

*“Engage Your Students:
STRIVE for Excellence”*

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Conn-Selmer Institute

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7:30-8:30

*“Why do we strive for
excellence when
mediocrity is required?”*

“I Do It For Me”

*“So, how good do you
want to be?”*

*“You can achieve the
unachievable.”*

“The cleverest people at school are not the most successful.”

The Fundamentals

- ✦ Energy
- ✦ Enthusiasm
- ✦ Emotion
- ✦ Hard Work

“Leader’s Creed”

- ✦ Do not seek praise, seek criticism.
- ✦ It’s all my fault.
- ✦ Don’t look for the next opportunity. The one you have in hand *IS* the opportunity.
- ✦ Accentuate the Positive.
- ✦ Eliminate the Negative.
- ✦ Don’t promise what you can’t deliver.
- ✦ When it can’t be done, DO IT. If you don’t do it, it doesn’t exist.
- ✦ If you can’t solve a problem, it’s because you’re playing by the rules.

“OOPS!”

- ✦ The person who doesn't make mistakes is unlikely to make anything.
- ✦ Fail, fail again, fail better.
- ✦ It is wrong to be right!
- ✦ It is wrong to be wrong!
- ✦ Don't be afraid of silly ideas.

SALE

Pre-Fire Sale

You...

- ✦ Give yourself some spin!
- ✦ It's not WHAT you know, it's WHO you know.
- ✦ Don't give a speech, put on a show.
- ✦ Don't be afraid to work with the best.
- ✦ Do not try to win awards.

*“Awards are badges of
mediocrity.”*

-Charles Ives

*You don't have to be
creative to be creative.*

*How you can make
your _____
great.*

*We can ALL make a
difference.*

We are all in SALES!

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