

TEACHERS, WE NEED YOU!
(NOW MORE THAN EVER)

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HUMANS BASIC NEEDS

1. Food/Water
2. Love
3. Shelter
4. ?
5. ?

QUALITY OF LIFE NEEDS

- | | |
|-------------------------|----------------------|
| 1. Connection/Belonging | 6. Freedom |
| 2. Support | 7. Fairness/Equality |
| 3. Comradery | 8. Ownership |
| 4. Goals | 9.? |
| 5. Dreams | 10.? |

BE THE ONE PEOPLE CAN COUNT ON? HOWARD TULLMAN

All people need someone in their lives that they can count on, someone to call when there's no one else to call. And, these days, with radical change and ongoing disruption a constant part of every business, the most valuable people in any company are the ones you can count on in a crisis or a crunch – the "go-to" guys and girls. The people who are there in a pinch and who you naturally tend to *run to*, not *from*, when the feces hits the fan.

This isn't part of anyone's job description, and it's not something you can create on the fly. That's why there's no better investment you could possibly make in your career or your future than being the *first* stop when someone's looking for help, versus the last resort.

The good news is that this is a trait you can develop over time, like any other part of your reputation. If you're truly committed and your efforts are sincere and authentic, you can make it happen. Here's how:

STEP ONE: "PERSPIRATION"

- Be the Early Bird!
- Effort and Energy beat Talent Always!
- Take Care of Business First!

STEP TWO: “PASSION”

- Send the “Caring” Message
- Be Interested and Available
- Show Excitement
- Want It / Show It
- Be the Mover and Shaker

STEP THREE: "PREPARATION"

- Know your STUFF
- "Wingin' It" does NOT work
- Info is Out There, Find it
- Put in the Time, Energy, Effort

STEP FOUR: “PRINCIPLES”

- Can't Create Value Without a Set of Your Own
- Charisma Attraction is Shallow, Self Serving
- Character Attraction is Deep, Wide Spread
- Do Things that Matter
- Do Things that Make a Difference
- Success is for All
- Win-Win-Win is the Game

STEP FIVE: “BEAR UP – PERSEVERANCE”

- Execution is Everything
- Give up Giving Up
- Go After it, Get Knocked Down, Get Up!
- Don't Settle for Less
- Behaviors and Tactics are Easily Recognized by All
- Hang with Good People!
- “Wanting” is Fine, Wanting to Pay the Price to Succeed is Better

SUMMARY

- NOW is the Time
- YOU are in Control
- No Time like the Present
- Lifelong, Interactive Journey!
- Done Right, it Gets Better All the Time!

FINALLY

“If there is a goal or an endpoint to the process, it’s very simple. When the chips are down and the fat’s in the fire, YOU want to be the one who people can count on.”

“Be Prepared for Tomorrow!”

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