only, approximately one week before classes begin in September.</p> <p><input type="checkbox"/> I will receive and review my child's materials at the orientation meeting.</p> <p><input type="checkbox"/> In August I will receive a "Welcome" email, confirming class dates and times.</p> <p><input type="checkbox"/> The information on this form will be used to register my child with corporate Let's Play Music.</p> <p><input type="checkbox"/> I agree to have my child photographed and/or videotaped for promotional use and on the blog, unless I provide a separate, written documentation stating otherwise.</p> <p><input type="checkbox"/> It is anticipated that my child will continue in this Let's Play Music studio throughout the three years of the curriculum.</p> <p>Signature: _____ Date: _____</p> <p>Please return this portion with your deposit (\$ ) to:</p> </div>	<div style="background-color: #e0f2e0; padding: 10px;"> <p><b>Let's Play Music Vision Statement</b></p> <p>To enrich lives, increase confidence, develop talent, enhance intelligence, and bond parent to child, by providing an outstanding music educational experience for children, using premium materials and lessons taught by superbly trained teachers.</p> <p><b>FUN, FUN, FUN!</b></p> <p>Children learn most effectively when they are playing! If you were to peek in on a Let's Play Music class, you would see jumping, singing, skipping, storytelling, and laughing! Music educators have long taught that the young child learns best through play, experience and discovery. As musical concepts and skills are presented in a playful, joyful setting, children absorb knowledge and ability.</p> <p><b>LET'S PLAY MUSIC MAGIC!</b></p> <p>"I have experienced the magic of Let's Play Music first hand with my youngest son. We had such a great experience, and it has formed the basis for my son's love for music, leading to his artistic success. I have been amazed at the amount of learning that is present in every class period. Let's Play Music packs musical learning disguised as play into every minute." - Sherie Kent - Parent</p> <p><b>REGISTER TODAY!</b></p> <p>Fall classes are filling up fast! Fill out the registration form today and mail it in with your deposit to reserve your child's place in the class. You will be amazed at what your child will learn while having so much fun!</p> <p>Please visit our website for more information: <a href="http://www.letsplaymusicsite.com">www.letsplaymusicsite.com</a></p> </div>	<div style="background-color: #e0f2e0; padding: 10px;"> <p><b>let's play music</b> A WHOLE NEW WAY TO TEACH MUSIC</p> <p><b>Three Year Overview:</b></p> <p><b>FIRST YEAR</b>  RED BALLOONS &amp; BLUE BUGS IDEAL AGE: 4-5</p> <p><b>What does it teach?</b></p> <ul style="list-style-type: none"> <li>• Emphasizes melodic, harmonic, and rhythmic ear training</li> <li>• Introduces spatial skills necessary for note and rhythm reading</li> <li>• Teaches note reading</li> <li>• Studies the music of the masters to understand classic form and instrumentation</li> <li>• Encourages freedom of expression and musical interpretation</li> <li>• Channels the young voice into beautiful singing by providing correct vocal models and frequent singing opportunities</li> <li>• Teaches fundamentals of harmony and chord progressions</li> <li>• Utilizes "full body involvement" for more effective assimilation of concepts and skills</li> <li>• Adapts skills to the piano</li> </ul> <p>CERTIFIED TEACHER IN YOUR AREA:</p> <p><b>SECOND YEAR</b>  GREEN TURTLE SHELLS &amp; YELLOW INDIANS IDEAL AGE: 5-6</p> <p>What does all of this mean? It develops musical aptitude. Your child will learn the things that cause us as adults to say that a person is musically talented. Can you teach talent? YOU BET!! Research has shown that musical aptitude (talent) is more acquired than it is hereditary. "Musically talented" people are so, not because of genetics, but because of exposure to a musical environment at a young age.</p> <p><b>THIRD YEAR</b>  PURPLE MAGIC &amp; ORANGE ROOTS IDEAL AGE: 6-7</p> <p>Playing cadences and scales on piano: • Self accompaniment, add correct chord to melody • Distinguish intervals and chords by ear • Reading intervals and chords on staff</p> <p>TUITION: \$ per semester (payment plans available).</p> <p><b>CLASSES HELD:</b> Once a week, parent attends twice a month, 15 lessons per semester, 45 minutes in length.</p> <p><b>SKILLS TAUGHT:</b></p> <ul style="list-style-type: none"> <li>• Solfege hand signs and singing patterns</li> <li>• Staff reading and playing on tone bells</li> <li>• Primary chord playing and recognition</li> <li>• Classical music recognition and training</li> </ul> <p><b>CLASSES HELD:</b> Once a week, parent attends once a month, 15 lessons per semester, 50 minutes in length.</p> <p><b>SKILLS TAUGHT:</b></p> <ul style="list-style-type: none"> <li>• Playing cadences and scales on piano</li> <li>• Self accompaniment, add correct chord to melody</li> <li>• Distinguish intervals and chords by ear</li> <li>• Reading intervals and chords on staff</li> </ul> <p><b>CLASSES HELD:</b> Once a week, parent attends once a month, 15 lessons per semester, 55 minutes in length.</p> <p><b>SKILLS TAUGHT:</b></p> <ul style="list-style-type: none"> <li>• Play cadences and scales in 5 different keys</li> <li>• 3/4 and 4/4 time signatures</li> <li>• Classical form, ABA, and theme/variations</li> <li>• Improvisation, transposition, composition</li> </ul> <p>TUITION: \$ per semester (payment plans available).</p> <p><b>Deposit:</b> \$ (Deposit covers the registration fee and materials for the 1st year [materials include a set of Tone Bells, two Home Study Notebooks, two Home Study CD's, Bug Rhythm Flashcards, four sets of Puppet Shows and a Logo Tote Bag].) *For additional siblings, deposit is \$ *</p> <p><b>Tuition:</b> \$ per semester (payment plans are available).</p> </div>
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Outside

Inside



Get More  
2011

## Lesson 15 Assessments

do you think Lesson 15 = pain in the assessment?

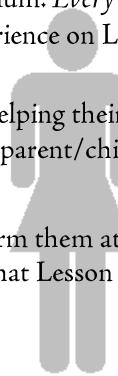
*get ready to change your tune...*

soon you'll think Lesson 15 = AWESOME Assessments!



Having Assessments on Lesson 15 *with parents* isn't merely a suggestion... it's LPM curriculum. Every LPM student should have a very similar experience on Lesson 15. And what's not to love?!

- easier for you with parents helping their children
  - yet another opportunity for parent/child bonding
  - it's super FUN!



For parent cooperation from Day 1, be sure to inform them at the Parent Orientation and in writing on your class calendar that Lesson 15 will always be a parent day and to plan on it!

## Assessment Day Set Up & Preparation

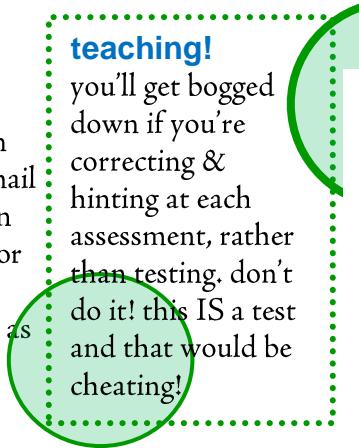
- Completely set up each station well before your students arrive; Spread the stations out so everyone has lots of room; hang the station posters where they can be easily seen; number the
  - Fill out Progress Reports as much as possible before A-Day (Jodi Blackburn's helpful progress report phrases from forum; see next pg)

**2<sup>nd</sup> Year Assessments – What's TAKING SO LONG?!**



# waiting!

prep the parents in your Lesson 14 email to be early; then on A-Day, you wait for NO ONE... start rolling at station 1 as soon as students walk in the door!



## teaching!

you'll get bogged down if you're correcting & hinting at each assessment, rather than testing. don't do it! this IS a test and that would be cheating!

**manipulatives!**

what's wrong?  
having a hard time juggling the magnet board, magnets, flashcards, songbook, progress report & pen, and teacher's checklist?!

good news...



## manipulatives!

what's wrong?  
having a hard time  
juggling the magnet  
board, magnets,  
flashcards,  
songbook, progress  
report & pen, and  
teacher's checklist?!  
good news...



Get More  
2011

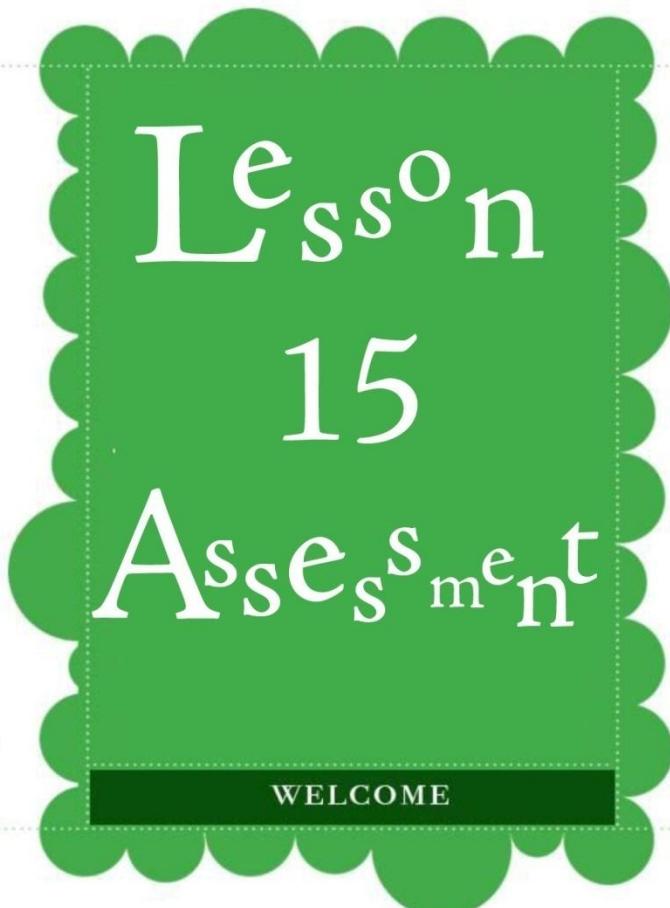
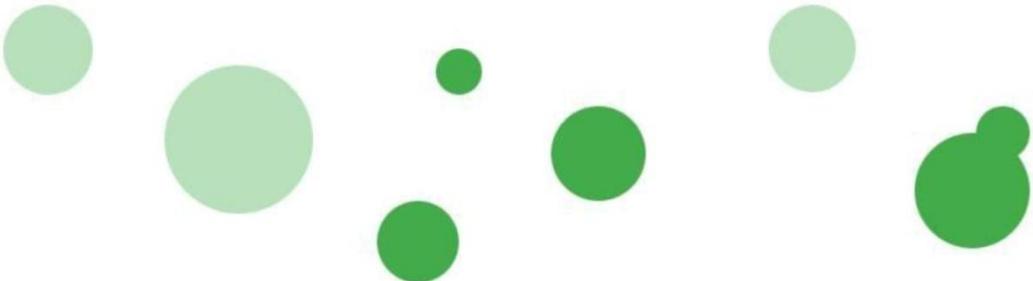
## Brilliant Assessment Day Ideas:

- 2<sup>nd</sup> Year Assessment Books!!! Available on the DownLow, or print via our new corporate Staples Advantage account!
  - Jodi Blackburn's incredibly helpful grading phrases from the forum... print 'em up and have them handy when you write up your Progress Reports!

<http://letsplaymusicsite.com/smf/index.php?topic=1247.0>



let's **play** music





# Why Assess with Parents?

- It's Let's Play Music curriculum & needs to be consistent company-wide
- Makes your job easier with parents helping!
- Great parent/child bonding opportunity
- It's SO FUN!!!



# A-Day Preparation

Fill out as MUCH of  
the progress reports  
as you can  
BEFORE you ever get  
to assessment day!

Repertoire (these pieces were passed off throughout the semester)			
A	Bounce and Roll	<input type="checkbox"/>	B Alouette
C	Halloween Night	<input type="checkbox"/>	D Song of Joy
E	Turkey in the Straw	<input type="checkbox"/>	F Twinkle, Twinkle
G	Away in a Manger	<input type="checkbox"/>	H Jingle Bells
Teacher's Comments:			
Behavior in Class		<input type="checkbox"/>	Home Practice /70 <input type="checkbox"/>
Turns in Theory Assignments /14		<input type="checkbox"/>	Attends Class Regularly <input type="checkbox"/>
Arrives to Class on Time		<input type="checkbox"/>	Name:
Concepts: see attached Theory Quiz			



## Children that are doing well:

Very diligent music student

Listens & follows directions well in class

Consistently knows the right answers in class

## Someone who is behind:

Needs a little extra support

Needs to pay attention more in class

Is sacrificing accuracy for unnecessary speed

## When making progress:

Has shown steady progress

Has shown noticeable improvement in...

Consistent practicing is really paying off

**Your Child is the  
Reason I Drink!**

**Helps for filling out the teachers comments....**

<http://letsplaymusicsite.com/smf/index.php?topic=1247.0>



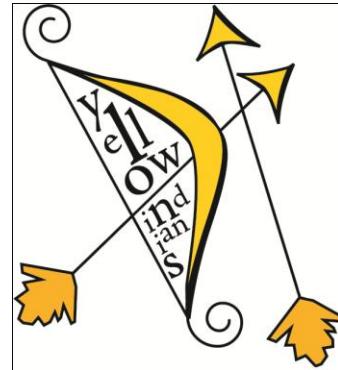
let's  
play  
music



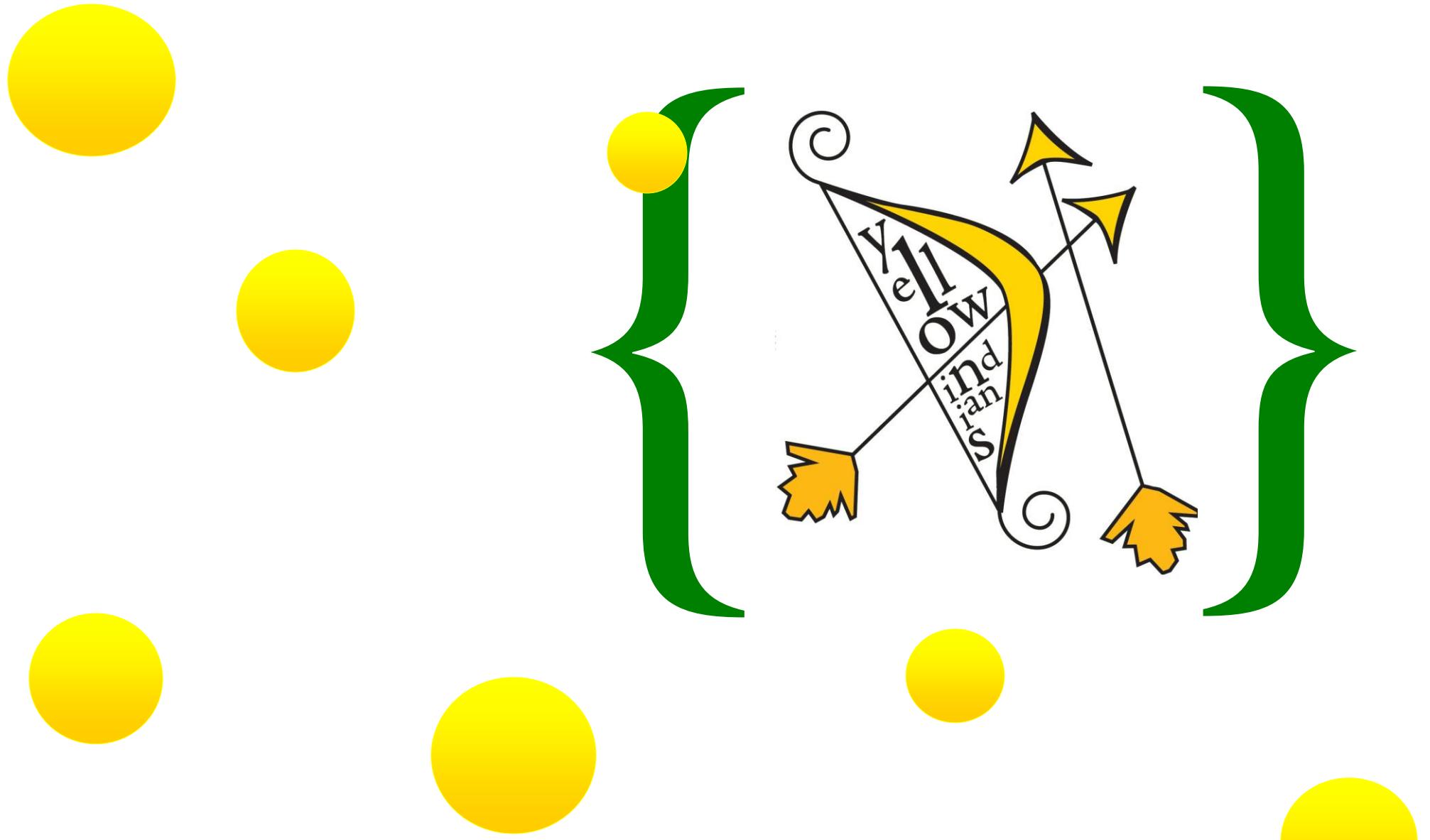
• Lesson 15  
Assessment

## 2<sup>nd</sup> Year Assessments: What's TAKING SO LONG?!!

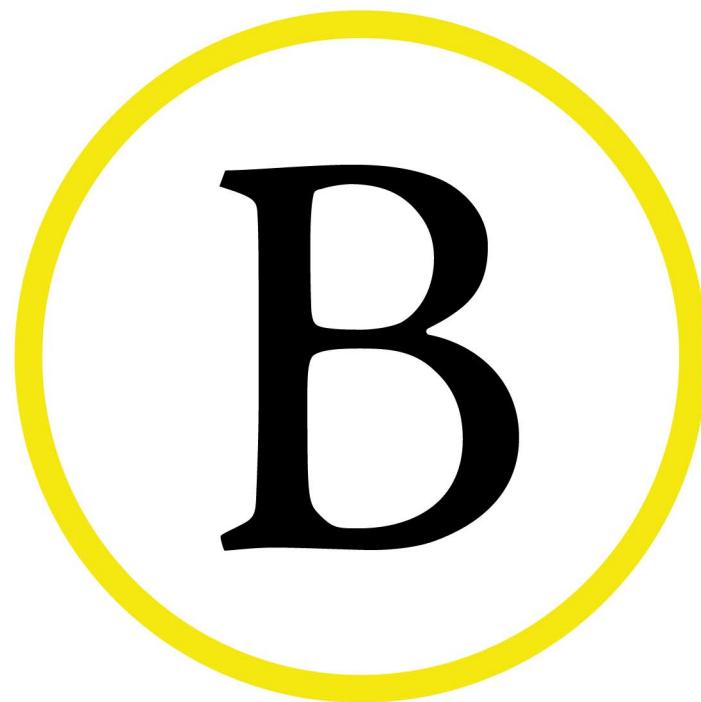
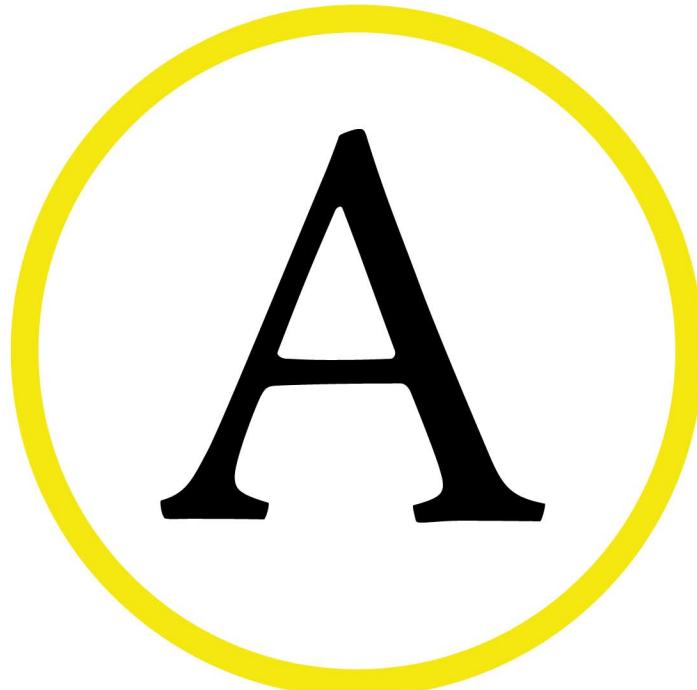
- Waiting
- Teaching
- Manipulating
  - ... err, manipulatives



# assessment book



# It's as Easy As



\*\*\*\*\*

# Bug Rhythms



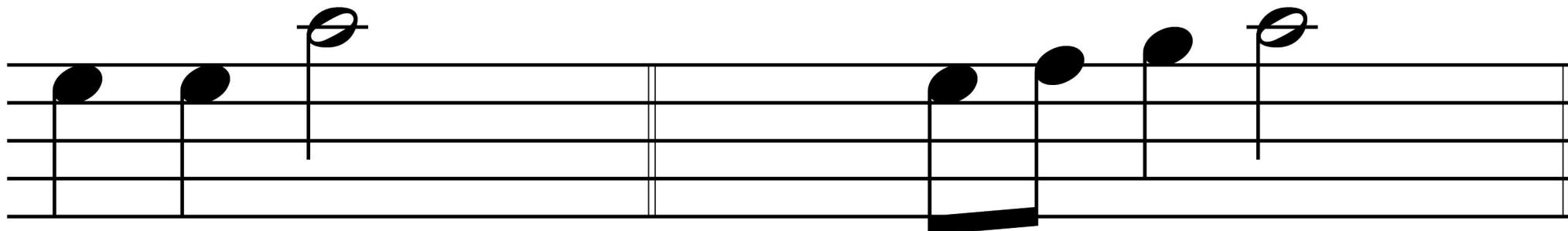
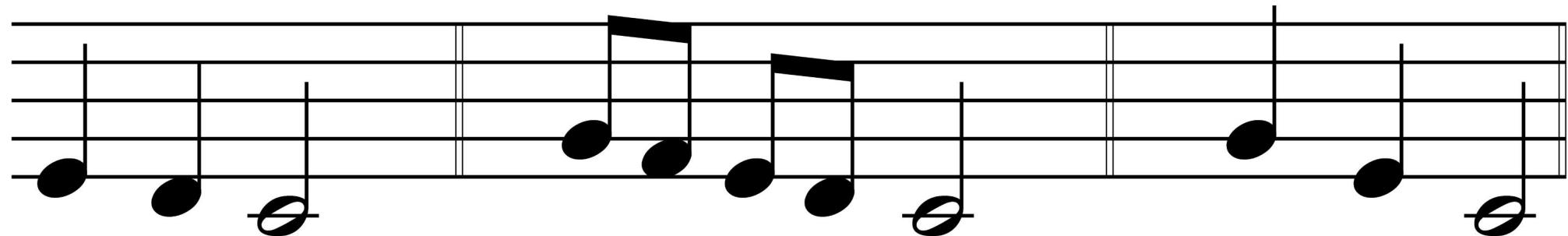
C

# Clap the Bugs



D

# Name the Melodic Pattern



G

# Name that Clef



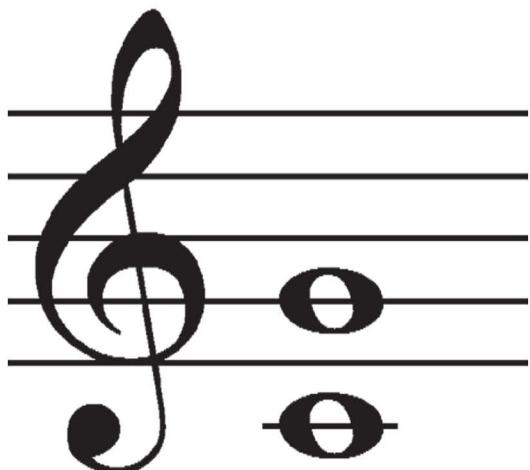
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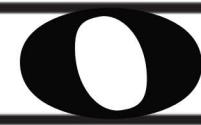


# Name it, Play it...



L

# Name that note



# Sight Reading

The image shows two staves of musical notation on a five-line staff system. Both staves begin with a treble clef. The top staff consists of eight black note heads, starting on the second line and moving down to the fourth line. The bottom staff also has eight black note heads, starting on the third line and moving down to the fifth line.

N

- & needs to be consistent comp
- Makes your job easier with par
- Great parent/child bonding op





## Boost Certification



BOOST stands for ‘Building Optimal Outcomes and Superior Teachers’ and is the continuing education arm of Let’s Play Music. It is designed to connect our vision statement to real solid results. Participation in the BOOST program is optional, but is recommended.

Certification requires that you complete eight BOOST experiences. The first three BOOST experiences are mandatory and the other five can be hand selected from the BOOST options list. You will need to work on completing these requirements throughout the year. Once you’ve completed all eight requirements, you will turn this form into your Team Leader on or before May 15<sup>th</sup>. Late entries will not be accepted.

### Required BOOST Experiences

- Observe a LPM teacher. (One each semester)

Teacher Name: \_\_\_\_\_ Date \_\_\_\_\_

Teacher Name: \_\_\_\_\_ Date \_\_\_\_\_

- \*Have another teacher observe you. (One per semester)

Teacher Name: \_\_\_\_\_ Date \_\_\_\_\_

Teacher Name: \_\_\_\_\_ Date \_\_\_\_\_

- Teach two classes with a minimum of five students per class.

Option Number: \_\_\_\_\_ Date \_\_\_\_\_

### Additional BOOST Options

Complete five additional BOOST experiences by selecting from the list below and recording them in the *Required BOOST Experiences* check-off list. Your Advisor must approve experiences that are not listed on the additional options below.

1. Attend all three team meetings, February, August & November.  
(Conference calls or Skype counts.)
2. Enter students into the National Composition Contest.
3. Attend Let's Play Music *Symposium* in Mesa, AZ.
4. Video one of your classes & turn in a self evaluation to your team leader.
5. Submit a write-up/ picture to local newspaper about your LPM classes.
6. Invite a private piano teacher to the Private Piano Certification Meeting.
7. Actively participate on the forum (25 posts per year).
8. Audit a training near you and get a refresher course.
9. Submit your “Raise Your Voice” comments from your parent evaluations. Email comments to: [letsplaymusic.lunt@yahoo.com](mailto:letsplaymusic.lunt@yahoo.com)
10. Enroll and participate in a music skills course that will enhance your musical abilities and improve your teaching. These would include piano courses, theory courses and ear training courses that include at least 12 hours coursework. (Class or home study count toward the 12 hours.)
11. Enroll & participate in a methods course that will enhance your foundational knowledge & improve your teaching. (i.e. Kodaly courses, Orff courses or other methods courses that include at least 12 hours coursework. Class or home study count toward the 12 hours.)
12. Watch or observe two recitals & write a comparison paper. (Give paper to team leader.)
13. Help another teacher with her recital. You must be present for setup, take down and help during the recital presentation.
14. Film your recital and post it online for others to watch. (Your blog!)
15. Take private lessons, vocal or instrumental. (Must attend at least 12 lessons.)
16. Attend and participate in association meetings, completing at least 12 hours of meetings, training, preparation or service.
17. Coordinate or carry out a Let's Play Music publicity event in your area. (PPTC training, parades, children's booths or youth arts fairs, etc.)
18. Help with one or more Let's Play Music publicity events. (To equal a full option you must help with set-up, take-down and stay for the full event OR help with set-up, take down and stay for half of two events.)
19. Participate in a Teacher Education Conference by staffing a LPM vendor booth.
20. Read an approved book on subject matter pertaining to music education or teaching.
21. Read the entire Policy and Procedure Handbook.



Caravan 2011

# let'splaymusic connections

**Are you ready to GET MORE CONNECTED?**

And in the process,

- ♪ Get more students in your studio with less effort
- ♪ Get more LPM teachers on your team
- ♪ Get more qualified piano teachers to refer your graduating students to
- ♪ Get a more seamless transition for your students from LPM to private piano lessons
- ♪ Get more tools to offer endorsed private piano teachers as they begin teaching your graduates

**Here's a quick step-by-step of how to implement Connections in your area:**



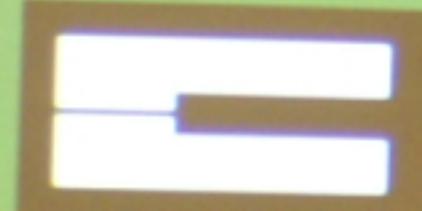
- **Schedule a Connections meeting and invite participants.**
  - Present at a local music teachers' association meeting if possible, OR
  - Invite association members to participate, as well as individual teachers who have been referred by your students and community.
  - To invite participants, simply send them an email with a link to our [Connections website](#).
  - When participants register on our site, they will be sent an invitation and reading packet, and the whole process will become automatic!

- **Prepare for the Connections meeting**
  - Assign each team member a part of the lesson plan to present.
  - Print handout packets for each piano teacher and class observation sign-ups.
  - Gather materials for your presentation and your display table.
  - Make a playlist or burn a CD with just the songs you need for your presentation.
- **Hold your Connections meeting**
  - Have team members available to answer questions afterwards.
  - Make sure all the piano teachers are able to sign up for a class observation.
- **Follow up with piano teachers**
  - As they complete their observations, turn in their names to Jenny Smith who will post them on our website as endorsed private piano teachers.
  - Encourage them to take advantage of the Connections songbooks and other resources available on our webstore.
- **Refer your students to these highly qualified private piano teachers!**
  - Invite them to attend your recital where you can introduce them to your students.
  - Present them with a brochure holder as a thank-you gift.

Connect with  
let'splaymusic.



partnering with fine piano teachers  
to ensure a smooth transition



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connections

for more info visit:  
[www.letsplaymusicsite.com/connections](http://www.letsplaymusicsite.com/connections)





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Get More  
**Connected**

- Get more **students in your studio** with less effort
- Get more LPM **teachers on your team**
- Get more **qualified piano teachers** to refer your graduating students to
- Get a more **seamless transition** for your students from LPM to private piano lessons
- Get more **tools to offer** endorsed private piano teachers as they begin teaching your graduates



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connections



## Connecting with Private Piano Teachers

- Start with the local **Music Teacher Associations** chapters
- Ask friends, neighbors and your students' parents for **referrals**
- Partner with a **local music store**
- Email **Connections** web link
- Make it **personal and professional**
- Be **patient**...all things in time



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connections



## Connect Online

- New Connections Meeting ‘lesson plans’ and handout packets **available on the downlow**
- Piano teacher endorsement **invitation brochures and reading packets automatically sent from Connections link**
- Piano teacher **referral links on website**



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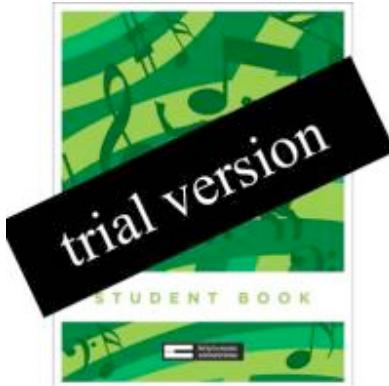
## Connecting Students and Parents with Piano Teachers



“That was the biggest bonus... knowing my students would be taken care of after graduating.” - Alyson Sawkiw



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connections



## Connecting Piano Teachers with Transition Tools

- Transitions piano books
- Transitions CDs with ‘music that teaches music’
- Selected teaching aids available for purchase



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connections



You have the tools, now  
**Get Connected!**

- Schedule
- Prepare
- Connect
- You'll be glad you did!

# Connect with let'splaymusic.



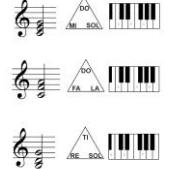
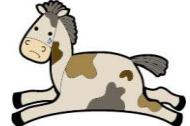
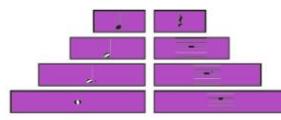
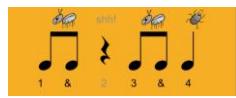
partnering with fine piano teachers  
to ensure a smooth transition



for more info visit:  
[www.letsplaymusicsite.com/connections](http://www.letsplaymusicsite.com/connections)

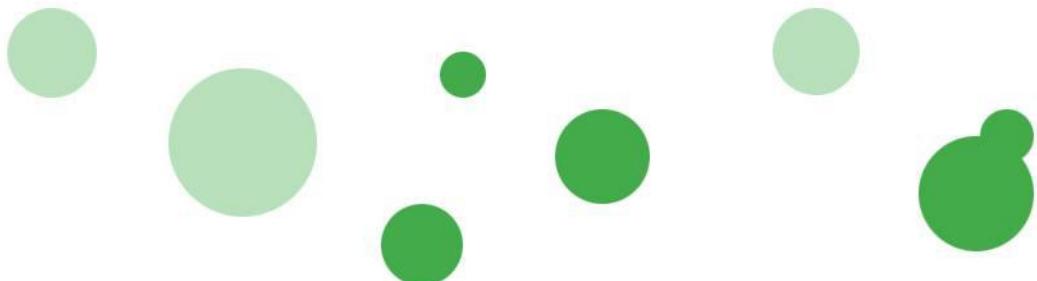
## Curriculum Additions

## Materials Revisions

Turtle Shells	Yellow Indians	Turtle Shells	Yellow Indians
<p><b>Primary Chords:</b> Rather than concentrating on the notation of the chord, we now are focusing more on the fact that each primary chord is made up of three notes that may rearrange. We are singing Chords in Pieces in different inversions, studying chord shapes, and focusing on the 3 notes that make up each chord.</p> 	<p><b>Rhythm:</b> We are now using our metronome in more activities! We introduce the "Beat Bug" and remind the children that 'the beat is the bug and the other's play along!'</p> 	<p><b>Primary Chords Poster:</b> To emphasize our new angle on primary chord structure.</p> <p>Primary Chords</p> 	<p><b>Beat Bug:</b> Just tape him to your metronome!</p> 
<p><b>Our Bugs are So Fun!</b> This new song by Debbie Huish and Shelle Soelberg names our bugs in real terms and explains them all!</p> 	<p><b>Inversions:</b> "Mixed Paint" is a concept by Nicole Durland which plays on our favorite "Old Paint". A great way to introduce inversions!</p> 	<p><b>Booklets:</b> The assignment logs are now found in our Student Manual booklet! Everyone goes to one place to check homework and practicing!</p> <p><b>Purple Pyramid:</b> Our note length cards for this semester are now purple! They are used to make the pyramid and introduce note and rest lengths.</p> 	<p><b>Booklets:</b> In addition to including the assignment log, the Orange booklets also have a place for recording time on flashcards and hints for weekly composition!</p> 
<p><b>Inversions:</b> We are looking at chords in various inversions – a great way to experience them before we play them next semester.</p>	<p><b>Our Bugs are So Fun!</b> The version on the Orange CD sings about eighth and sixteenth notes!</p>	<p><b>Counting Cards:</b> Now that we can count, these tools help us practice the skill.</p> 	



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2011

Curriculum  
Additions

WELCOME



## \*\*\*NEW Lesson Plans!

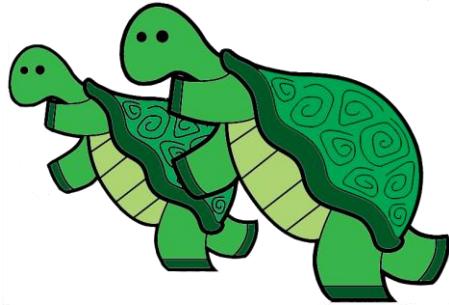
- New concepts and skills broken up
- Timing pace given
- Active area icon
- Parent note
- Theory assignment
- Assessment lessons, pg. 115
- Activities by purpose, pg. 119



## Turtle Shells – verse 3

Green Lesson 4, pg. 69

- Melodic and harmonic intervals
- Kinesthetic qualities
- Relates baby step and skips to intervals
- More thorough chord recognition

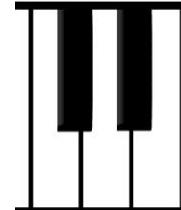




# Kit Kat Keyboard – verse 3

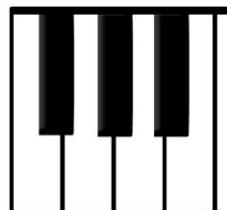
Green Lesson 7, pg. 83

- Introduce key shapes *before* the music alphabet to discourage ‘counting up’.
- Key group cards



Can introduce one key group at a time

Can introduce when class is ready





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2nd year  
training

# Dynamics

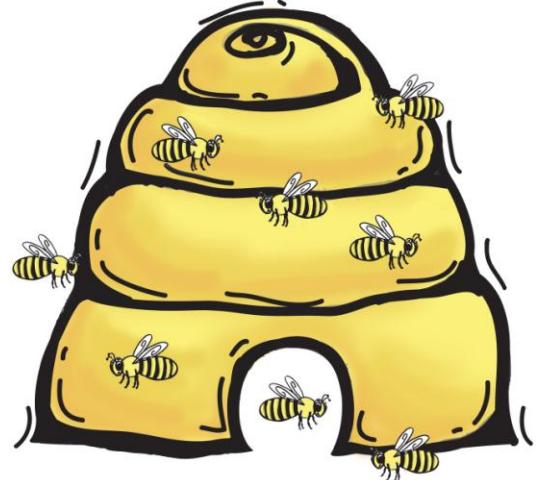
Green Lesson 5, pg. 75, "Spring Bees"

Bunny's Birdhouse

Blue Sky

*p*

*f*





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# Primary Chords

- Lesson 2, pg. 60, sing inversions
- Lesson 7, pg. 86, “chord shapes”

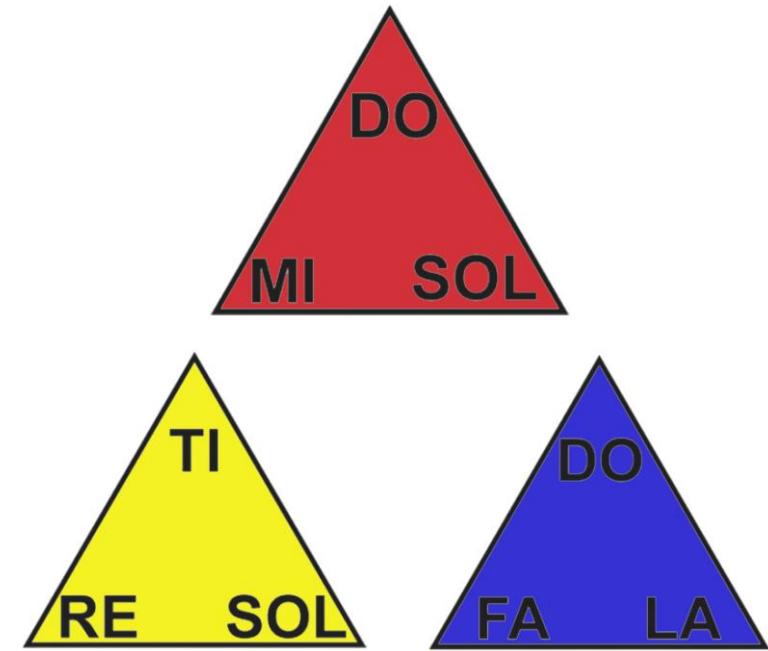
\*\*\*NEW Poster and Booklets!

Green Booklet, pg. 57

- Theory #7

Yellow Semester

- Theory assignment #1





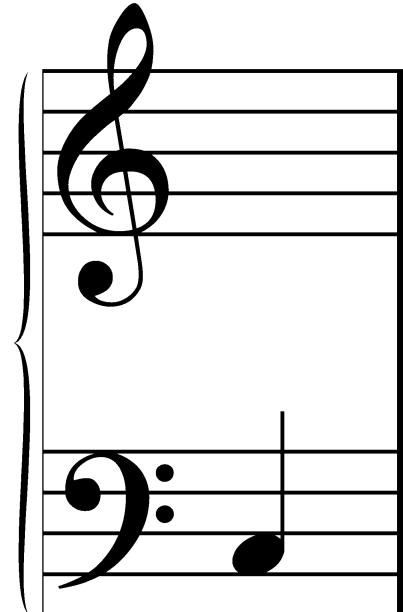
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training

# Bass C and Treble C

- Bass C, Lesson 4, I'm an Indian
- Treble C, Lesson 5, Do Re Mi
- Review and use throughout





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training

# The Beat is the Bug

- \*\*\*Beat Bug!! Tape to Metronome
- Yellow Lesson 6: pg. 152
- Other songs using metronome:
  - Hickory Dickory Dock
  - Saints Go Marchin'
  - Bug Scale
  - I'm an Indian

From now on, the quarter note is the beat  
and you're using a metronome.





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music



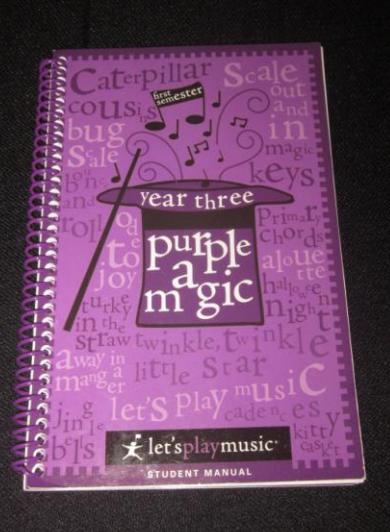
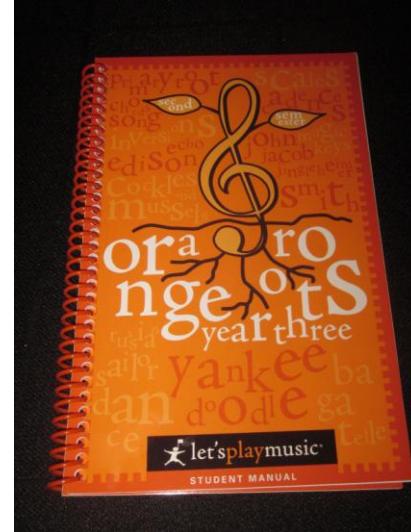
3rd year  
training

# Third Year

\*\*\*NEW materials!

## Booklets and Songbooks

- Assignment log in booklet!
- Noteworthy section
- Parent week
- Pass off song
- CD spotlight check off
- Note Naming check off





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music



3rd year  
training

# Our Bugs are So Fun!

- Purple Lesson 1, pg. 53

\*\*\*NEW CD!

- Names and counts of rhythm notes
- Purple Lesson 10, pg. 93



The “Purple Pyramid”

Counting out loud is the new way it's done!!



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music



3<sup>rd</sup> year  
training

# Orange Counting

- Lesson 1 pg. 123 – introduce eighth note
  - Cockles and Mussels, eighth notes
  - Theory assignments #2, #4 and #6
  - Subdividing Lesson 9, “Jungle Rhythm” theory assignment #9
  - Counting Cards
- \*\*\*NEW rhythm cards!





let's  
play  
music



3rd year  
training

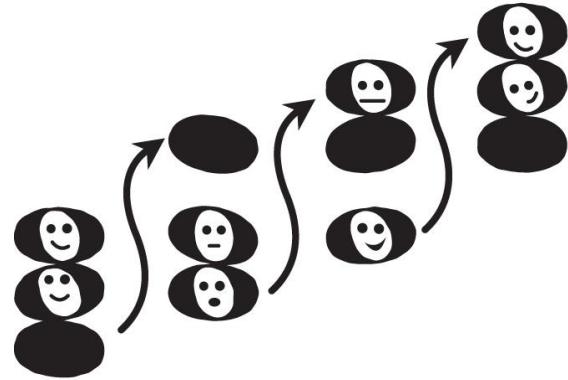
## Inversions – Purple

- Lesson 4, pg. 64 Chords in Pieces
- Lesson 14, Songbook pg. 10, Primary Chords Song

Experience precedes learning

Sing in inversions

See notes move up on staff





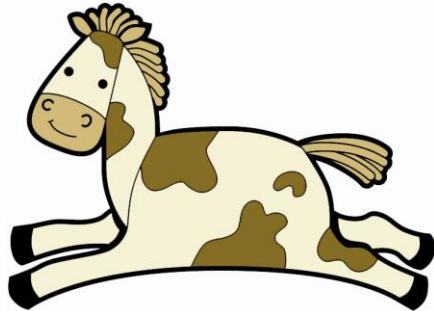
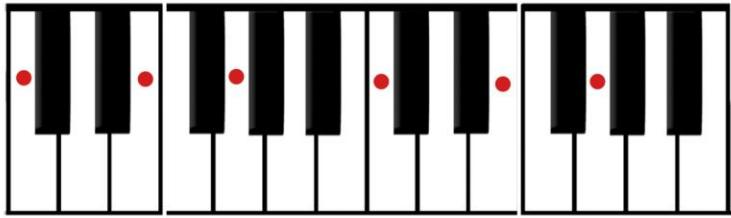
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3<sup>rd</sup> year  
training

# Inversions - Orange

- Lesson 4, pg. 137
  - 3 counters on keyboard
  - 6 stickers for piano at home, booklet pg. 7
- Songbook pg. 4, Mixed Paint





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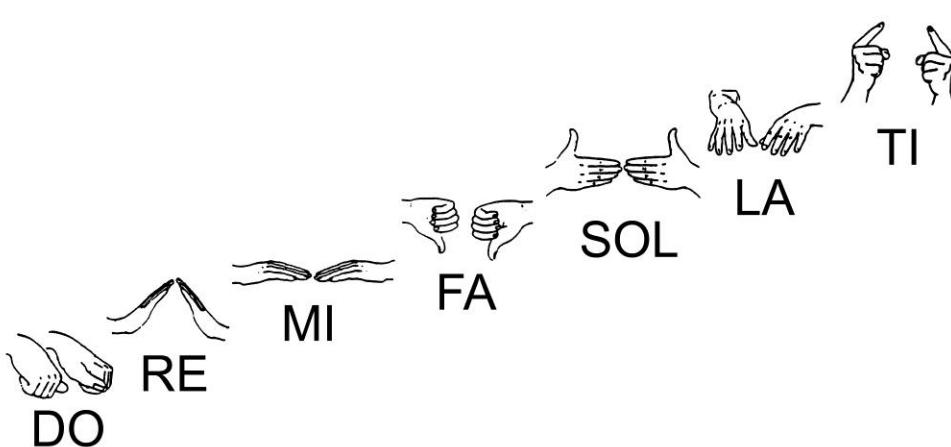
3rd year  
training

# Pitch Relationships

Purple - Find F from given C, as before

Orange – each pitch in relation to DO

- Lesson 2, pg. 127





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3rd year  
training

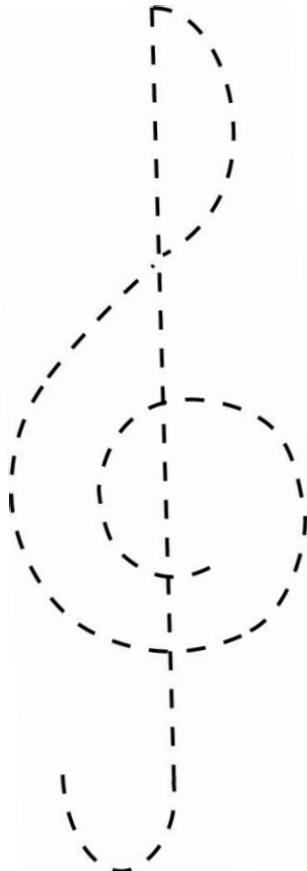
# Dictation

Purple Lesson 2, pg. 55 and Songbook pg. 26

Orange Lesson 1, pg. 123 and Songbook pg. 19

New elements:

- Traceable clefs, notes, accidentals
- Larger staff
- Lines numbered and started for each lesson
- Sing “Let’s Play Music” during tracing





## Get More Control:

### How to Conduct Your Class in a Purely Positive Manner

#### 1. Be confident in your studio.

- Be prepared, know your lesson plans.
- Eliminate studio distractions.
- Leave your personal distractions at the door.
- SMILE- a happy, engaging teacher doesn't just teach- they inspire!

#### 2. Discover the ABC's of any negative behavior.

- “A” is the antecedent, what happened immediately prior to the negative behavior? Can you stop this?
- “B” is the behavior itself.
- “C” is the consequence, how can you enforce an appropriate consequence in a positive manner?
- Become a “Behavior Detective” and analyze the ABC's of a behavior. This should help you avoid these behaviors in the future.

#### 3. Master the Power of Positive Attention.

- Don't give attention to negative behaviors.
- Only call attention to the students that are doing a good job.
- Ex: “Sally, I LOVE how nicely you are sitting! I think you'll get to play the autoharp first today.”
- Ex: “Billy, I LOVE how you are keeping a nice quiet keyboard while I'm talking! You are on your way to earning your behavior stamp today!”
- In this way you will show the child acting out that the way to get attention in your class is by behaving properly. You will “teach” them to crave positive attention instead of negative.

#### 4. Meet Your Students' Individual Needs.

- Sometimes you will have a “challenging” student. Try to figure out what you can do to motivate that child.
- Is the child over stimulated or under stimulated?
- Is the child sitting in a distracting seat? (Are they next to a friend who distracts them by talking?)
- Are you talking too much and not just doing the activities?
- We may not even realize that we are contributing to their acting out by not meeting their educational and behavioral needs.

#### 5. Use Positive Reinforcement Systems from the Forum.

- Ex: “Do Your Best” bookmark or class chart, students earn stamps/stickers for good behavior and can cash them in for prizes
- Ex: “Chips in a Cup” teacher drops chips in a cup attached to the child's keyboard when the child is doing an especially great job. Chips are cashed in for individual prizes or a class prize.
- By using these token economy systems, you can motivate your students to make good choices. You are taking the burden of discipline off of yourself and placing the responsibility on the students themselves.

#### 6. Create Your Own Positive Reinforcement System.

- For my 1<sup>st</sup> Years I award a prize for the “Smarty of the Day.” I award one student per class a roll of smarties for great behavior. (I don't use this every single class. This requires them to be on their toes. They never know if there will be a “smarty” chosen that day or not.)

## Recruiting Best Practices

"If You Build It; They Will Come!!" The following is a list of "Best Practices" to help you in your recruiting process. As you use them, your business will grow and new students will come.

- Corporate Packet – (DownLow)
  - Intro Letter, What Does It Teach
  - A tried and true method and 1<sup>st</sup> Year "must use" recruiting method.
- Sample Classes – (Down Low)
  - Make follow-up phone calls. Be prepared and enthusiastic. Run the Sample Class just like you will run your LPM class.
- Tri-fold/Business Card – (Down Low)
  - Keep these in your purse or display
- Professional Studio
  - Be organized, know the lesson plans, have a clean house, hold parents and students accountable to the rules.
- HTML Email/What Does It Teach Flier (Down Low)
  - Get the email from your advisor. This is a great tool for those that you have spoken to about the program.
- PPTC (Advisor)
  - The more private piano teachers know about LPM the more students they will refer to you. Work together!!
- Website Mailers (Down Low)
  - Put these in a doctors/dentist office.
- Social Media
  - Post link to Demo Video on Facebook and keep Blog page updated.
- Car Sign/Lawn Sign (Down Low/Webstore)
- Grocery Store Sign (Angela Harris)

## Recruiting Self Assessment

Recruiting Practices	Not Well	Well	Very Well
Professional Studio (Organized, clean house, know lesson plans)			
Corporate Packets/Follow-up Calls			
Sample Classes			
Html Email/What Does It Teach?			
PPTC (Private Piano Teacher Certification)			
Tri-Fold/Business Cards in Purse			
Facebook, Blog...Social Media			
Talk!! Tell Everyone You Know			
Hold Parents and Students Accountable to the Rules			
Car Sign/Lawn Sign...Getting the LPM Name Out in Your Community			

# Get More...Students!!

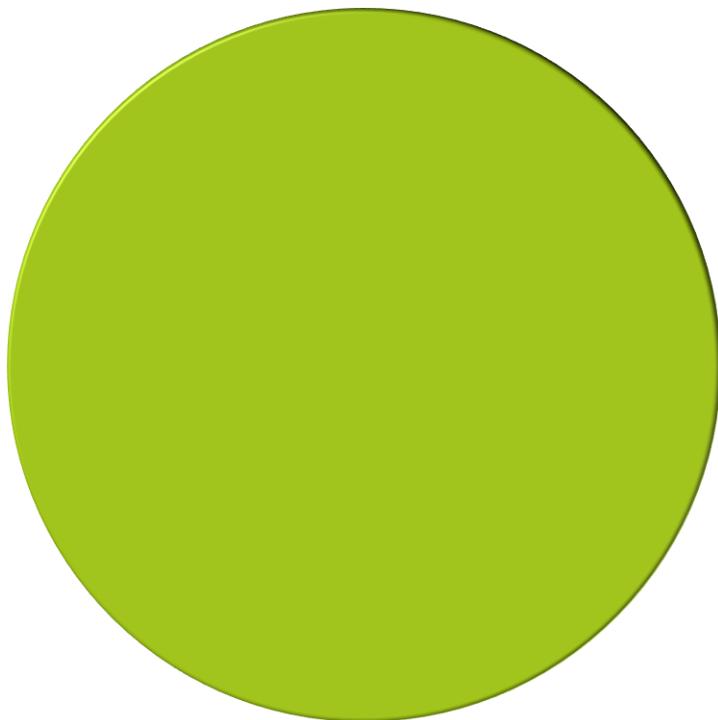


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# Self Assessment

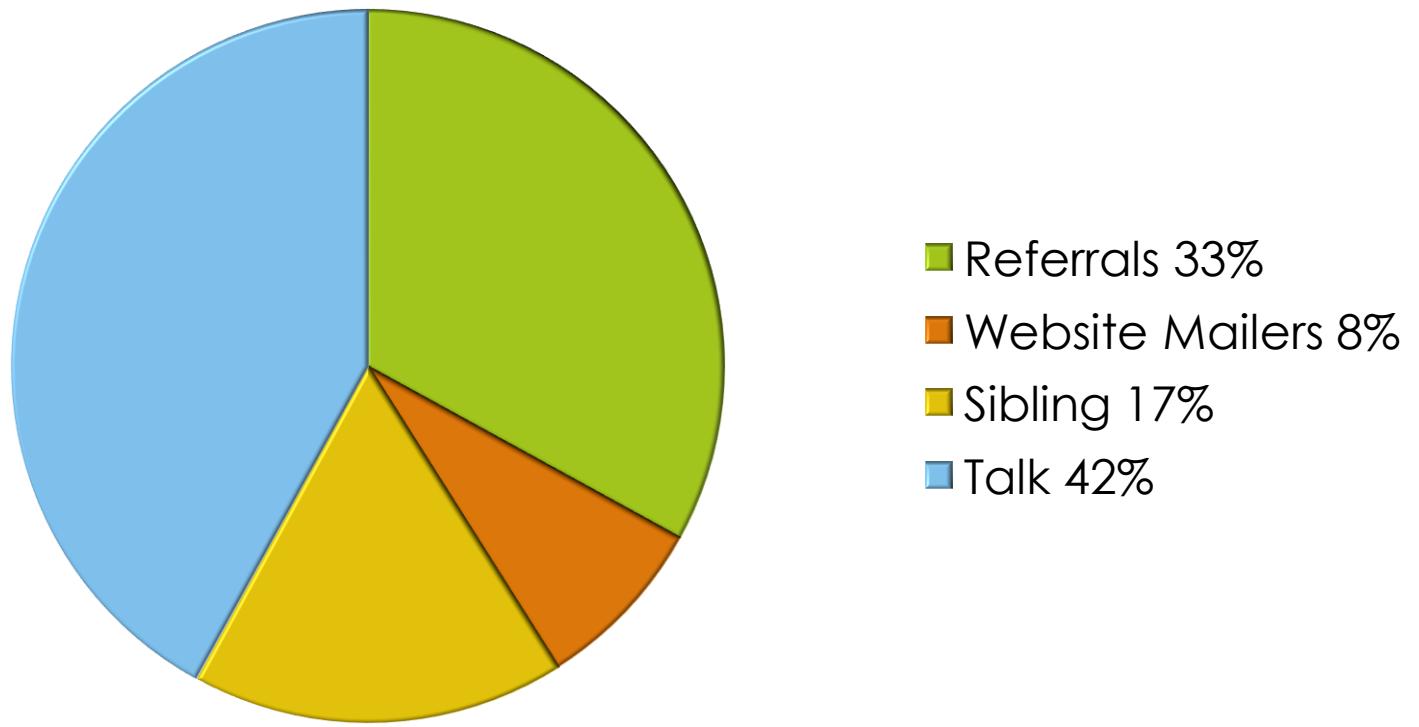
Recruiting Practices	Not Well	Well	Very Well
Professional Studio (Organized, clean house, know lesson plans)			
Corporate Packets/Follow-up Calls			
Sample Classes			
Html Email/What Does It Teach?			
PPTC (Private Piano Teacher Certification)			
Tri-Fold/Business Cards in Purse			
Facebook, Blog...Social Media			
Talk!! Tell Everyone You Know			
Hold Parents and Students Accountable to the Rules			
Car Sign/Lawn Sign...Getting the LPM Name Out in Your Community			

# First Recruiting Year

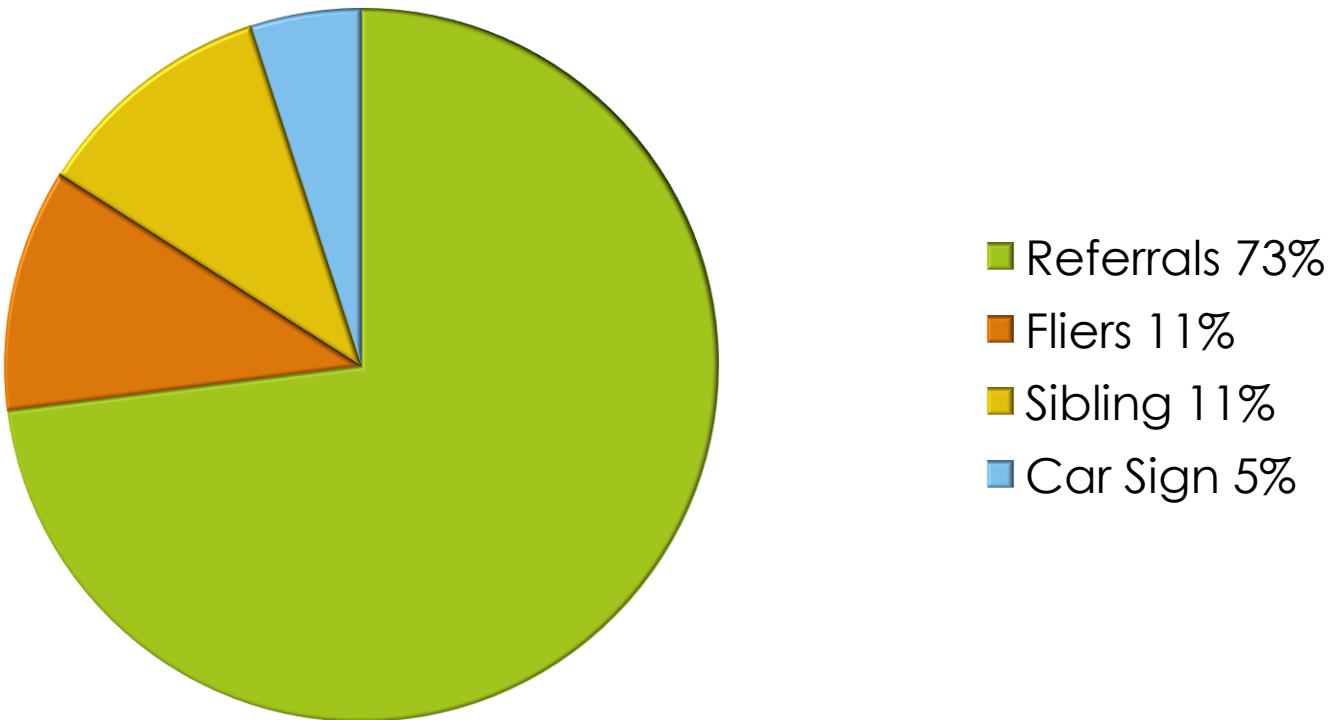


■ Sample Class  
Packets 100%

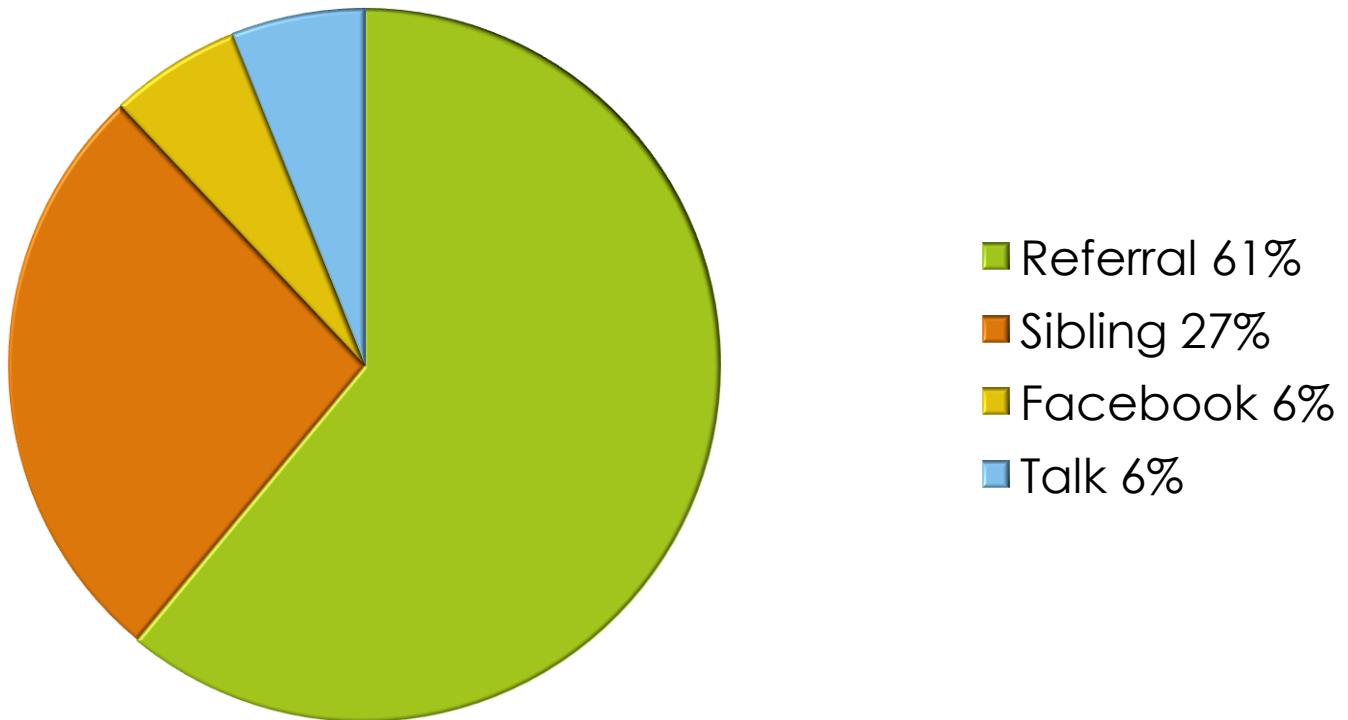
# Second Recruiting Year



# Third Recruiting Year



# Fourth Recruiting Year



# Recruiting Best Practices



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# Corporate Packets

- What Does It Teach
- Intro Letter



The banner features a green decorative border with white text. At the top left is a black icon of a person jumping with a musical note. To its right is the brand name "let'splaymusic" in a white, lowercase, sans-serif font. Below the name is a smaller line of text: "A WHOLE NEW WAY TO TEACH MUSIC". The banner is divided into several sections with large, bold, white text:

- what does it teach?** (left side)
- how are these skills best taught?** (right side)
- when should these skills be taught?** (bottom center)

Each section contains a list of teaching methods or concepts. For example, under "what does it teach?", there is a list including "Emphasizes melodic, harmonic, and rhythmic ear training", "Introduces spatial skills necessary for note and rhythm reading", and "Teaches note reading".

On the right side of the banner, there is a photograph of two young children, a boy and a girl, jumping joyfully. Below the banner is a small image of hands playing a piano keyboard.

At the bottom of the banner, the website address "WWW.LETSPLAYMUSICSITE.COM" is written in white.

# Sample Classes

- ❑ Make Follow-Up Calls
- ❑ Be Prepared and Enthusiastic
- ❑ Run your sample class just like you will run your LPM class



# Tri-fold/Business Cards

- Keep these in your purse and pass out to all you talk to about LPM



## Three Year Overview:

### FIRST YEAR

#### RED BALLOONS & BLUE BUGS IDEAL AGE: 4-5

CLASSES HELD: Once a week, parent attends twice a month. 15 lessons per semester, 45 minutes in length.

SKILLS TAUGHT: • Solfeggio hand signs and singing patterns  
• Rhythm reading and performing  
• Staff reading and playing on tone bells  
• Primary chord playing and recognition  
• Classical intonation, recognition and training

TUITION: \$ per semester (payment plans available).

# Professional Studio

- ❑ Be organized
- ❑ Know the lesson plans
- ❑ Clean house
- ❑ Hold students and parents accountable for rules

# HTML Email

- ❑ Use for those that you have spoken to about LPM
- ❑ Not necessarily good for a first contact

The screenshot shows an HTML email from 'let'splaymusic'. The header features a green decorative border with a white icon of a child playing a musical note and the text 'let'splaymusic' in white, with 'A WHOLE NEW WAY TO TEACH MUSIC' in smaller letters below it. The main content area begins with a salutation 'Dear Julie,' in red. The text discusses common questions from music educators about teaching young children. It then introduces 'Let's Play Music' as an exciting new curriculum that teaches advanced musical skills through play. A photo of a young girl with blonde hair and a white bow is shown, with a quote from a parent named Tiffani Johnson. At the bottom, there is a call-to-action button with the text 'Don't take my word for it!!'.

Dear Julie,

As a music educator, I am constantly bombarded with questions such as: When should I start my child in piano lessons? Are group or private lessons better? Is ear-training or note-reading more important? When is vocal training appropriate? The list goes on and on. Unfortunately, I have been unable to suggest a curriculum that is completely based upon music education facts and findings pertaining to the young child. Until now.....

I am excited to introduce you to **Let's Play Music**, an exciting new music curriculum which teaches advanced musical skills to young children using age-appropriate methods. Music educators have long taught that the young child learns best through play.

"This class has fostered a love of music and learning that will last a lifetime."  
Tiffani Johnson — parent

**Don't take my word for it!!**

# Private Piano Teacher Certification

- ❑ Work with your local private piano teachers to spread the word about LPM



# Fliers

- Put these in Doctor's/Dentist's Offices



# Social Media



Create your own LPM Blog and post regularly

Become a friend on Facebook

facebook 20 Search

**Let's Play Music - Making Musicians**  
Education · Edit Info

Wall Let's Play Music - Making... · Most Recent

Share: Status Photo Link Video Question

Write something...

**Wall**

Hidden Posts

Info Photos Discussions Video Notes Links Events Edit

About

Music educators have long taught that the young child learns best through p... More

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**Let's Play Music - Making Musicians**  
Announcing our 2011 Composition Winners!!

**Making Musicians: Congratulations 2011 Composition Winners!!**  
makingmusicians.typepad.com

As a final step before posting your comment, enter the letters and numbers you see in the image below. This prevents automated programs from posting comments.

250 Impressions · 0% Feedback

Monday at 9:04pm · Like · Comment · Share

**Let's Play Music - Making Musicians**  
Composition Contest Update!! Is it Friday already?? :)

**Making Musicians: Composition Contest 2011**  
makingmusicians.typepad.com

Remember this?? We are SO excited with the overwhelming response that we received for the Composition Contest this year!! There are over 100 entries and we want to make sure that we give each and everyone the attention that it...

# Car Sign/Lawn Sign





# Get More...Students!!



let's **play** music

EXIT



## LPM Taxes 101

Most people who own small or home-based businesses end up paying more than they should in taxes simply because they are not taking advantage of all their deduction possibilities, even those that are right around them every day. Most of the time **any expenses that are related to your business can be added as a deduction on your taxes.**

If you do not pay taxes through out the year, deductions can help you from paying a large amount of taxes each year and can also adjust earned income. Try to avoid paying large amounts of taxes or owing any money by keeping track of simple things! Each business is a bit different so be sure to mention these ideas to your tax advisor or accountant to see if your business can qualify for these deductions... **Whatever you do SAVE ALL YOUR RECEIPTS!** ☺

**1- Fees--**If you join any business or purchase into any franchise, the expenses such as kits, or franchise fees (**licensing and training fees, monthly royalty fees, continuing education, etc.**) may be claimed as a deductions.

**2- Business Supplies--** Be sure to save all receipts for any supplies you purchase for your business use. **Computer paper, ink cartridges, business cards, pens/pencils, laminating, catalogs, teaching supplements,** or any items you purchase and use for your business.

**3- Advertising--** Most advertising can be claimed on your taxes. Keep all receipts for any **newspaper ad's you may run, or any advertising you do online, vinyl car signs, etc.** Advertising is a business expense and in most cases can be written off.

**4- Items Given Away--** Keep a list of any items you may give away (**candy, treasure box items, stickers, gifts for the 1<sup>st</sup> day of class, recital awards, etc.**) and the costs of these items.

**5- Phone bills and internet access--** If you have a phone line for business use or have the internet in your home or office for business use, save all receipts for each bill paid.

**6- Long distance calls--** If you make any long distance calls(**for example communicating with LPM corporate**) that are related to your business, make sure you keep all phone bills showing the calls and the amounts charged. If these calls are related to your work, the cost of the calls may also be written off in most cases.

## LPM Taxes 101<sub>(2)</sub>

**7- Returned Checks and Bank Fees--** If you incur and bounced checks from customers and can not collect on them, those amounts may be deducted, along with any fees you were charged from your bank. Be sure to keep the returned check, the letter from your bank and your bank statement to show the fee you were charged.

**8- Postage--** All postage costs paid by you or shipping fees may be claimed. Keep receipts for all shipping supplies, and postage.

**9- Computers--** If you purchase a new computer or laptop for business use, the cost of the computer may be claimed. You may also claim depreciation for 3 years after the computer was purchased.

**10- Janitorial--** That's right, you can write off the maids!

**11- Uniforms--** Need a new LPM shirt for teaching? New slacks, or comfortable shoes to move around in? Hello wardrobe!

*Often overlooked...*

**12- Your Automobile--**You may not realize it, but one of your biggest potential tax savers is sitting in your garage right now. Most people realize that their car can be a tax write-off if it is used for advertising purposes, but the majority of home-based business owners don't realize that it they may also be eligible for deductions as well.

For example, if you drive your car to the post office to buy stamps for your business or if you drive to the office supply store to stock up on paper clips, you can claim that mileage on your taxes. You can even claim the mileage if your business-related stop was made on the way to picking your daughter up from ballet class or dropping your dog off at the vet.

In addition, you can write-off other automobile related expenses such as gas, insurance, and parking costs if they pertain to any business related activity.

Be sure to keep records, however. You will want to have a small notebook in your car at all times so you can jot down your start and stop mileage as well as a note about the business activity in which you are engaged. Keep all gas, parking, and insurance receipts as well if you plan to claim those as business expenses.



## LPM Taxes 101<sub>(3)</sub>

**13- Your Family**--If you pay your children an allowance, you can also count these as deductions if you hire them as part of your staff. Any business owner knows that the money he or she pays to employees does not count as part of their profit. The same is true for home-based businesses.

Most business owners also know they can find employees among their own family without raising any eyebrows. The same is true for home-based businesses. You can hire your fourteen year old to help you answer phones, file, or type up correspondence. You can offer your eight year old a job emptying wastebaskets, straightening your office, helping to set up and take down your classroom each week, etc. Then you pay them a certain amount of money every week for their labor.

Again keeping records is essential. Keep track of the hours your children work for you as well as the activities they do. Pay them, if possible, by check from your business account. You could set up a checking or savings account for the children in which the money can be deposited.

**14-Your Home--**Obviously if you worked in a small office building you could deduct the amount of rent you paid for that property from your taxes, as well as the costs of all the equipment and expenses. Well, just because you work out of your home that does not mean you lose out on those deductions.

Chances are you have a small area of your home that is set aside for LPM—an in home office or the space used to teach in. Now while you cannot write-off the cost of your entire house, you can write-off the cost of that area.

What you do is determine what percentage of your home's total square feet is dedicated to your business. For example, if your office takes up 10% of your home's total area and you pay \$600 per month for the property, you can claim \$60 per month as a business expense which would be \$720 per year.

**The same formula works for your utilities**, such as electricity, water, and telephone (unless you have a separate line just for business).

Remember to keep track of those expenses and hold on to your receipts in order to claim them on your taxes. Use the adjoining chart

<http://letsplaymusicsite.com/smf/index.php?topic=1301.0>

**If in doubt, it is NEVER a bad idea to simply hire yourself a good tax advisor or accountant! ☺**



Get More  
2011







## Get more RETENTION

by Doing Less

By Debbie Huish

MORE RETENTION REQUIRES MORE  
CONSISTENT EDUCATION

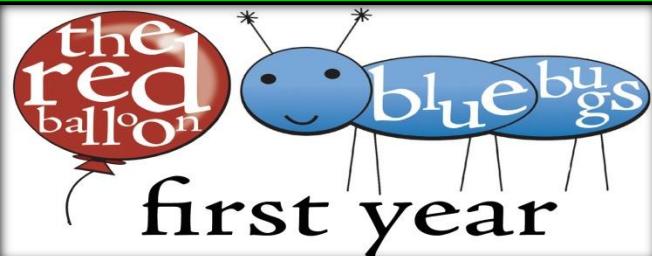
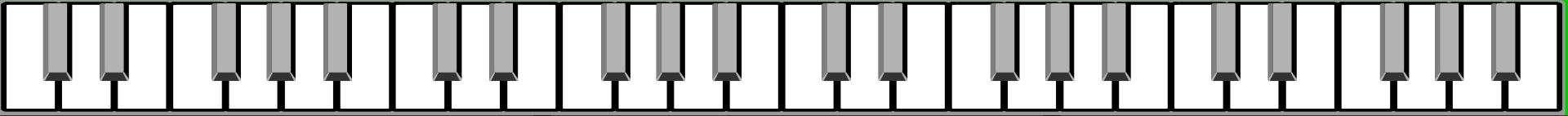
1. EFFECTIVE ORIENTATIONS

2. WEEKLY EMAIL REMINDERS

3. IN CLASS EDUCATION

4. EDUCATIONAL RECITALS

BY TAKING THE TIME AT THE RIGHT TIMES, TO  
EDUCATE A CAPTIVE AUDIENCE, YOU WILL DO  
LESS. BECAUSE YOUR PARENTS WILL SEE THE  
VALUE CONSISTENTLY, FEEL THE VALUE  
CONSISTENTLY, HEAR THE VALUE CONSISTENTLY  
AND SPREAD THE WORD ABOUT THE VALUE OF  
LETS PLAY MUSIC AND YOUR STUDIO!



Get MORE RETENTION  
by Doing Less

Debbie Huish



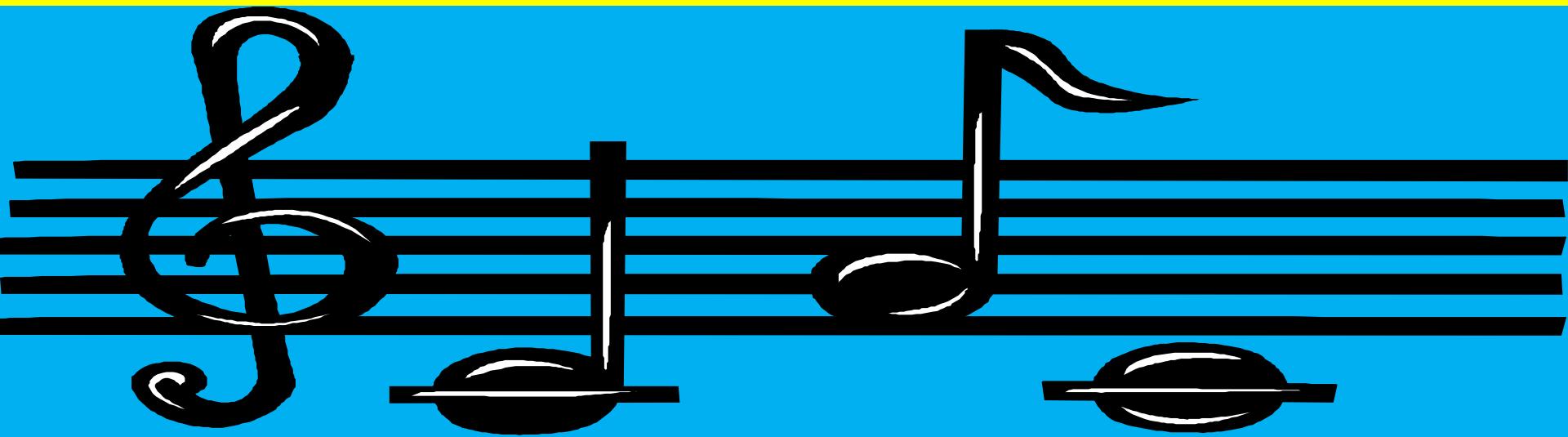
When you HONE in on what  
matters most, you will GET  
MORE RETENTION

1. TEACH LET'S PLAY MUSIC= CHILDREN
2. TEACH VALUE OF  
LET'S PLAY MUSIC=PARENTS



The Best way to RETAIN your  
Let's Play Music PARENT, is by:

**CONSISTENTLY  
EDUCATING!!!!!!**



# Before Orientation

- \* there are a few things I try to make crystal clear:
  - 1. **it's a 3 year program!!!** I can't replace you after a month...please consider the effect you would have on my studio if you left.
  - 2. **The parent's role** in helping their child through lets play music. it is not a class where they send and pick up every time
  - 3. **SEND PDF BROCHURE ABOUT PROGRAM**
  - 4. **OBSERVE A CLASS WHEN POSSIBLE**



let'splaymusic



let'splaymusic



let'splaymusic



let'splaymusic

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# E-EFFECTIVE ORIENTATIONS

## 1. TIMING

- a. When – season
- b. Years: 1<sup>st</sup>, 2nd, 3rds

## 2. METHOD

- a. Power points

- b. Nutz/boltz

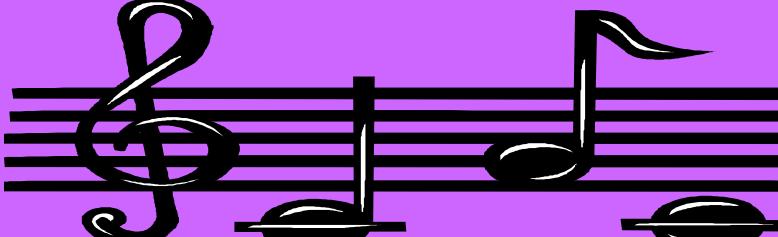


## 3. WHO

- a. veterans vs. rookies

## 4. “I CAN’T”

- a. Announce dates way in advance. Disclaimer: fee, OR offer 2 dates.

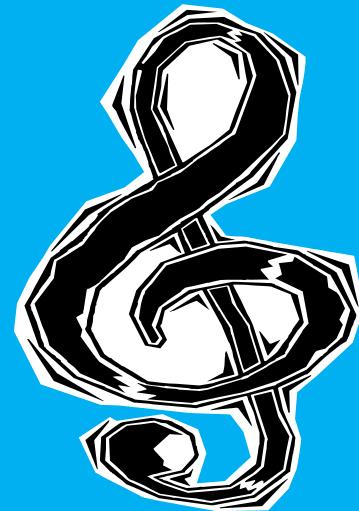


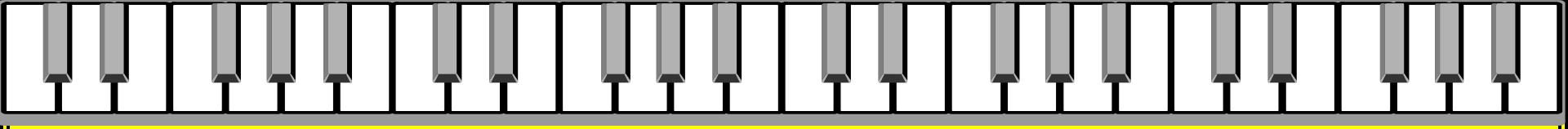
# D-DEMOGRAPHIC

DEFINITION: MARKETING A PART OF A POPULATION IDENTIFIED AS A GROUP, ESPECIALLY AS A TARGET FOR SALES OR ADVERTISING.

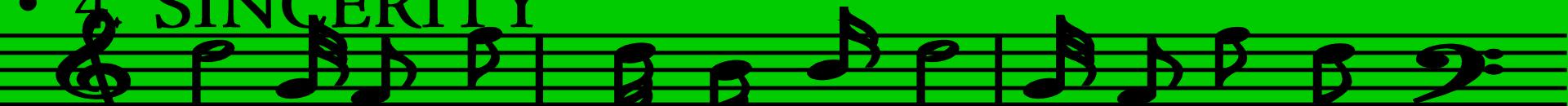
WHO IS OUR DEMOGRAPHIC?

PARENTS





# D-DEMOGRAPHIC

- 1. LEARNING TRIANGLE: THEIR ROLE
  - 2. RECOGNIZE THEIR EFFORTS
  - 3. RECOGNIZE THAT THEY ARE BUSY TRYING TO BE A GOOD PARENT
  - 4. SINCERITY
- 



# EFFECTIVE ORIENTATIONS for your DEMOGRAPHIC

- Are NOT always IN PERSON

sending a power point orientation and having them fill out the orientation worksheet is most often a better learning experience for them...why?

RESPECT of the parent's TIME goes a long way with them...they are grateful!!!



# U-UTILIZE WEEKLY EMAIL REMINDERS

- 1. Lets Play Music's weekly emails
- 2. Emails should be as **routine** as the student bringing their bags/books. **Send them weekly!**
- 3. IMPACT the parents with the good their children are doing in class...parents love good news about their children...**GREAT WAY TO SHARE GOOD NEWS!**
- 4. If you **forget** talking about the **purpose** during class, this is a great way to share those purposes!!! **Parents need to know the why behind the songs!!!**

# C-CLASS TIME

- Obviously **personal contact** is one of the **best methods of communicating** when you are trying to **build a relationship**. Sharing the **in class purposes**, will really help you connect with the parents and solidify the value of the program to them. It's your testimonial! Testimonials are very persuasive!!!!
- Now..... just **REMEMBER** to share them ☺



# A-Attitude of Parents

1. **VALUE LET'S PLAY MUSIC PROGRAM**
  2. **LOYALTY TO YOUR STUDIO**
- *One of the ways you know they get it is:* **They sacrifice by getting someone to watch siblings, because they understand the importance!!!**

# Teach at Recitals

Put purpose of songs in the recital programs

Take photos and blog about it



# More ways to use the vinyl staff!





04/20/2011





04/20/2011

# E-EMPOWER THE PARENT

EMPOWER the parent to be a better parent: with let's play music they will be able to understand how best their child learns something...whether music or school, they will learn their strengths and they will learn how to be a great support when they are trying hard things.

- **VISUAL LEARNER**
- **AUDIO~~TORY~~ LEARNER**
- **KINESTHETIC**
- “**I SEE**”
- “**I HEAR**”
- “**I GOT IT**”

# **GET MORE RETENTION BY:**

- EFFECTIVE ORIENTATIONS**
- DEMOGRAPHIC SAVVY**
- UTILIZE WEEKLY EMAILS**
- C -CLASS TIME CORRESPONDENCE**
- A -TTITUDE OF PARENTS**
- T-EACH AT RECITALS**
- E -MPOWER PARENTS**

## Recital Basics

### Educate

- Each activity/song has a purpose—talk about it or include it in the program (scriptless recital example on the downlow)
- Dads need to know LPM is not fluff—they are usually the ones paying the bill, stress that all activities/song are teaching something
- Continuing education for parents about how wonderful LPM is

### Recognize

- Spotlight each student in the program and again afterward when you are passing out awards
- Editable certificates for each year are available on the downlow
- Ribbons are available for 2<sup>nd</sup> years at the webstore
- Trophies are great for 3<sup>rd</sup> years—A 2 Z Trophy makes one with the LPM logo, or find a local supplier
- Recognize parents, especially 3<sup>rd</sup> years-this program would not be possible without their continuing support in class and at home

### Feature

- Combined 1<sup>st</sup>/2<sup>nd</sup> year recital is best
  - 1<sup>st</sup> year parents see what is coming
  - 2<sup>nd</sup> year parents see how far their children have come
- Several scripts are available on the forum
- Additional accompaniment parts available on the downlow

### 6-8 months in advance

- Add recital date and time to the semester calendar
- Determine if you will be combining with another teacher
- Reserve a venue space
- Preview the space and determine the logistics, e.g. seating capacity, parking issues, stage set up, do they have risers? A microphone? Is food allowed?

### 2 months in advance

- Write or modify an existing script—many are available on the forum; be sure to include all the songs, CD numbers, dialogue, materials used, etc
- Will your stage set up work with the script?
- If doing a joint recital, split duties with the other teacher
- Make student and class assignments
- Decide on awards and order/print them

### 1 month in advance

- Will you have refreshments?
- What will students wear?
- Remind parents of date/time/location
- Review recital activities and songs in class
- Create the program
- Review the script and materials list, do you have enough supplies or do you need to borrow extras?
- Ask someone to video the recital and/or take pictures.
- Give 3<sup>rd</sup> years their practice log (downlow)

### 1 week in advance

- If making your own refreshments, bake and freeze
- Make any changes to program and make copies
- Are you going to have a dress rehearsal with the students?
- Gather all materials
- Take a deep breath and have confidence in yourself as a superbly trained LPM teacher!

# Organizing and Storing Materials

*Real solutions and ideas from real teachers!*

**STORING KEYBOARDS**—pictures and links for some of these ideas can be found on the forum under the post *2<sup>nd</sup> year: Storing Keyboards*

Ikea Pax cabinet in black (white one is not wide enough): With the purchase of additional shelves, keyboards can be stored flat with room to store other materials.

Closet or Garage storage cabinets w/ adjustable shelves (from home improvement stores): With lower shelves removed, keyboards can be stored turned on end (vertically) with plenty of room to store other materials on the top shelves.

Track shelving system: This system allows you to place brackets on two vertical bars attached to the wall. 12" brackets will allow you to rest most keyboards directly on the brackets with no need for additional shelving.

Wooden dowels: Drilled directly into the wall studs of an unfinished basement or closet, they create the brackets on which to rest the keyboards.

## STORING CLASS MATERIALS

### GENERAL STORAGE

Filing Box w/ color-coded files: Found in many varieties at office supply stores and holds hanging file folders in a variety of colors. (Folder set with the exact LPM colors is available online at [www.callowayhouse.com](http://www.callowayhouse.com), Item #: 69-55673).

Stadium File: Tiered file box for easy viewing—holds 12 files (available at [www.shoplet.com](http://www.shoplet.com), Item #smd70211)

Accordion File: Used in the same way as File box.

Binder: Stores chord maps in page protectors, CDs in special CD binder pages, or other supplies in pocket folders.

Additional misc. color-coded items in LPM colors:

[www.callowayhouse.com](http://www.callowayhouse.com): boxes (Item #: 69-77651), magazine/manual holders (Item # 69-35410 or Item #: 69-105023), 9x12 poly envelopes (Item #: 69-85266), zippered bags, (Item #: 69-66530), binders (Item #: 69-86777), tabs for folders (Item #: 69-105924 or Item #: 69-88278)

Repurposed items: Books shelves with baskets/storage boxes to conceal items. Small cabinets—Ikea Skar shoe cabinet (Item #001.418.49), or bath towers (many varieties available online, home improvement stores, Walmart)

### FOR SMALL VISUAL AIDS/MAGNETS

Coupon organizers: expanding pockets like a small accordion file.

Stackable Organizers: Intended for storing small crafting supplies Available at most craft suppliers or online at [www.esslinger.com](http://www.esslinger.com) item #15.148

Ribbon Organizer: Box with small individual slots available at craft stores or Walmart.

Plastic Name Tags: (such as the kind that attach to a lanyard) alphabet magnets can be quickly distributed to students.

### ORGANIZING MATERIALS DURING CLASS

Half Apron: Handy pockets to hold magnets, color counters, pencils and more! Available at the *LPM Etsy* site ([www.etsy.com/shop/letsplaymusic](http://www.etsy.com/shop/letsplaymusic))

Small Plastic tray/basket: Drawer organizers are perfect when the lesson plans calls for passing bells from student to student. Find them just about everywhere—including the dollar store.

Small containers attached to keyboards: Keep materials, stickers, pencils, crayons, and so forth accessible to students. Just about anything small and lightweight enough to Velcro to a keyboard will work. (e.g. pencil cups available online or office suppliers, or the *kalas bowl* from Ikea--item # 500.969.05)

Mount your magnet board: Drill small holes and hang it from a hook on your wall. Hands free Echo Edna!

### BINDER ORGANIZATION

Insert page protectors or plastic pockets to hold additional materials (such as puppet show copies, ideas from the teacher's form, curriculum updates or accompaniments) right next to the lesson plan where they will be used.

### GENERAL IDEAS & THOUGHTS

Keep the measurements of your materials and storage space handy for when you come across a potential organizational item.

Think outside the box. There are many items meant for a different purpose that might make a great organizational tool. Use what you have—creatively modify and adapt existing items or spaces to accommodate your materials.

Use the forum—read other teachers' posts and share your own.

# Materials Use & Organization



## Materials Use & Organization



Materials used  
for organization



Materials used  
for organization



## STUDENT COMPOSITIONS

### WHY DO WE COMPOSE with our students?

*"Whether we will be artists later or not, we will always be guided by the power of imagination... whatever work we do, it will contain imagination and reality. Give to the child the possibility to construct ideas and imagination and put it into reality, then you give him life."* -Emile Jaques-Dalcroze

We teach musicians to compose for many of the same reasons we teach readers to write!

### MAKE IT CULMINATING!

This is the LPM crown - the final performance at the final recital. This is what they will remember forever. Let's take time to let each student use what we're learning and feel like this song is HIS or HERS and that they have really achieved something great.

\*Highlight composers - when you introduce a new puppet show, take a minute to introduce and show a picture of the composer. Many of these composers started young themselves!

Email me: [sawkiw@cox.net](mailto:sawkiw@cox.net) for my short and simple biographies and composer pics.

\*Get them thinking like composers Take advantage of passing moments in class to refer to the students as composers: For example, while learning Kitty Kitty Casket, ask "If YOU were the composer, would you end your song on yellow or red?" Or inquire during a puppet show, "Why do you think the composer wanted the wizard to be minor?"

\*Connect with Parents - Music Composition 101

\*Integrate composing into weekly class times

### COMPOSITION BOOKLETS / Weekly Composition Time.

My students LOVED their composition booklets. They drew pictures in them, wrote stories, words, note names, ideas, and even used the staves for musical notes. ☺

My goal was to set aside 1-2 minutes of class time, right before the puppet show each week as composition time – especially during the first 5 weeks of class.

Some teachers like to start by asking their students to come up with a theme or a story (like the puppet shows) to help them compose. This worked really well for me!

### THE FIRST PRIVATE LESSON

Ask lots of questions. Use your questions to direct, not lead.  
Record lessons on video.

The benefits of using FINALE/your notation software in the lesson

### FOSTER CREATIVITY

Withhold judgment and encourage originality. Let them own it!

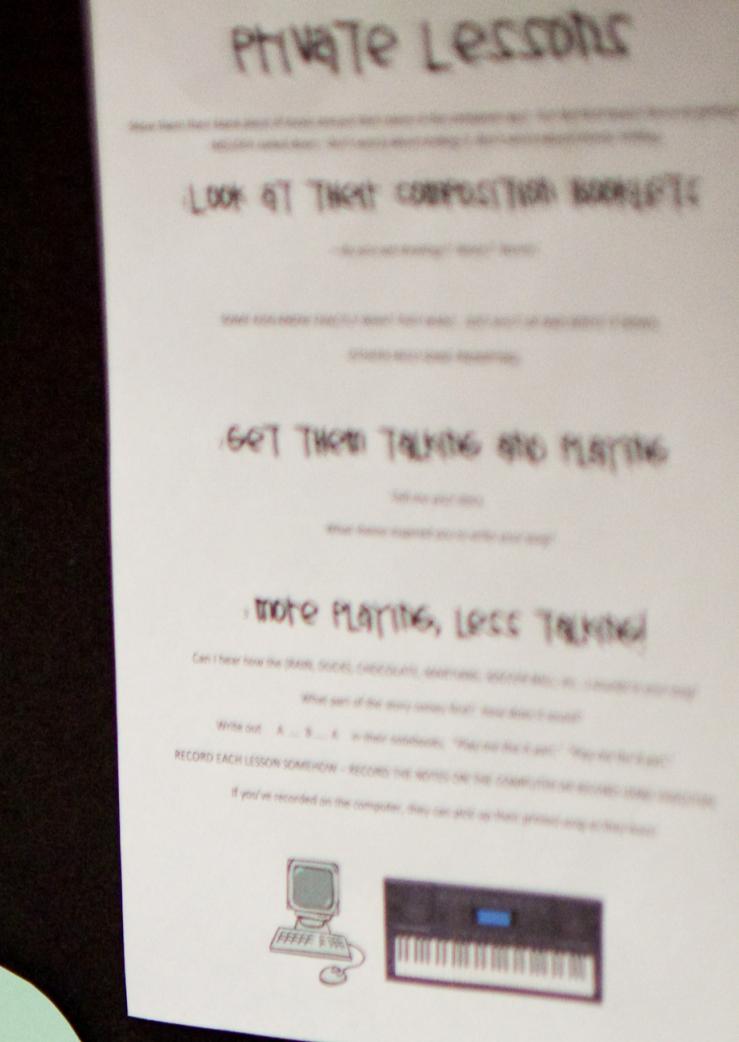
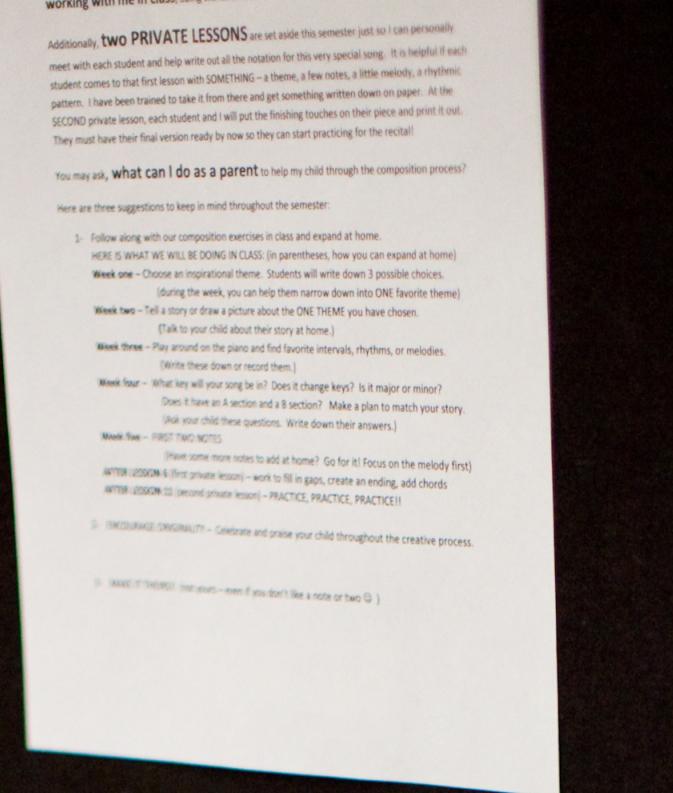
### AUDIO FILES/emailable PDFs

- EXPORT TO AUDIO FILE – for parents, CDs, practicing
- PDF converter (PDFcreator, Adobe Acrobat, printer?)

Please feel free to email me: [sawkiw@cox.net](mailto:sawkiw@cox.net) ☺







## 1<sup>st</sup> Day Semester Gift Ideas!

### RED BALLOON GIFTS



- [Red Balloon with the LPM logo on it.](#)

Blown up with helium and curly ribbon.

- [Big Red Balloon Cookie](#)

Push a "Rolo" on the end of a stick. Wrap chocolate chip cookie dough around and bake.

- [Red Balloon Sucker](#)

wrap a lollipop in red cellophane and tie with ribbon.

- [Mini Red Bubbles with a Welcome Tag](#)

O.T. #IN-38/968 48 mini bubble bottles for \$6



### BLUE BUG GIFTS

- [Blue Bug Tag attached to candy/Bug Bites](#)

Create a blue bug tag and attach to a sucker, Keebler Bug Bites, Peppermint Patty, etc.



- [Clear Big Bouncy Balls with Bugs inside](#)

Found at Dollar Tree - \$1 per bouncy ball



- [Insect Finger Puppets \(\\$5 per dozen\)](#)  
O.T. #IN12/1860



- [Blue Butterflies on Candy Sticks](#)

Could also be put on a LPM Blue pencil

Last Years Handout:

- Spider with Blue Tootsie Roll Pop & Pipecleaner
- My Bug Jar O.T. #IN-48/5625
- Bug Visor/Hat

- [Bug Cupcakes](#)

### GREEN TURTLE GIFTS



- [Pet Turtle Rocks](#)

Paint the rocks, attach googly eyes, and glue to green foam turtle shapes.

- [Sea Turtle Bubble Bottles](#)

Oriental Trading #IN-1883

\$10 per dozen. super cute!



- [Turtle Mambo Necklace](#)

Buy green beads for each student from Party City or O.T. Glue Gun on a stretchy turtle or small toy turtle.



- [Turtle Cake Made out of Cupcakes](#)

Link for the tutorial:

<http://www.bettycrocker.com/videos/videolibrary/birthday-cakes/turtle-cupcakes>

### YELLOW INDIAN GIFTS



- [Indian Headband](#)

get pdf file to print individually from teachers forum OR buy from O.T. IN-48/1691 \$10 makes 12



- [Dream Catchers Craft Kit](#)  
O.T. IN-48/2969 \$8 for 12

- [Yellow Indian Chocolate Lollipops](#)

Purchase a Indian chocolate mold, and a few bags of yellow Wilton candy melts. Here's the link to buy the mold:

[http://www.cakeart.com/store/e-StoreOperations\\_viewItem.asp?idProduct=28814](http://www.cakeart.com/store/e-StoreOperations_viewItem.asp?idProduct=28814)

Last Years Handout:

- Magic Color Stretchy Turtles  
From Oriental Trading # IN-48/5737  
\$5.99 Makes 24
- Indian Play Set from Dollar Tree





## PURPLE MAGIC GIFTS

### • Purple Magic Wands

Get the following supplies from party City:  
Giant pixie sticks, purple wire star garland,  
curling ribbon. Easy assembly!  
Cost = around 80 cents per wand



### • Purple Magic Cupcakes

Make white cupcakes with white frosting.  
Print out LPM Purple  
Magic logos for each cupcake. Cut out and tape to a toothpick.  
Poke the toothpicks/logos in the cupcakes and sprinkle on purple  
sugar on top!



### • Sensational Streamer Wands

O.T. #IN-5/975 12 for \$8 Shimmering plastic  
wands. 12" long with flowing metallic streamers.

### • Glowing Star Wands/Black Magic Hats

Purchase at Dollar Tree

### • Magic Party Temporary Tattoos

O.T. #IN-70/3771 \$5.00 for 72 (assorted magic party  
scenes. have one that looks just like our purple magic  
logo)



## ORANGE ROOTS GIFTS

### • Orange Root Reeses Candy Bar

This is a scanned Reese's candy bar wrapper,  
changed up a bit.  
The file for this can be found on the forum or  
by emailing Julie Fischbeck.

### • Clear Plastic Flowerpot with Soil and Seeds

Purchase a clear plastic flowerpot for each child (6 for \$1 at  
Walmart gardening aisle.) Fill with soil. (1 bag of potting soil will fill many.)  
Purchase a packet of seeds for each child. Tell them they have spent the last  
5 semesters learning many musical skills and planting the roots, and now  
will see beautiful things grow. They can go home and plant their seeds  
and watch the roots form. Hopefully a flower will grow. :)  
Cost is around \$1.20 per student or less depending on how cheap you  
find the seeds...



## MISCELLANEOUS GIFTS

### • Orange Graduation Caps

O.T. #IN-38/1009 \$4.50/12 - Kids look  
super cute in these when graduating from  
LPM.



### • Make a Horse Stickers

Oriental Trading #IN-9/833 also see Make a Farm Stickers #IN-9/819  
\$3 per dozen. Cute stickers you can give out after Barnyard song, or Old Paint.



### • Orange Graduation Beads

O.T. IN-38/1099 \$5 per dozen

### • Gummy Gnomes or Gnome Characters

O.T. #IN-12/3886 and O.T. #IN-12/3843

Fun to hand out after "March of the Gnomes" puppet show.



### • Cute paper Crowns - O.T. IN-25/943

\$3 per dozen. Give out after Triumphant March  
puppet show.

Everyone gets to be the prince or princess!

### • Carnival Character Stampers

O.T. IN-12/3649 \$6 for 24. Give out after Circus  
puppet show.



### • Buzzing Beehive Make a Sticker Scene

O.T. IN-9/1121 \$8 for 12 sheets. Goes well with Spring  
Bees puppet show!

### • Pirate Finger Puppets, Treasure Maps (and much much more!)

Do a search at the Oriental Trading website for "pirates" and you'll  
see so many  
adorable & cheap gifts!!

### • Flower Pot Graduation Gift

Buy a ceramic flower pot for each student. Divide into 6 sections & paint all the  
6 colors of LPM. Put a vinyl LPM logo sticker on it. Can write a note on the  
bottom with a sharpie and even fill with dried flowers if wanted!





## Summer Supplement

Bridging Between the Year's Curriculum

### What is a Summer Bridge?

Teachers often have parents request extra materials to be practiced over the summer so students don't lose the skills taught during the previous year. In an attempt to help students keep up the practice habits, provide an extra challenge and to motivate struggling students, optional summer "bridge" programs were created.

### Do I have to use a Summer Bridge Program?

Any summer bridge program used by teachers are not part of the official curriculum and are not required. These programs were created by teachers who wanted to provide something extra for students that needed/wanted it during the casual summer days, but may not be a fit for each teacher and/or student.

### What do I do for a summer bridge program?

Since any bridge program created is not an official document, they will not be available on the downlow. You can check the forum for all sorts of ideas on how to bridge from one year to the next, particularly from Yellow Indians to Purple Magic. Feel free to email [jenplaysmusic@gmail.com](mailto:jenplaysmusic@gmail.com) for a detailed packet designed for transitioning 2nd years, including a practice log, theory pages and customized sheet music that will keep little fingers engaged and remembering the skills learned all year!

### They did it! How do I reward them?

Many teachers create a trove of larger treasure items (dollar store type items) for children to look through when they complete the summer task. I like to purchase inexpensive music note charms and put them on a little key ring or fabric bracelet to showcase his/her hard work. Do something bigger than a standard treasure box prize since they worked hard when they were not required to!



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