

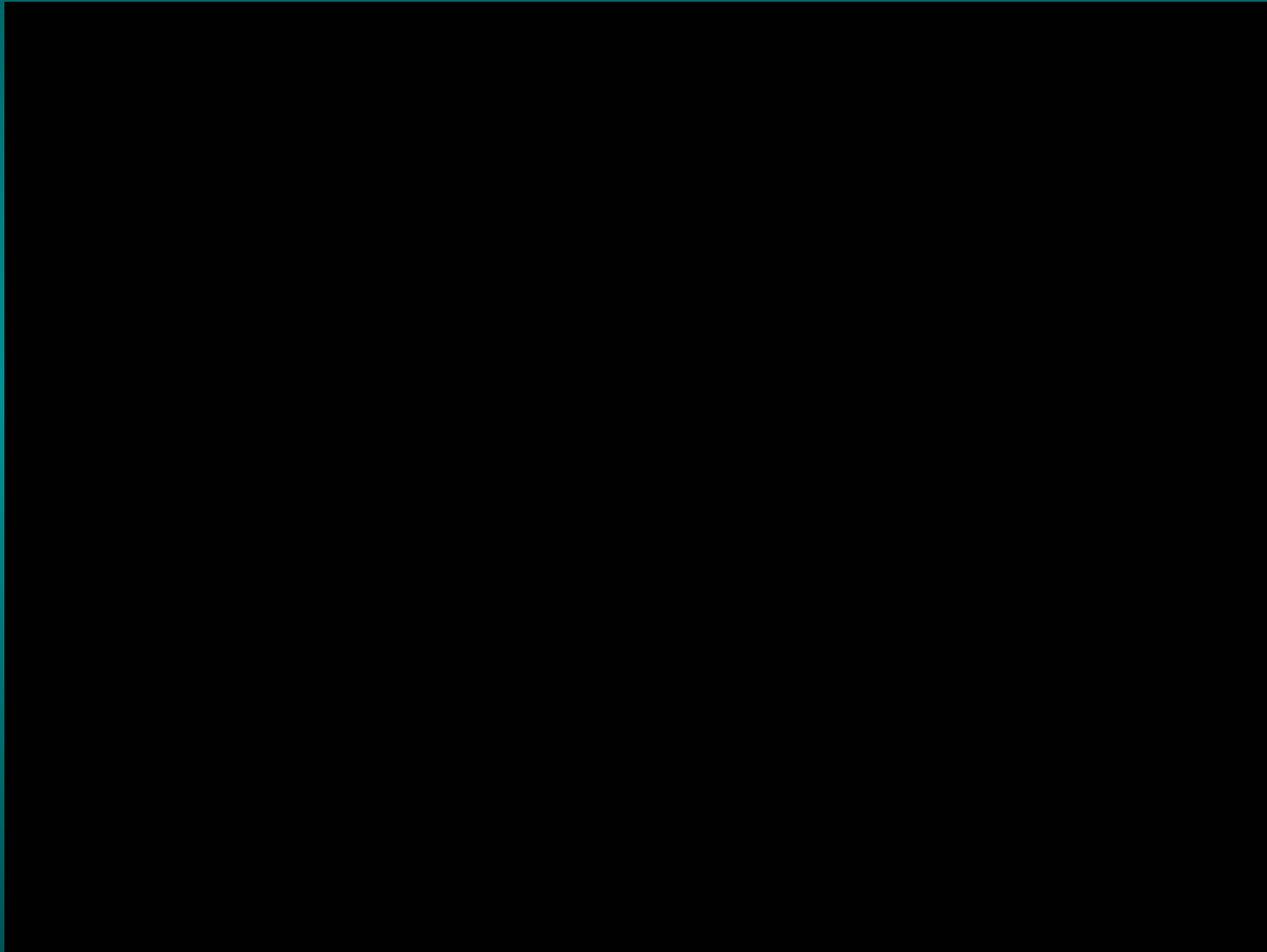
*One is Too Small a Number
to Achieve Something Great*

NAfME Western Division Leadership Conference

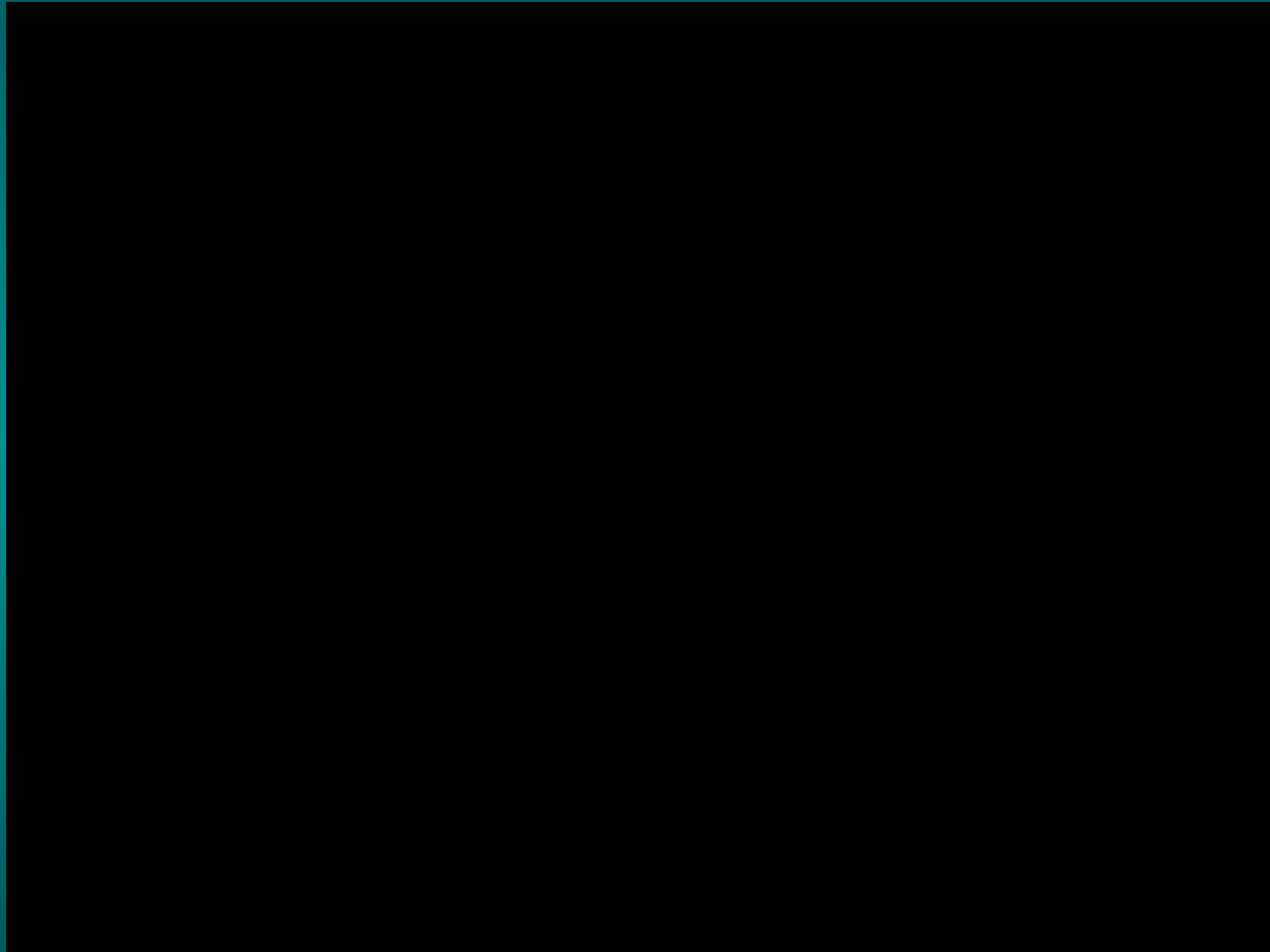
Marcia Neel
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www.musiceducationconsultants.net

Ever had trouble getting someone to understand what you're trying to say?



You keep trying and trying and trying?



So what's the problem?
Everyone communicates but. . .
few connect!



1. Communication. . .

Ability to listen
effectively

Ability to express
thoughts effectively
with others –

both verbally and non-verbally

Have you tried. . . .

Result-driven Communication?



Result-driven Communication: Precise communication at the right place and the right time is a guarantee for success.



So what is **CONNECTING**?

“Connecting is the ability to identify with people and relate to them in a way that increases your influence with them.”

Why is that **IMPORTANT**?

“Because the ability to communicate and connect with others is a major determining factor in reaching your potential.”

Five Connecting Principles:

1. Connecting Increases Your Influence in Every Situation. . . *set people up to connect with and receive your “message.”*

Five Connecting Principles:

2. Connecting is All About Others. . . *It begins when the other person feels valued.*

STOP



LOOK

LISTEN!

Five Connecting Principles:

3. Connecting Goes Beyond Words. . . *your actions speak so loudly, I can't hear your words.*



Emotions/Thoughts List

APATHY	GRIEF	FEAR	LUST	ANGER	PRIDE	COURAGEOUSNESS	ACCEPTANCE	PEACE
Bored	Abandoned	Anxious	Abandon	Abrasive	Above reproach	Adventurous	Abundance	Ageless
Can't win	Abused	Apprehensive	Anticipation	Aggressive	Aloof	Alert	Appreciative	Awareness
Cold	Accused	Cautious	Callous	Annoyed	Arrogant	Alive	Balance	Being
Cutoff	Anguished	Clammy	Can't wait	Argumentative	Bigoted	Assured	Beautiful	Boundless
Dead	Ashamed	Cowardice	Compulsive	Belligerent	Boastful	Aware	Belonging	Calm
Defeated	Betrayed	Defensive	Craving ¹	Boiling	Bored	Centered	Childlike	Centered
Depressed	Blue	Distrust	Demanding	Brooding	Clever	Certain	Compassion	Complete
Demoralized	Cheated	Doubt	Devious	Caustic	Closed	Cheerful	Considerate	Eternal
Desolate	Despair	Dread	Driven	Defiant	Complacent	Clarity	Delight	Free
Despair	Disappointed	Embarrassed	Envy	Demanding	Conceited	Compassion	Elated	Fulfilled
Discouraged	Distraught	Evasive	Exploitative	Destructive	Contemptuous	Competent	Embracing	Glowing
Disillusioned	Embarrassed	Foreboding	Fixated	Disgust	Cool	Confident	Empathy	Light
Doomed	Forgotten	Frantic	Frenzy	Explosive	Critical	Creative	Enriched	Oneness
Drained	Guilty	Hesitant	Frustrated	Fierce	Disdain	Daring	Everything's okay	Perfection
Failure	Heartbroken	Horrificed	Gluttonous	Frustrated	Dogmatic	Decisive	Friendly	Pure
Forgetful	Heartache	Hysterical	Greedy	Fuming	False dignity	Dynamic	Fullness	Quiet
Futile	Heartsick	Inhibited	Hoarding	Furious	False humility	Eager	Gentle	Serenity
Giving up	Helpless	Insecure	Hunger	Harsh	False virtue	Enthusiastic	Glowing	Space
Hardened	Hurt	Irrational	I want	Hatred	Gloating	Exhilaration	Gracious	Still
Hopeless	If only	Nausea	Impatient	Hostility	Haughty	Explorative	Harmonious	Timeless
Humorless	Ignored	Nervous	Lascivious	Impatience	Holier than thou	Flexible	Harmony	Tranquility
I can't	Inadequate	Panic	Lecherous	Indignant	Hypocritical	Focused	Intuitive	Unlimited
I don't care	Inconsolable	Paralyzed	Manipulative	Irate	Icy	Giving	In tune	Whole
I don't count	It's not fair	Paranoid	Miserly	Jealous	Isolated	Happy	Joyful	
Inattentive	Left out	Scared	Must have it	Livid	Judgmental	Honorable	Loving	
Indecisive	Longing	Secretive	Never enough	Mad	Know-it-all	Humor	Magnanimous	
Indifferent	Loss	Shaky	Never satisfied	Mean	Narrow-minded	I can	Mellow	
Invisible	Melancholy	Shy	Oblivious	Merciless	Never wrong	Independent	Naturalness	
It's too late	Misunderstood	Skeptical	Obsessed	Murderous	Opinionated	Initiative	Nothing to change	
Lazy	Mourning	Stagefright	Overindulgent	Outraged	Overbearing	Integrity	Open	
Let it wait	Neglected	Superstitious	Possessive	Petulant	Patronizing	Invincible	Playful	
Listless	Nobody cares	Suspicious	Predatory	Pushy	Pious	Loving	Radiant	
Loser	Nobody loves me	Tense	Pushy	Rage	Prejudiced	Lucid	Receptive	
Lost	Nostalgia	Terrified	Reckless	Rebellious	Presumptuous	Motivated	Secure	
Negative	Passed over	Threatened	Ruthless	Resentment	Righteous	Nonresistant	Soft	
Numb	Pity	Timid	Scheming	Resistant	Rigid	Open	Tender	
Overwhelmed	Poor me	Trapped	Selfish	Revolted	Self absorbed	Optimistic	Understanding	
Powerless	Regret	Uncertain	Voracious	Rude	Self satisfied	Perspective	Warm	
Resigned	Rejected	Uneasy	Wanton	Savage	Selfish	Positive	Well-being	
Shock	Remorse	Vulnerable	Wicked	Simmering	Smug	Purposeful	Wonder	
Spaced out	Sadness	Want to escape		Sizzling	Snobbish	Receptive		
Stoned	Sorrow	Wary		Smoldering	Special	Resilient		
Stuck	Tearful	Worry		Spiteful	Spoiled	Resourceful		
Too tired	Tormented			Steely	Stoic	Responsive		
Unfeeling	Torn			Stern	Stubborn	Secure		
Unfocused	Tortured			Stewing	Stuck-up	Self-sufficient		
Useless	Unhappy			Stubborn	Superior	Sharp		
Vague	Unloved			Sullen	Uncompromising	Spontaneous		
Wasted	Unwanted			Vengeful	Unfeeling	Strong		
What's the use	Vulnerable			Violent	Unforgiving	Supportive		
Why try?	Why me?			Volcanic	Unyielding	Tireless		
Worthless	Wounded			Wicked	Vain	Vigorous		
				Willful		Visionary		
						Willing		

Five Connecting Principles:

4. Connecting Always Requires Energy. . .
“they” get out of it what “you” put into it!

5. Connecting is More Skill than Natural
Talent. . . *it can be learned.*

but. . .

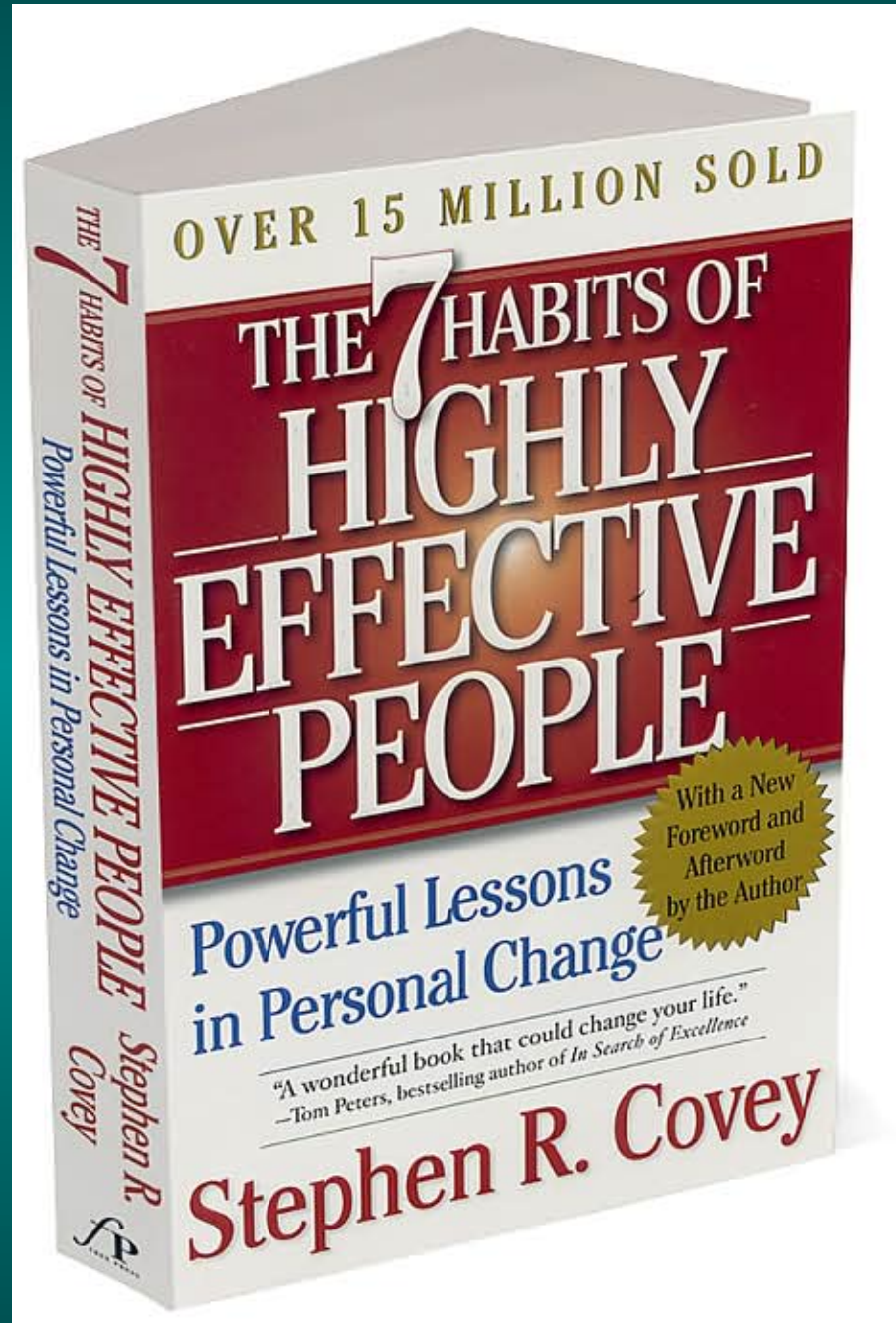
*“ONE IS TOO SMALL A
NUMBER TO ACHIEVE
SOMETHING GREAT”*

SOOOOOO...

WHAT CAN BE DONE
TOGETHER TO ACHIEVE
GREATNESS?

YOU'VE GOT TO BE VISIONARY!





Habit 1 - Be Proactive



I am a responsible person.

I am in charge.

I choose my actions, attitudes and moods.

Begin with the
end in mind



Begin with the
end in mind

3. Put First Things First

Habit 4:

Think Win-Win

I Win, YOU Win, We Win

I balance courage for
getting what I want
with consideration for
what others want.

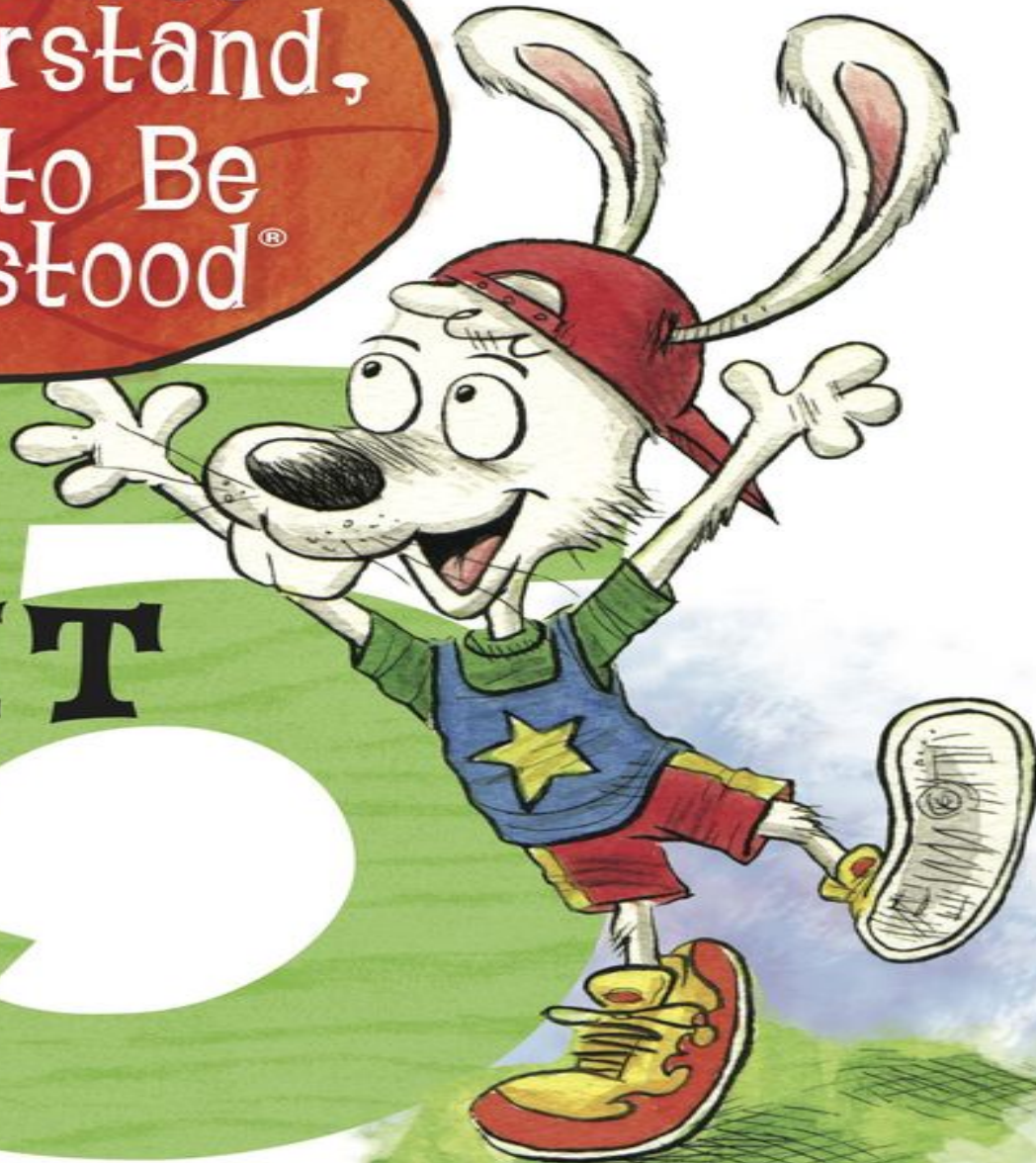


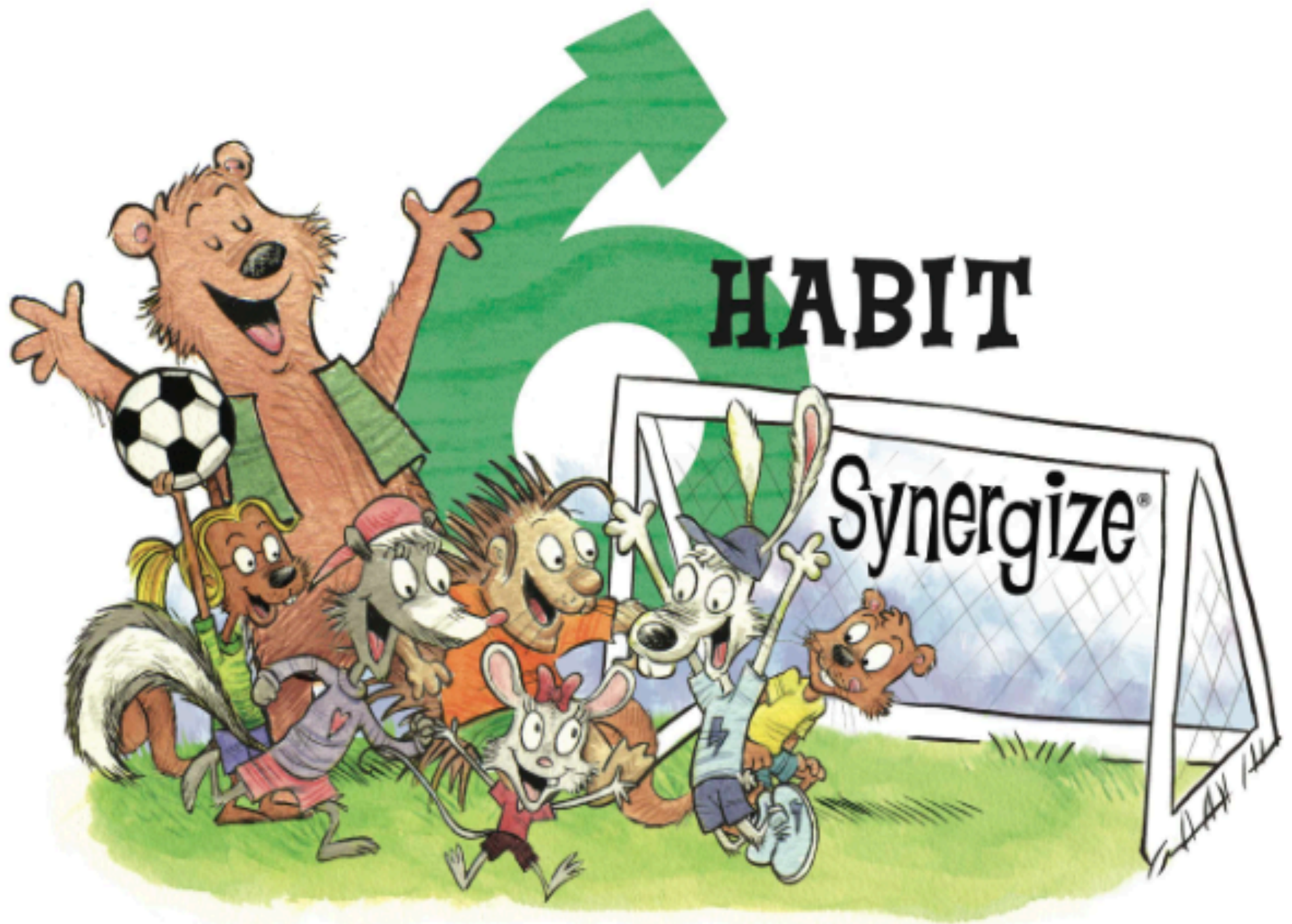
I make deposits into
others' Emotional Bank
Accounts.

When conflicts arise, I
look for third
alternatives.

Seek First
to Understand,
Then to Be
Understood®

HABIT





6. Synergize



Habit 7:

Sharpen the Saw

I take care of my body by eating right, exercising, and getting sleep.

**Balance
feels
best**



I find meaningful ways to help others.

I spend time with family and friends.

I learn in lots of ways and places, not just at school.

Getting It Together

What about Strategic Planning?

1. Why bother?
2. How do I get started?

How do I get started? The First 5 Steps

1. Answer the question, “*Who are we?*”
This forms the Preamble.
2. Answer the question, “*What is our overall purpose?*” This forms the Mission Statement.
3. Answer the question, “*What do we believe in?*” This forms your Advocacy Statement.

How do I get started? The First Five Steps

4. Answer the question, “*Why a Strategic Plan?*” This forms the Commitment.
5. When ready, determine what the objectives of the organization are based upon. . .
 - a. Who you are
 - b. Your Mission Statement
 - c. What you advocate for

Writing Objectives

STRATEGIC DIRECTION 1.

1. Provide an active program of professional development.

Approaches to achieving this strategic direction include, but are not limited to the following:

Objective	Strategy(ies) to Achieve Objective	Responsible Party	Timeframe	Achievement Indicators	Progress Update as of Board Meeting
1.a					
1.b					
1.c					

STRATEGIC PLAN

Preamble

This answers the question, “Who are we?”

The California Music Educators Association Southern Border Section (CMEA SBS) is the inclusive organization that supports and promotes all music education in the San Diego and Imperial Counties. As one of the largest state sections in California, CMEA SBS is an active advocate for music education not only in the San Diego and Imperial Counties but also the state and nation through its affiliated Membership with CMEA and NAfME: The National Association for Music Education.

The Mission Statement clarifies the overall purpose of CMEA-SBS.

The Mission of CMEA-SBS is to support and promote music education for all.

What do we advocate for? (i.e. believe in? hold as steadfast truths? items we will always move toward as being our ideals)

CMEA advocates for:

- *Comprehensive, articulated music education programs as a required component of the core curriculum and taught during the school day*
- *Meaningful, academic content standards and assessments of measurable improvements*
- *Qualified music educators, optimal instructional times, appropriate facilities and resources for music programs*

Why a Strategic Plan?

CMEA SBS strongly supports the establishment of a comprehensive, strategic plan for guiding the organization in the twenty-first century. This plan calls for a number of strategic directions, the development of objectives for achieving these directions, the assignment of responsible parties for each segment of the strategic plan, and a systematic means for ensuring on-going progress.

CMEA-SBS STRATEGIC DIRECTION 1.

1. Provide an active program of professional development.

Approaches to achieving this strategic direction include, but are not limited to the following:

Objective	Strategy(ies) to Achieve Objective	Responsible Party	Timeframe	Achievement Indicators	Progress Update as of Board Meeting
1.a Provide ongoing Mini Conferences	Determine workshop topics, schedule for subsequent school year.	Vice Presidents of Choral and Instrumental Music & Other Interested Board Members	Ongoing Info available minimum 3-6 months in advance	Events are publicized via print and electronic media	Share progress at each Board Meeting
1.b Continue to provide full day conference: Mega Arts Conference	Create schedule and invite presenters who would attract attendance	1 st Vice President Board Members	-May 1 -July 15 -August 1 -September 1	-Survey sent out to membership -Presenters and topics confirmed -Info shared with Conference coordinator -Event publicized via all print and electronic media	Mega Arts Conference October 11, 2013
1.c Employ enhanced technology to provide online professional development	Identify additional board members to assist in technology goals	Board Members	October 1, 2013	A committee will begin working on identifying resources to implement our technology goals	Share at each Board Meeting
	Create an online message board for teachers to exchange ideas, etc.	Communications Representative & Technology Representative	Summer 2014		Share at each Board Meeting

*The ONLY CURRENT AUTHORIZED EDITION of the
CLASSIC WORK on PARLIAMENTARY PROCEDURE*

**ROBERT'S RULES
OF ORDER
NEWLY REVISED**

11TH EDITION



HENRY M. ROBERT III,
DANIEL H. HONEMANN, and THOMAS J. BALCH
with the assistance of
DANIEL E. SEABOLD and SHMUEL GERBER

Provides common rules and procedures for deliberation and debate in order to place the whole membership on the same footing and speaking the same language.



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ROBERT'S RULES OF ORDER



What are Robert's Rules of Order?

The first edition of the book was published in February, 1876 by U.S. Army Major Henry Martyn Robert. Its procedures were loosely modeled after those used in the United States House of Representatives. Robert wrote *Robert's Rules of Order* after presiding over a church meeting and discovering that delegates from different areas of the country did not agree about proper procedure. The book is now in its 10th edition; *Robert's Rules of Order Newly Revised (RONR)*.

Robert's Rules of Order provides applicable rules governing key matters of meeting and general procedures, including:

Establishing a **Constitution and Bylaws** for your student organization.

Structure of the meeting **Agenda** and debate.

Motions; including making, seconding, debating, modifying and amending motions.

Sufficient majority and simple majority and which decisions are appropriate to them.

Establishment of a **quorum**.

Definition of **membership**.

Voting rights of presiding officer and voting procedures.

What Makes Our Programs Special?

Do We C.A.R.E.?

With *GREAT THANKS* to Dr. Tim!

C: REAL Communication

Do we encourage one another to reach out to each other?

Do harmony and balance apply to more than great music-making?

What Makes Our Programs Special?
Do We C.A.R.E.?

A: Attitude

Do we generate the proper attitude?

Does our attitude play a crucial role in
the outcome of our organization's
success?

What Makes Our Programs Special?

Do We C.A.R.E.?

R: Responsibility

Do we come together ready to invest energy for ongoing growth and development of our goals?

Do we respond to each other in a fashion that will advance the entire organization to the next level?

What Makes Our Programs Special?
Do We C.A.R.E.?

E: Excellence

Do we reflect a sense of excellence to go beyond the basic requirements -- to put forth extra effort?

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marcia@musicedconsultants.net



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Thank You!

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