

Crossing Over to the OTHER Side of the Podium:



Professionalism Matters!

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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.”

**Prime Goal: YOU'VE GOT TO
HAVE A VISION!**



Three (3) Connecting Principles

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

a. With Students

b. With Parents

c. With Administrators

d. With EVERYONE!

Three (3) Connecting Principles

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

STOP



LOOK

LISTEN!

Three (3) Connecting Principles

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

a. Transfer the Vision

b. Walk Slowly Through the Halls

c. Develop Each “Team Member” as a Person

d. Place People in their Strength Zones

Three (3) Connecting Principles

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

e. Model the Behavior You Desire

f. Reward for Results

g. See Everyone as a “10!”

Three (3) Connecting Principles

3. Connecting Goes Beyond Words. . .

Body
Language

Three (3) Connecting Principles

3. Connecting Goes Beyond Words. . .

*...Your actions
speak so loudly,
I can't hear what
you're saying!*



Three (3) Connecting Principles

3. Connecting Goes Beyond Words. . .

...So what do clothes have to do with it?



Clothes aren't actions! Or are they????

Three (3) Connecting Principles

3. Connecting Goes Beyond Words. . .

- a. Your “look” determines your *brand* so you must pay attention to. . .

Your Attire

Your Personal Grooming

Your Language

Your Attitude

Three (3) Connecting Principles

3. Connecting Goes Beyond Words. . .

- b. The “look” of your students determines their *brand* so you must pay attention to. . .

Their Attire

Their Personal Grooming

Their Language

Their Attitude

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***CROCKS***



Crocs are for the beach – NOT the classroom

Three (3) Connecting Principles

NEVER – EVER WEAR. . . **UGGS**



*Uggs are just glorified slippers. Slippers are PJs.
Would you wear PJs to conduct your ensemble?*

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***SWEATS***



Sweats scream, “I’m lazy! Please fire me!”

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***FACE TATOOS***



Just. . .don't. . .do. . .it!

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***MESSAGE T's***



*Unless it's promoting your School or
Music Ed Program*

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***FLIP-FLOPS***



Dressy sandals or casual loafers are fine!

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***MESSY,
WRINKLED, OR TORN CLOTHING***



Buy an iron or take your clothes to the laundry.

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***TOO MUCH
JEWELRY***



*Loud, clanky jewelry could create
unwanted percussion!*

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***ANYTHING TOO
REVEALING!***



*School is not the place to show off your abs
or your extra cellulite*

Three (3) Connecting Principles

NEVER – EVER WEAR. . . ***DIRTY SHOES***



Get some polish and clean them to a high shine

Three (3) Connecting Principles

YOU ARE A PROFESSIONAL!

DRESS LIKE ONE!



*Students, parents, and administrators
take you more seriously when you
come to work dressed as a professional.*

Three (3) Connecting Principles

PERSONAL GROOMING. . . **NAILS**



*Dirty nails say, “I don’t care enough about myself
to take care of myself.”*

Three (3) Connecting Principles

PERSONAL GROOMING. . . **NAILS**



Yes—I took a shower this morning!

Three (3) Connecting Principles

PERSONAL GROOMING... **HAIR**



Greasy hair means that you got up late which means that you are ill-prepared to teach today.

Three (3) Connecting Principles

PERSONAL GROOMING... **HAIR**



Habit 3 from Covey's "7 Habits of Highly Successful People" is: PUT FIRST THINGS FIRST

Three (3) Connecting Principles

PERSONAL GROOMING. . . *HEAVY* *MAKE-UP*



Heavy make-up says, “It’s all about me! Notice me!”

Three (3) Connecting Principles

PERSONAL GROOMING. . . **HEAVY**

MAKE-UP



Make-up should look like it's barely there.

Three (3) Connecting Principles

- b. The “look” of your students determines their/your brand so pay attention to. . .
the “look” of your Elementary School Chorus



How could this “look” be improved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so pay attention to. . .

the “look” of your Elementary School Chorus



How was this “look” achieved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so pay attention to. . .

the “look” of your School Orchestra



How could this “look” be improved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so pay attention to. . .

the “look” of your School Orchestra



How was this “look” achieved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so you must pay attention to. . .

the “look” of your Marching Band



How could this “look” be improved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so pay attention to. . .

the “look” of your Marching Band



How was this “look” achieved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so you must pay attention to. . .

the “look” of your Concert Band



How was this “look” achieved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so you must pay attention to. . .

the “look” of your School Choir

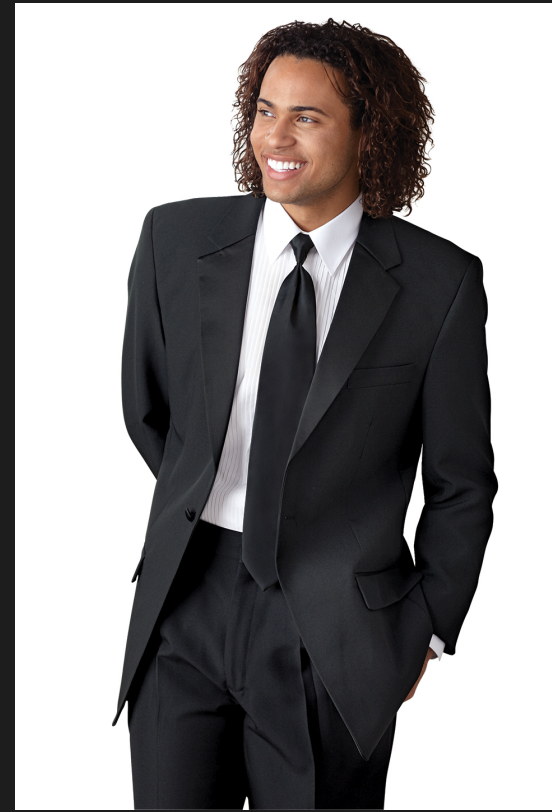


How can this “look” be improved?

Three (3) Connecting Principles

- b. The “look” of your students determines their brand so you must pay attention to. . .

the “look” of your School Choir



How was this “look” achieved?

Marcia's Hands and Shoes Philosophy Festival Checklist Conductor Attire

Attire for Ladies:

- *Identical to ensemble *or* longer dress or skirt—definitely BELOW knee
- *Formal pants
- *Black pumps—not a high heel
- *No mobile jewelry or hair styles

Attire for Men:

- *Identical to ensemble *or* suit/tux
- *Black shoes that have been shined
- *No mobile jewelry or hair styles

TIP 22

Marcia's Hands and Shoes Philosophy Festival Checklist Performer Attire

Choose a “uniform” look.

Black shoes *and* socks (or just black socks)

Hair off the face – girls *and* boys

Shirts either all tucked in *or* all hanging out

Jackets/shirts buttoned *or* not buttoned

White t-shirts underneath white dress shirts

No dangling jewelry

No sunglasses —DUH!

TIP 22

Three (3) Connecting Principles

YOUR “LOOK” REVEALS TWO THINGS:

- 1. How much you care about yourself
(self-respect)*
- 2. How much you care about others.*

Looking good!

*What a great way to show students
how much you care!*

Expressive Body Language Begins Early

Check out this Toddler



Got Smart Phone?

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Thank You!!

Presentation Posted Online:

www.musicedconsultants.net/
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