

THE DREAM JOB
IMTF Session, LMTA CONVENTION 2007
Presented by DONNA TONEY, NCTM

***CHARGE THE TUITION YOU DESERVE! *FLEXIBLE SCHEDULING!
*WORK WITH DESIRABLE STUDENTS! *OUTSTANDING SUPPORT AVAILABLE!**

A TEACHER'S POLICY – THE FOUNDATION OF THE BUSINESS

From the Private Music Instruction Manual by Rebecca Osborn:

The contract should include:

1. An opening paragraph or statement comprised of language that announces what is contained in the agreement. This is the entire arrangement between the parties and should state that there have been no oral or other representations or promises made that are not a part of this contract.
2. The entire attendance policy and requirements. Be thorough. Address canceled lessons, make-up lessons; at what time a lesson becomes a no-show lesson, student tardies, school closures, etc. Any lack of stated policy will be perceived as a lack of professionalism.
3. The specifics of payment requirements. This information should be spelled out in nauseating detail: payment amount, when payment is due, possible late fees and charges, amount charged for insufficient fund returned checks, etc.
4. The length of time involved in the relationship. Are lesson contracts offered on a weekly, monthly, semester, or yearly basis? Address how much advanced notice either you or the student must give in order to terminate the teaching relationship.

CHARGE THE TUITION YOU DESERVE!

LESSON TO LESSON VS. A PROGRAM OF STUDY

FLEXIBLE SCHEDULING!

YOU ARE THE BOSS – SCHEDULE TO FIT YOUR PERSONAL LIFE

WORK WITH DESIRABLE STUDENTS!

AGE GROUP OR REPERTOIRE FOCUS - EVALUATE SKILLS AND PREFERENCES

OUTSTANDING SUPPORT AVAILABLE!

ISOLATION - SELF-ESTEEM - COMPETITIVE VS NON-COMPETITIVE

BE A MENTOR – ENCOURAGE COLLEGIATE CHAPTERS:

Dr. Victoria Johnson, LSU:

- * Give presentations on personal areas of specialization/passion for student chapter/pedagogy classes on issues related to independent teaching, such as business practices, the Suzuki method, Kindermusic, etc.
- * Allow students to observe teaching, whether part of course requirements or informally.
- * Attend student chapter events, such as benefit recitals.
- * Have students assist at Rally and other festivals, so that they learn all that's involved in these events, and that independent teaching involves a lot more than actual lesson/class teaching time.
- * Show personal interest in students, through attending their performances, or even just chatting with them at festivals, performances, conventions, etc.
- * Show personal interest in music and continued professional development, and professionalism in general, by attendance at local concerts and state and national

conventions.

- * Have students work as assistant teachers in studio.
- * Recruit students to perform in BRMTA/LMTA master classes.

RESOURCE LIST

Books

- *Baker-Jordan, Martha. Practical Piano Pedagogy. Warner Bros. Publications, 2004.
- Brief Legal Guide for the Independent Music Teacher, MTNA Inc., 1999.
- Butler, Mimi. The Complete Guide to Making More Money in the Private Music Studio. Butler, 2002. www.privatemusicstudio.com
- Butler, Mimi. The Complete Guide To Running a Private Music Studio. Butler, 2003. www.privatemusicstudio.com
- Clark, Frances. Questions and Answers. Northfield, Illinois: The Instrumentalist Company, 1992.
- *Johnston, Philip. Promoting Your Teaching Studio. Australia: Practice Spot Press, 2003.
- *Newsam, David R. and Barbara Sprague Newsam. Making Money Teaching Music. Cincinnati: Writer's Digest Books, 1995.
- *Osborn, Rebecca. The Private Music Instruction Manual: A Guide for the Independent Music Educator. Victoria, Canada: Trafford Publishing, 2004.
- Q., Sheryl. Piano Teaching Profits or How to become a Wealthy Piano Teacher. FineTuned Productions Inc., SharpPianoTeacher.com (e-book).
- Quinn, Stephanie. Start a Business Teaching Kids. Quinn Entertainment: Quality Books, Inc., 2005.
- Stockmal, Steve. The Music Teacher's Manual, Making Money Teaching Music. Santa Barbara: SMG Inc., 2005.
- Uszler, Marienne, Stewart Gordon and Scott McBride Smith. The Well-Tempered Keyboard Teacher. New York: Schirmer Books, 2002.
- Waterman, Fanny. On Piano Teaching and Performing. London, England: Faber Music Limited., 1983, revised edition 2006.

Articles

- Lewis, Martha Beth, "Turning Prospects into Students," Clavier, (July/August, 1991), 42.
- Nelson, Judy, "Studio Piano Teachers Charge Meagerly for Lessons," Clavier, (February, 2004), 7.
- "Studio Profile: Jan Mittelstaedt," Clavier, (September 2005), 11.
- Weinberg, Barry, "So Many Excuses for Low Fees," Clavier, (July/August, 2004), 6.

Websites

- www.mtna.org – National Music Teachers.
- www.brmta.org/new - Baton Rouge MTNA organization.
- www.toneypiano.musicteaching.info – Toney Piano Studio.
- www.musicteaching.com – Phillip Johnston's "webvertisement" and articles.
- www.tnmta.org – Tennessee MTNA organization; see Journal articles by Vicky Barham.
- www.serve.com/marbeth/piano.html - Martha Beth Jordan's website for teachers, students and parents.
- www.pianoeducation.org – excellent pedagogy and business information. West Mesa MTA, Rio Rancho, New Mexico.
- www.sba.gov – American Small Business Administration Website, free start up guide.