

Gerald Klickstein

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Profile

- Musician, educator, author and arts leader with 35 years of experience in higher education
- Proven administrator skilled in financial management, curriculum development, accreditation, fundraising, event production, faculty/staff hiring and review
- Master teacher known for creating an integrated approach to musical and professional achievement
- In-demand speaker appearing at multiple conservatories, conferences and universities each year
- Expert recruiter of music students to undergraduate, graduate and summer programs
- Advocate for music education, modernizing music curricula and incorporating evidence-based pedagogy
- Accomplished entrepreneurship educator with deep knowledge of and connections in the music industry
- Early adopter and skilled user of digital teaching and learning systems
- Veteran guitarist with extensive experience performing and producing concerts
- Author of the acclaimed book *The Musician's Way* (Oxford 2009; 12th printing, 2016) and diverse articles

Faculty & Administrative Appointments

Johns Hopkins University, Peabody Institute. Director, Music Entrepreneurship & Career Center, 2012-present

University of North Carolina School of the Arts. Artist-Faculty, 1992-2012

Killington Summer Music Festival (Vermont). Artist-Faculty, 2002-2004

University of Texas at San Antonio. Assistant Professor of Music, 1989-1992

Michigan State University. Visiting Assistant Professor of Music, 1986-1989

Lansing Community College (Michigan). Adjunct Guitar Instructor, 1980-1985

Education

Certificate in Social Entrepreneurship, US Association for Small Business and Entrepreneurship, March 2016

Master of Music, San Francisco Conservatory of Music, 1986

Bachelor of Music, University of Miami, 1980

Administrative & Leadership Experience (selected)

Johns Hopkins University, Peabody Institute (2012-present)

- Founded and Direct the Music Entrepreneurship and Career Center (MECC)
- Provide entrepreneurship, marketing, fundraising, communications, and professional development education to students and alumni in classes, workshops and counseling sessions
- Manage MECC budget, operations, staff, instructional activities and online resources
- Co-devise curricular innovations in collaboration with Peabody faculty, students and leadership
- Increased number of companies recruiting Peabody students by more than tenfold
- Built and maintain industry-leading website with inclusive music career resources
- Created 25 off-campus student internships funded by work-study grants and private donations
- Produce 8-10 off-campus concerts presented by Peabody students each year
- Curate on-campus lecture series focused on music entrepreneurship and career development
- Collaborate with faculty, staff and students across JHU divisions to present interdisciplinary events
- Assist students and alumni to launch entrepreneurial ventures, raise funds, publish websites
- Guide students and alumni preparing Fulbright, grant, employment, and other applications
- Hire, train and supervise staff of one part-time coordinator and 5 student workers
- Expanded the Peabody musician referral service, growing engagements by 45%
- Forge relationships with prospective donors; co-raise gifts

University of North Carolina School of the Arts (1992-2012)

- Took on leadership roles and served on dozens of committees that undertook faculty hiring and review, long-term planning, program and faculty development, policy revision, fundraising, accreditation
- Chaired and served on diverse faculty and staff search committees
- Co-curated more than 150 faculty, student and guest artist performances
- Oversaw guitar student recruitment and retention, expanding enrollment by 50%
- Participated in and facilitated interdisciplinary projects with schools of dance, theater, film
- Organized and co-presented three nationally viewed Internet-2 video conferences. 2006-2008
- Served as Faculty Representative, UNCSCA Foundation Board. 2005-2006
- Led local Arts Council campaign, exceeding prior year gift total by more than 100%. 2005
- Founded and directed UNCSCA Summer Guitar Workshop. 1993-1998

American String Teachers Association, Board of Directors (2009-2011)

- Co-supervised budget, operations and development of this 11,000-member organization
- Devised equitable, technology-rich and financially sound structure for biennial national solo competition

Southwest Guitar Festival (1990-1992)

- Co-founded and co-directed annual 3-day event in Austin, San Marcos, or San Antonio, Texas
- Co-managed budget, hiring, marketing, programming and event production

University of Texas at San Antonio (1989-1992); Michigan State University (1986-1989)

- Directed undergraduate and graduate guitar programs; developed curriculum; grew enrollment

Refereed Lectures & Workshops (2000-present; selected)

Three Traits of Successful Concert Programs. NAMM Show/CMS Generation Next, Anaheim, CA. Jan. 21, 2016

12 Habits of Healthy Musicians: A Framework to Enhance Health Promotion in Schools of Music. College Music Society (CMS) National Conference, Indianapolis. Nov. 5, 2015

Panel on Performance Anxiety (Member). National Flute Association Convention, Washington, DC, Aug. 14, 2015

3 Qualitative Criteria to Gauge the Marketability of Concert Programs. Pave Symposium on Entrepreneurship and the Arts, Arizona State University, Tempe. May 8, 2015

Teaching Performance Skills. Lecture-Workshop. MTNA National Conference, Las Vegas, NV. March 22, 2015

The Secret to Sustainable Music Careers. NAMM Show/CMS Generation Next, Anaheim, CA. Jan. 22, 2015

Using Federal Work-Study Funds to Support Community Engagement Projects. College Music Society (CMS) National Conference, St. Louis, Missouri. October 31, 2014

Supporting Arts Entrepreneurship Education with Federal Work-Study Funds. Arts Entrepreneurship Educators Conference, Southern Methodist University, Dallas, TX. June 8, 2014

Succeeding in Chamber Music Today. Panel (Chair), Chamber Music America Conference, New York. Jan. 18, 2014

Entrepreneurship in the Music Academy. Panel (Member), CMS National Conference, San Diego, CA. Nov. 16, 2012

Teaching Performance Skills. Lecture, ASTA National Conference, Atlanta, GA. March 22-24, 2012

Building Student Success through 1st-Year Music Seminars. Panel (Chair), CMS Conf., Richmond, VA. Oct. 22, 2011

Teaching Collaborative Skills. CMS Mid-Atlantic Conference, UNC-Greensboro. March 4, 2011

Foundations of Creativity: A Classroom Model for Teaching Practice, Performance, and Self-Care Skills.

ASTA National Conference, Santa Clara, California. Feb., 2010

CMS National Conference, Atlanta, Georgia. Sept., 2008

Fearless Performance and The Comfortable Guitarist. Two Lecture/workshops, ASTA Nat. Conf., Detroit, MI. 2007

Pain-Free Guitar Tuning. ASTA National Conference, Reno, Nevada. 2005

Seven Habits for Healthy Performance. NAFME Eastern Division Conference, Baltimore, MD. 2005

Organizing Lessons. Panel (Chair), ASTA Studio Teachers Forum, Michigan State University, E. Lansing. 2002

Organizing Practice. Lecture, ASTA Studio Teachers Forum, Indiana University, Bloomington. 2000

Invited Lectures & Workshops (2006-present; selected)

- Multiple Workshops, Titles TBD*, Meadowmount School of Music, Westport, NY. July 16-17, 2016
- Masterful Memorization*, University of California at San Diego. Jan. 11, 2016
- 3 Pillars of Lifelong Music Making*. Curtis Institute of Music, Philadelphia, PA. Oct. 19, 2015
- Music and Art Entrepreneurship*. Panel (speaker and moderator). Phillips Collection, Washington, DC. Co-presented with Andreas Sønning, Gerard O'Donovan. Oct. 7, 2015
- Teaching Performance Skills*. New England Piano Teachers Association, Watertown, MA, Sept. 28, 2015
Tulsa Area Music Teachers Association, Tulsa, OK, Sept. 19, 2015
- The Secret to Sustainable Music Careers and Teaching Performance Skills*. Two Lecture-Workshops. Texas Woman's University, Denton, TX. Sept. 21, 2015
- The Power of Deep Practice*. Oklahoma State University, Stillwater. Sept. 18, 2015
- Three Traits of Successful Concert Programs; The Power of Deep Practice; Masterful Memorization*. 3 Workshops. Rice University, Shepherd School of Music, Houston, TX. Sept. 17, 2015
- From Job Search to Job Offer: Strategies to Succeed at Each Stage*. Plenary Lecture. Johns Hopkins Postdoctoral Retreat, Baltimore, MD. April 7, 2015
- Programming and Promotion for Musicians; The Secret to Sustainable Music Careers*. Two Workshops, National Repertory Orchestra, Breckenridge, CO. July 28-29, 2014
- 12 Habits of Healthy Musicians*. Curtis Institute of Music, Philadelphia, PA. Jan. 15, 2014
- Succeeding as a 21st-century Artist-Teacher*. Video lecture, University of Alberta. March 23, 2013
- The Keys to Successful Collaboration plus Branding, Programming and PR for Musicians*. Two Workshops, San Francisco Conservatory of Music Career Day. March 10, 2013
- The Power of Deep Practice*. Keynote Address, American String Teachers Association (ASTA) National Conference, Providence, RI. Feb. 28, 2013
- Branding, Programming and PR for Musicians*. University of Miami, Coral Gables, FL. Oct. 12, 2012
- Career Strategies that Drive Creativity. Artistic Vision. Programs that Pop*. Three Workshops, Meadowmount School of Music, Westport, New York. July 16-17, 2011
- Fearless Performance and Lifelong Creativity*. Two Lecture-Workshops, University of Saint Thomas Summer Workshops in Piano Pedagogy, Saint Paul, MN. June 17, 2010
- Multi-Level Guitar Master Class*. ASTA National Conference, Atlanta, GA. 2009
- Hearing Conservation for Musicians*. Internet2 video conference at UNCSA involving Eastman School of Music, Univ. of N. Texas, Michigan State Univ., Texas Christian Univ., New World Symphony. Co-presenters: Kris Chesky, Ph.D.; Susan Phillips, Ph.D. 2008
- Understanding Performance Anxiety*. Internet2 video conference at UNCSA involving Eastman School of Music, Univ. of N. Texas, Univ. of Michigan, Mich. State Univ. Co-presenter: Julie Nagel, Ph.D. 2007
- Wellness Practices for Musicians*. Internet2 video conference at UNCSA involving Eastman Sch. of Music, Univ. of Colo., Univ. of N. Texas, Mich. State Univ., SUNY Potsdam. Co-presenter: Ralph Manchester, MD. 2006

Selected Publications (¹peer reviewed; ²invited/editor reviewed; ³self-published)

Books/Music Editions

- Beruf: Musiker: Ein Handbuch für die Praxis*.¹ Schott, 352 pp, 2011 (trans. of *The Musician's Way*)
- The Musician's Way: A Guide to Practice, Performance, and Wellness*.¹ Oxford Univ. Press, 350 pp, 2009; 12th printing, 2016
- Tastegiata & Bergamasca*, by Bernardo Gianoncelli,² arr. for solo guitar. Tuscany Publications, 1998
- Tuning the Guitar by Ear*.² Mel Bay Publications, 60-page method, 1996
- Sonata in G*, by C.P.E. Bach, arranged for flute and guitar,² Southern Music Company, 1991

Online Course

- 10 Steps to Lifelong Creativity*.² 17,000-word course published by DailyOm.com, Aug. 2011

Journal/Magazine/Book Articles (2001-2014)

- "10 Tips for Better Group Rehearsals." "6 Keys to Productive Practice."²
The Ultimate Guide to Singing, Greg Barker, Ed., TC-Helicon, Jan. 2014
- "Dealing with Errors."¹ *American String Teacher*, 58/4, Nov. 2009
- "Memories are Made of This."² *The Strad*, October 2009
- "Remembering Aaron Shearer."² *Soundboard* 34/3, 2008
- "7 Habits for Healthy Performance."¹ *American String Teacher* 53/2, 2003
- "Preventing Musicians' Injuries."² *Soundboard* 29/2, 2002
- "Pain-Free Tuning."² *Soundboard* 28/2, 2001

Blogs & Websites (selected, 2009-present; more than 150 articles published)

- The Musician's Way Blog*.³ Articles addressing artistic & professional development. 2009-present
- MusiciansWay.com*.³ Renowned companion website to *The Musician's Way*. 2009-present
- "How to Memorise Music for Performance."² *TheStrad.com*, "Editor's Choice," April 16, 2014
- "Music Education and Entrepreneurship."² *ArtsJournal.com/sandow*, March 18, 2013
- "8 Ways to Build Sustainable Music Careers."³ *The Musician's Way Blog*, Nov. 5, 2012
- "Excelling Under Pressure."² *Oxford University Press Blog*, Aug. 7, 2012
- "Competitive Advantages."³ *The Musician's Way Blog*, Feb. 28, 2012
- "How Not To Be Creative."² *GuitarNoise.com*, Dec. 15, 2011
- "10 Tips for Ongoing Creativity."³ *The Musician's Way Blog*, Nov. 13, 2011
- "The Meaning in Mistakes."² *Violinist.com*, April 18, 2011
- "Embracing the Unknown."³ *The Musician's Way Blog*, Dec. 4, 2010
- "Interview with Oboist Joseph Robinson."² *BandDirector.com*, 2010
- "Avoiding Avoidance."³ *Music Think Tank*, Jan. 11, 2010
- "The Peak-Performance Myth."² *Oxford University Press Blog*, October 6, 2009
- "Practicing Performance."² *Voice Council Magazine*, Sept. 28, 2009

Guitar Recordings

- "Evocación and Joropo,"² by José Luis Merlin. Solo guitar recording on *Ultimate Strings, Vol II* fundraising CD published by the American String Teachers Association, 2006
- Evocación*.³ Solo guitar CD featuring music by Domeniconi, Lauro, Merlin, Ponce, 2004
- Renaissance Relaxation*.³ Solo guitar CD featuring music by Francesco da Milano (1497-1543), 2001

Professional Service (selected)

- College Music Society Committees: Careers Outside the Academy, 2011-16; Academic Careers, 2013-2017; Musicians' Health, 2014-2015
- Editorial Board, *Journal of Arts Entrepreneurship Research* (1st issue: Summer 2014). 2014-present
- Board of Directors, American String Teachers Association (ASTA). 2009-2011
- National Task Force on the Arts in Education organized by the College Board. 2008-2010
- Task Force, ASTA National Solo Competition. 2008-2009
- Facilitator, "Practice in the Curriculum," Music Faculty Retreat, University of Denver. 2005
- Neuromusculoskeletal Health Subcommittee, Health Promotion in Schools of Music Conf., Univ. of N. TX. 2004
- Committee on Studio Instruction, ASTA. Co-planned two national conferences. 2000-2004

Grants, Honors, Awards (selected)

- Citation for Leadership and Merit*, American String Teachers Assoc. (for service on the Board of Directors). 2011
- Excellence in Teaching Award*, UNC School of the Arts. 2009-2010
- Faculty Time Reallocation Grants* (2), UNCSCA. 1-term sabbaticals to write, perform, lecture. 2002, 2007
- Faculty Development Grants* (9), UNCSCA. Funding to tour, record, write, lecture. 1994-2010

Citation for Leadership and Merit, ASTA (for service on Committee on Studio Instruction). 2004
Arts-in-Education Grant, North Carolina Arts Council; Discretionary Grant, Winston-Salem Foundation. Funding to present workshops in North Carolina secondary schools. 2003
Grant, Mary Duke Biddle Foundation. Funding to record & produce solo guitar CD. 1998

Continuing Education (selected)

Certificate in Social Entrepreneurship, US Association for Small Business and Entrepreneurship, 2015-2016
NAMM Show/CMS Generation Next Conference, Anaheim, CA. Attendee & Presenter, Jan. 2015, 2016
College Music Society Annual National Conference (diverse US cities). Attendee & Presenter, 2011-2015
Pave Symposium on Entrepreneurship & the Arts, Arizona State University. Attendee & Presenter, May 2015
Music Teachers National Assoc. Conference, Las Vegas, NV. Attendee & Presenter, March 2015
Arts Entrepreneurship Educators Conference, Southern Methodist University. Attendee & Presenter, June 2014
Chamber Music America Conference, New York, NY. Attendee & Presenter, Jan. 2014, 2015
ASTA National Conference (diverse US cities annually). Attendee and/or Presenter, 2011-2013
CMS Summit on Music Entrepreneurship Education, Vanderbilt University, Nashville, TN. Attendee, 2010
Technology Training Workshops, UNCSA. Participant, 2007-2011
Arts and Medicine Symposium, Wake Forest University. Topic: Focal Dystonia. Attendee, 2007
Assembly of Conservatory Leaders, UNCSA. Participant, 2007
Medical Problems of Musicians and Dancers Conference, Aspen, CO. Attendee, 2005
Health Promotion in Schools of Music Conference, University of North Texas. Participant, 2004
Alexander Technique Training. Private education in the practice and teaching of AT, 1995-2012

Guitar Performances (1989-2012; selected)

Dozens of solo and collaborative performances at UNCSA. 1992-2012
“Letters from Composers.” With tenor Glenn Siebert & members of the UNCSA faculty. UNCSA. 2009
Review: cvnc.org/reviews/2009/102009/Argento.html
Premiere of *Singing Silver* by Lawrence Dillon, Watson Hall, UNCSA. 2007
Solo & chamber music recitals: Killington Music Festival, Vermont; SummerMusic, Blowing Rock, NC. 2004
Solo recitals: College of Charleston, SC; Virginia Commonwealth Univ.; Triangle Guitar Soc., Chapel Hill, NC.
Local premieres of *From Kakadu* by Peter Sculthorpe. 2003
Solo recitals: Wofford College; Furman Univ.; Queens Univ.; Appalachian State Univ. 2002
Performance Today, National Public Radio. Duo with violinist Sarah Johnson. 1997
Solo recitals: Univ. of Idaho; Colo. State Univ., Pueblo; Duquesne Univ.; UT-Austin. 1993-1996
Collaborative recital. Breckenridge Music Festival, Colorado. 1992
Affiliate Artists Touring Roster. Presented “informances” and solo concerts nationwide. 1989-1992
Concerto in D by Mario Castelnuovo-Tedesco, Wallingford Symphony, Connecticut. 1991
Arts Midwest Touring Roster. Performed solo concerts in Midwestern venues. 1989-1990

Professional Memberships

American String Teachers Association
Chamber Music America
College Music Society
League of American Orchestras
National Association of Colleges and Employers
National Association for Music Education
National Association of Schools of Music
Performing Arts Medical Association
Society for Arts Entrepreneurship Education
United States Association for Small Business and Entrepreneurship