



Meet our newest V.I.P:

Dr. Victor Vallo, Jr.

Newberry College
Professor of Music, Chair,
Department of Music



## Conn-Selmer DIVISION of EDUCATION

Dr. Tim Lautzenheiser Vice President of Education tlautzenheiser@conn-selmer.com Cell: 260.410.0717

> Michael Kamphuis Managing Director,

Division of Education mkamphuis@conn-selmer.com Work: 574.523.0677 Cell: 574.607.6000

Kelly Bryan

Manager of Educational Outreach, Division of Education kbryan@conn-selmer.com Work: 574.523.0651 Cell: 574.329.8727

Grant Johnston
Program Coordinator

Program Coordinator gjohnston@conn-selmer.com Work: 574.523.0701

## A Note from Dr. Tim

Greetings Conn-Selmer V.I.P. family members:

It is a great pleasure I am thrilled to introduce two new members of our Division of Education. Kelly Bryan has chosen to join us serving as our Manager of Educational Outreach. Kelly brings to the table a wealth of success (teacher of the year in Las Vegas, Nevada) and a positive working knowledge of the music education journey. She "walks her talk" with a sense of mission unknown in common hours. Kelly will be the editor of your V.I.P. NEWSLETTER in addition to a myriad of other responsibilities. Also, we enthusiastically welcome Michael Kamphuis as Managing Director, Division of Education. Mike recently held the position of Senior Director of product marketing; this knowledge combined with his music education background expands the growth-opportunity for Conn-Selmer to create an extended benefit landscape for ALL of our V.I.P.'s. Many of you will remember Mike as part of the V.I.P. visitation schedule; you'll not find a more committed and dedicated caring-sharing person...we're so lucky to have him as part of our D.O.E. bandwagon. Of course our ace-pitcher, Grant Johnston, continues his tenure as Program Coordinator working closely with the All-American School program and the ongoing administration of conn-Selmer Institute.

Be encouraged to communicate with ALL OF US. John Stoner, President/CEO, has made it emphatically clear: The Division of Education exists to serve YOU! Let us know what you want/need and we will certainly go the extra mile to fulfill your important requests.

## **Sharpen the Axe by Randy Gilmore**

Music students learn more than music—they learn of life and self-worth. You are a valuable person in the lives of your students. "Don't under-estimate the importance of your work or the responsibility that your job demands; enjoy it."

Whether you're a first-year teacher or a veteran band instructor, you will probably agree that one of the greatest challenges you face is achieving a workable balance between all you would like to do and that which you are reasonably able to accomplish with your talent, staff, resources, budget and time constraints. Narrow this down to the marching-band season alone and you still have a formidable mount to climb.

Should you write your own drill, hire custom arrangers and drill writers or use a pre-designed show? With so many options and variables within each option, it is difficult to discern the best route. What factors need to be considered? How can you be sure you've made the right choice?

Abe Lincoln once said, "if I had eight hours to cut a tree, I'd spend six sharpening the axe."

The same principle applies to planning a successful marching-band season. Before a flag is raised or lines are drawn on the flied, it is up to you to determine the schedule, instructional style and regimen, as well as the type of field show that works best for you and the group over which you have charge. Director, "Know thyself!" It is easy to fall into the trap of modeling yourself after the director who preceded you or the school across town, but such insensitivity to your won strengths and weaknesses is courting disaster.

Click here to read full article