Building a Quality Program....The Right Way!

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Know What *You* Have:

- The Degree(s)
- The Job
- The Desire
Know What You Need

- The knowledge of:
  - The “Players”
  - The School
  - The Students
  - Your Strengths
  - Your Limitations
Who are the “Players”?  

- Administration  
- Faculty  
- Athletics  
- Alumni  
- Foundation  
- Community  
- Donors  
- Students
Break it Down: Administration

- Background?
- Who is in Charge?
- Where is the $?
- What do they See your Job As?
B.i.D.: Faculty

- Background?
- Supporter?
- Senior Faculty?
- Hustlers?
- Builders?
- “10 and 2”?
- Allegiance
B.i.D.: Athletics

- A.D.
- Assistant A.D.’s
- Coaches

What do They Want?
B.i.D.: Alumni

- Association Structure?
- What do They Do for You?
- What can You Do for Them?
- How can You get Involved?
B.i.D.: Foundation/Donors

- College Assignments?
- What can They do for You?
- What can You do for Them?
- How can You get Involved?
- Identify Supporters/Donors
Who are They? Decision Makers/Players?
Are they Involved?
What can They do for You?
What can You do for Them?
How can You get Involved?
B.i.D.: Students

- Present
- Past
- Future
Your Plan Includes:

- Vision
- Understanding
- Knowledge Logistics
- Desire, Strong!
- Multiple Options
- Flexibility

- Structure
- Help! (Staff, Students, Boosters)
- Dedication/Commitment
- Work Ethic
- Ability to Fail!
The Plan

"Your Program"

Community

Parents

Spouse/Children/Family

Students

Music Dealer

Administration

Staff

Fundraiser/Foundation

Recruiting

Parents

Spouse/Children/Family

Students

Music Dealer

Administration

Staff

Fundraiser/Foundation

Athletics

Conn-Selmer

Alumni
What is:

- Inventory, Everything
- Student Count – Now and Future!
- Equipment/Instrument Condition
- Facilities
- Staff
- Budget and Process
Decide Needs:

- Justification
- Proposals
- Reports to Administration
- Benefit to Students, etc.
- Options for Funding
What Could Be!

- Goals
- Predictions
- Numbers of Students
- Ensembles
- Performances
- Purpose and Outcomes – Assessment!
The Plan

- 1 Year
- 5 Years
- 10 Years
- Career
Tools to Use

Your:
- Organization
- People Skills
- Ability to Motivate
- Ability to Convey
- Care for Students
- Care for Music
Top 10 Tips for Building Success

1. It’s a Marathon not a Sprint
2. Can’t be Done Alone
3. Take your Time, Do it Right
4. Ask for Help
5. Admit Mistakes
6. Celebrate Success
7. Set Time Frames/Limits
8. Priorities
9. One Step at a Time
10. Enjoy the Ride
Final Thoughts...

- “Teaching is the Greatest Act of Optimism There is.”
  - A Great Educator
- “The Process is the Daily Exercise, The End Product is Retirement.”
  - An Old Educator
- It really was a Starship Enterprise.”
  - A Fantastic Drill Designer