

MEMBERSHIP PROGRAMS & SERVICES

Ryan Greene

**MTNA Local Leadership Seminar
9.27.24**

AGENDA

Overview

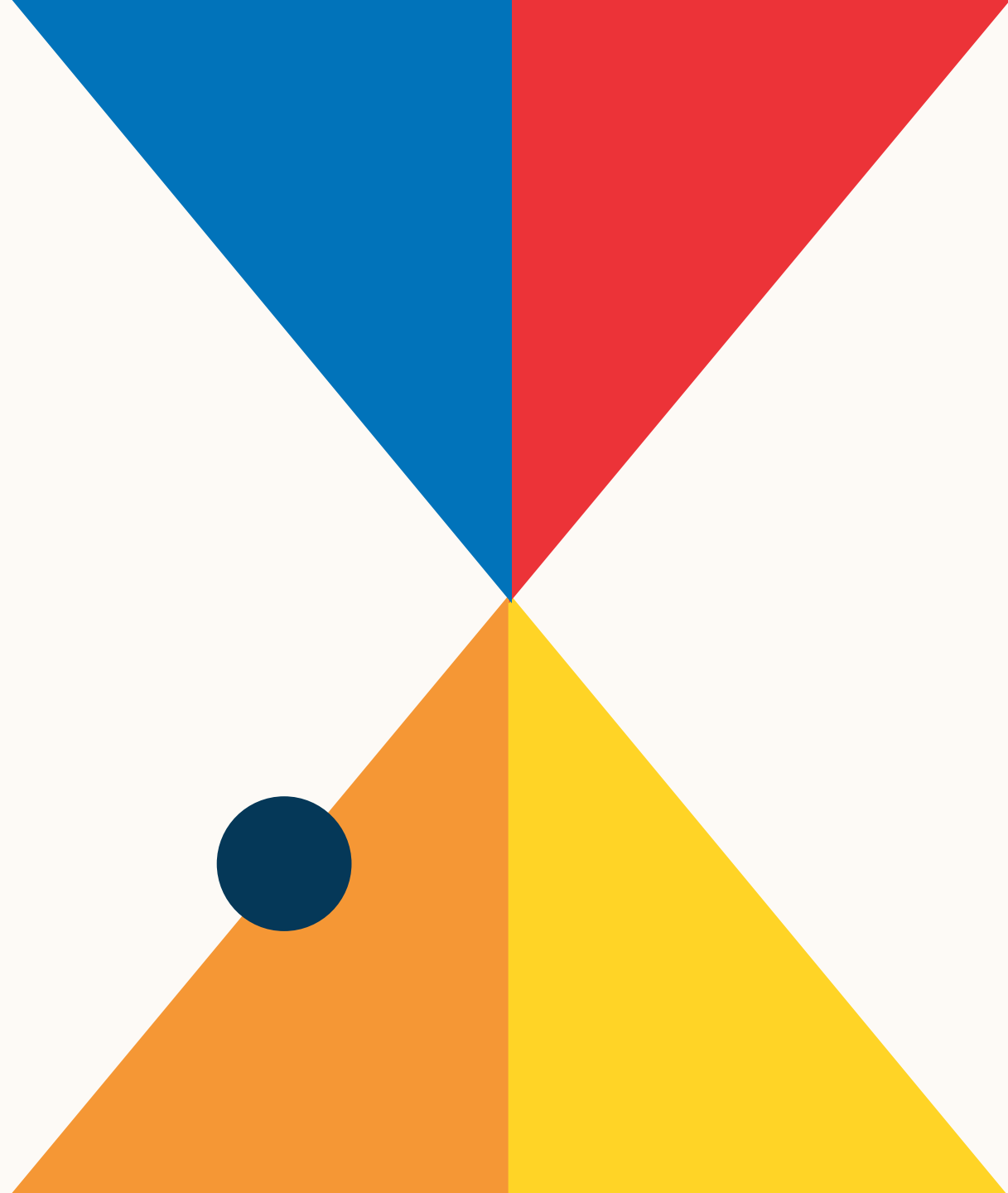
- Competitions
- Grants and Awards
- Teacher Honor Roll
- National events in 2025
- Publications
- Web Resources
- Member Discounts
- Insurance Coverage

Strategy

- Connecting with MTNA
- Leadership Bulletin
- Membership Portal
- Engaging non-members



OVERVIEW





MTNA COMPETITIONS

Terri Hlubek, NCTM, Director of Competitions, competitions@mtna.org

New This Year:

1. Composition Competitions: No Restrictions on ensemble size
2. Brass & Voice Competitions: Preliminary Round (Video Submission), Final Round (Finals- Live)

Entry Deadlines

Chamber, Brass & Voice Performance: December 4, 3:00 P.M. Eastern Time

Stecher and Horowitz Two Piano: January 6, 3:00 P.M. Eastern Time

GRANTS

mtnafoundation.org



- Collegiate Grants Deadline: November 1, 2024, at 3:00 P.M. Eastern Time
 - \$100 Collegiate Travel
 - \$750 Collegiate Chapter Enrichment

- Spring Grants Deadline: May 1, 2025 at 3:00 P.M. Eastern Time
 - \$750 Teacher Enrichment
 - \$750 Affiliate Enrichment
 - \$750 Community Engagement
 - \$5,000 Program Development



AWARDS



- MarySue Harris Studio Teacher Fellowship (Three \$5,000 recipients)
Deadline: November 5, 2024, at 3:00 P.M. Eastern Time
- Stecher & Horowitz Power of Innovation Award (One \$10,000 recipient)
Deadline: November 5, 2024 at 3:00 P.M. Eastern Time
- Composer Commissioning Program:
Distinguished Composer of the Year (One \$5,000 recipient)
Deadline: December 1, 2024 at 11:59 P.M. Eastern Time



A decorative banner with a dark red, ribbon-like background. At the top center, the letters "MTNA" are written in a gold, serif font on a small yellow rectangular background. Below this, the words "Teacher Honor Roll" are written in a large, gold, serif font, curving along the top of the banner. The banner has flowing, ribbon-like ends on both sides.

MTNA Teacher Honor Roll

- Celebrate the educators who have significantly impacted your life.
- \$50 per designee, one teacher or multiple teachers.
- Supports the MTNA FOUNDATION FUND.
- May include a memory, quote or photo to be used for publicity.
- Teachers also may be recognized posthumously.
- All will be listed on the MTNA FOUNDATION FUND website and on signage at the 2025 MTNA National Conference.
- **All contributions must be submitted by January 31, 2025**

IN-PERSON NATIONAL EVENTS 2025

- **Collegiate Symposium**
University of Oklahoma, Norman, Oklahoma
January 18–19, 2025
Call for Proposals Deadline: September 27, 3:00 PM ET
Call for Teaching Videos & Attendee Recital: October 18
- **National Conference**
Minneapolis, Minnesota
March 15–19, 2025
Call for Poster Sessions & Collegiate Chapter Sessions
Deadline: October 1, 3:00 P.M. ET

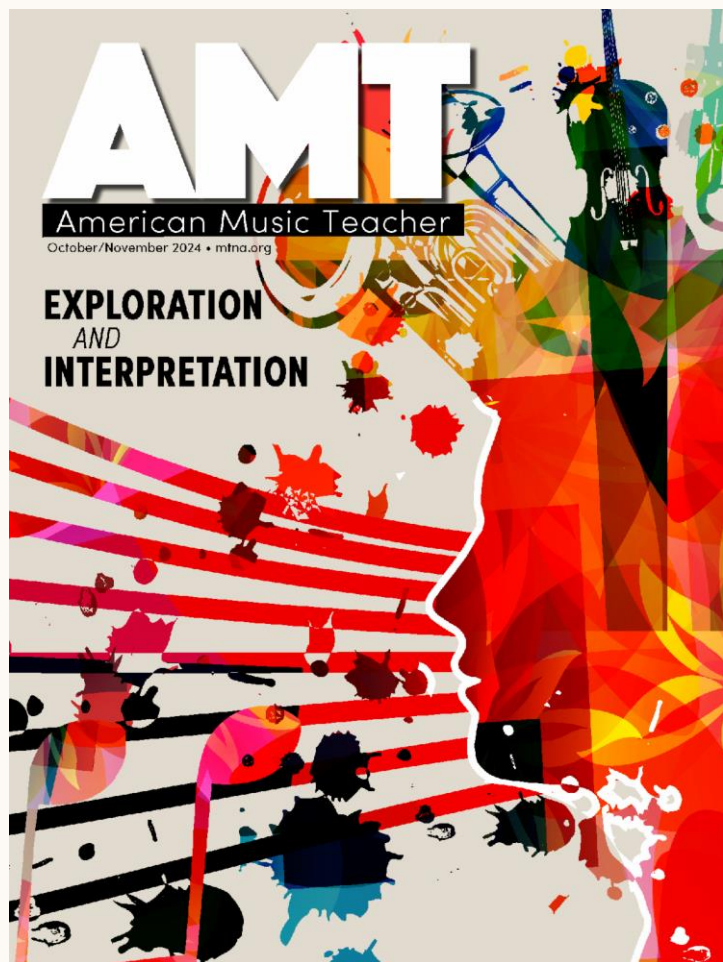


music teachers national association

TEMPO

- mtna.org/tempo
- A Virtual MTNA Conference, April 25–26, 2025
- Call for Proposals Deadline: Monday, October 14, 3:00 P.M. ET
- Sessions will be 45- and 20-minute formats.
- Separate from the national conference with original content
- Designed to be as accessible as possible to everyone

PUBLICATIONS



July 2024 • Volume 3, Issue 4

[View as Webpage](#)

Welcome

It's summer! I hope you can find time to relax and enjoy a few quiet moments before the hectic fall schedule begins. Now is the perfect time to reflect and "keep the best, throw out the rest." Let's refresh for the fall!



Need an Annual Studio Refresh Checklist? Start with the [Spotlight article](#).

Need to re-energize your entrepreneurial journey? Check out Jeremy Siskind's advice in [Meet the Entrepreneur](#).

Need to stimulate your career path after the pandemic? Explore Timothy Stephenson's [book review](#) of *Career Choices in Music Beyond the Pandemic: Musical and Psychological Perspectives*.

Need to revitalize your internal studio operations? Explore new ideas in the [Top 5](#) and [Resource Gems](#) segments.

Need to rejuvenate the positivity vibe in your teacher mindset? Check out Christina Whitlock's [Zero-Energy List](#).

Legal News: In April, the Federal Trade Commission (FTC) issued a ruling that bans non-compete agreements and clauses in most employment contexts, with very few exceptions. The ruling is scheduled to go into effect on September 4, 2024, although it is being challenged by several lawsuits, including the U.S. Chamber of Commerce. If you hire teachers and include a non-compete clause in the employment contract, [read more](#) about this new regulation and how it might change your employment policies.

Karen Thickett, NCTM



BUSINESS RESOURCES FOR TEACHERS

a benefit of MTNA membership

Karen Thickstun, NCTM, kthickst@butler.edu

Business Resources Coordinator/Immediate Past President

1. **Business Digest (Quarterly via Email)**
2. **Business Resources Webpage/Library**
3. **MTNA Member Surveys**
4. **Current Issues and Events**

MTNA BUSINESS DIGEST

July 2024 • Volume 3, Issue 4

[View as Webpage](#)

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In the Spotlight

Studio Refresh! Essential Business Topics to Revisit Annually

MTNA Business Network

Times change, but strong business practices never go out of style. An annual refresh keeps a studio vibrant, relevant and meeting the needs of students *and* parents. Compiled by the MTNA Business Network, the [Annual Studio Refresh Checklist](#) highlights important studio topics that warrant regular review. Follow along as we explore these key studio topics in more detail. [Read More.](#)



Meet the Entrepreneur

Jeremy Siskind

Jeremy Siskind is a jazz pianist, composer and author/publisher who teaches at Fullerton College. In this video, Jeremy reflects on his career path and current projects, sharing insights on key experiences and the entrepreneurial mindset that guided him to where he is now while offering advice for others with similar career goals. Learn more about Jeremy at <http://jeremysiskind.com>. [Watch Video.](#) [Read Transcript](#)



Life-Work Balance

The Zero-Energy List: Releasing Unnecessary Burdens of Teacher Life

Christina Whitlock, NCTM

Teachers are emotionally connected to their work in a deep way. After all, students are more than numbers on a spreadsheet; they are long-term investments involving untold hours of planning and care. Essential as it may be, it's that very emotional connection that sometimes leads us down the wrong path. [Read more.](#)



Top Five

Top 5 Ways to Refresh Your Studio from the Inside Out

MTNA Business Network

If the content of your studio stays the same year after year, it will feel stale to your students no matter what your marketing or website says. Time to mix it up and keep students wondering what will be exciting and different this year! [Read more.](#)



Sign In

Create Account

Cart

FIND A TEACHER



MTNA
MUSIC TEACHERS NATIONAL ASSOCIATION

EXPLORE MTNA

JOIN + RENEW

ENGAGE

STAY INFORMED

LEARN

BUSINESS RESOURCES

CONNECT

DONATE



READY, SET, RENEW

MTNA

MEMBERSHIP



Business Resources

MTNA has developed a vast collection of business resources to meet the ever-changing demands that music teachers face. Content will be added and updated to ensure MTNA members have relevant resources necessary to grow thriving studios and portfolio careers. In addition, the MTNA Business Digest, an online curated publication of current business resources is delivered quarterly via email to MTNA members.

If you have any questions regarding the Business Resources section or would like to provide feedback, [click here](#) or contact the MTNA National Headquarters at (888) 512-5278 or mtnanet@mtna.org.

DIGEST ARCHIVES

Archived issues of the MTNA Business Digest are available [here](#).

MEMBER SURVEY

The 2020 MTNA Member Survey is available [here](#). (MEMBERS-ONLY CONTENT)

CORPORATE TRANSPARENCY ACT

MTNA has compiled [FAQs](#) regarding this new federal law that went into effect January 1, 2024.



STUDIO RESOURCES

This section provides resources to assist you in developing studio policies and other documents to support business operations. Topics include: studio policies and documents, studio structure and location, and online teaching and technology support.



MARKETING

This section provides resources to assist you in marketing your studio, music school or portfolio career. Topics include: recruitment and retention of students, and digital marketing.



FINANCE

This section provides resources to assist you with the various financial aspects of operating a studio or music school. Topics include: tuition and fees, recordkeeping, fundraising and grants, taxes, insurance and retirement planning.



CAREER DEVELOPMENT

This section provides resources to assist in developing your career. Topics include: professional development, professionalism and professional documents.



ENTREPRENEURISM

This section provides resources that promote innovative thinking and creative solutions.



BUSINESS PLANNING

This section provides resources to assist with business and strategic planning.



LEGAL RESOURCES

This section provides resources to assist with legal questions you might have regarding your studio or music school. Topics include: legal resources and documents developed by the MTNA attorney; copyright; and zoning.



ARTS ADVOCACY & AWARENESS

This section provides resources to enable music teachers to become advocates for the importance of music education for all and the value of the arts in our society.

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Most viewed Business Resource articles
June 2023–August 2024



Top Five: 5 Steps for Successful Interview Lessons with Music Students
(April 2023) – 2,292 views

CTA Frequently Asked Questions for MTNA Members
(2024) – 2,018 views

Tech Tips and Tools: Studio Management Apps
(October 2021) – 1,408 views

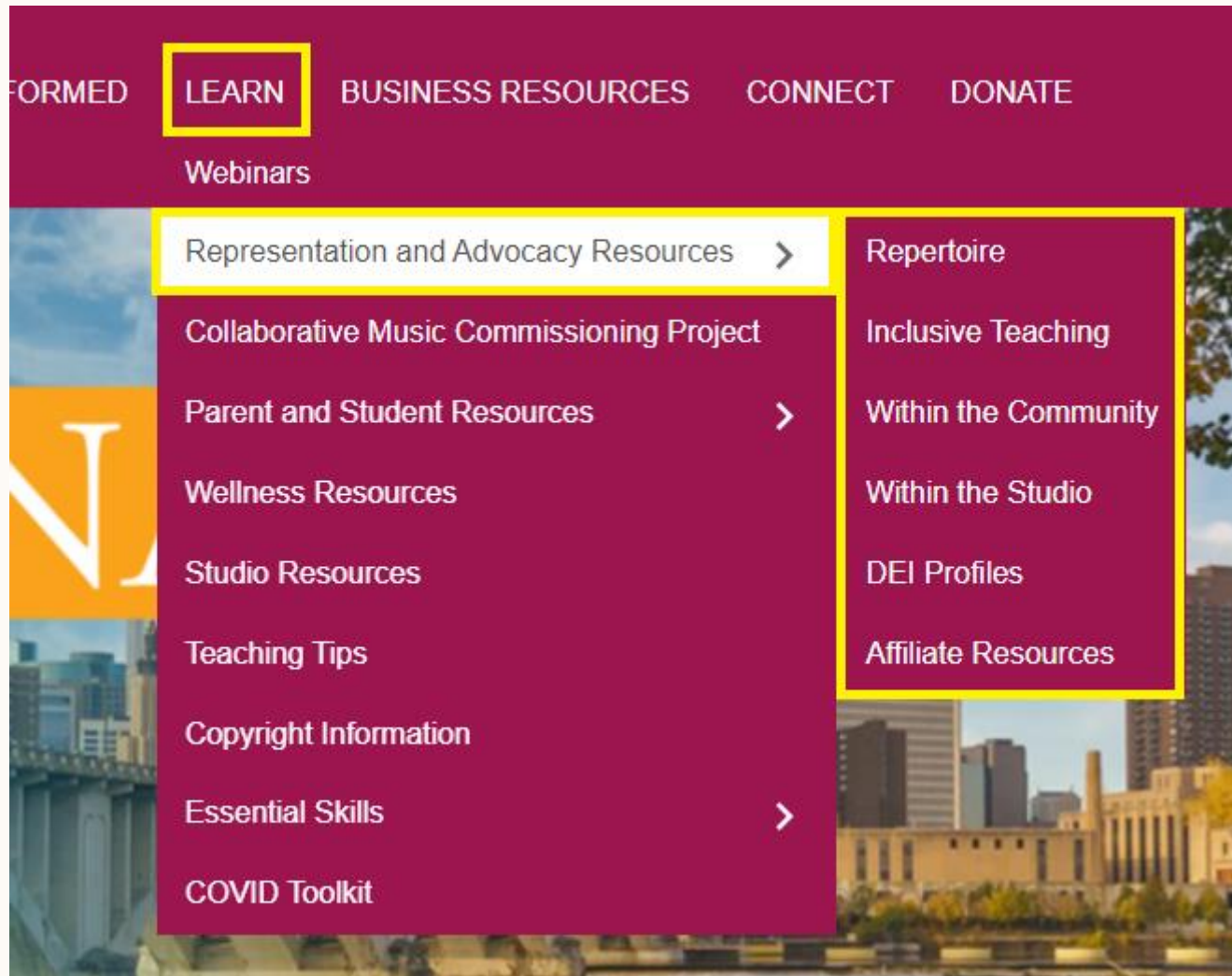
Starting a Music School
(April 2023) – 683 views

The Why, What and How of Diversifying Income
(October 2023) – 556 views



Let's
Take
A
Poll!

REPRESENTATION & ADVOCACY RESOURCES



Representation and Advocacy Resources

As part of our commitment to representation and advocacy, MTNA has developed this section of the website to organize and curate resources from *American Music Teacher*, the *MTNA e-Journal*, MTNA webinars and the MTNA website. Content will continue to be added and updated to ensure MTNA members have access to the latest information and research. If you have any questions regarding the this section of the website, contact the MTNA National Headquarters at (888) 512-5278 or mtnanet@mtna.org.



REPERTOIRE

This section provides resources on the music of underrepresented and lesser-known composers.



INCLUSIVE TEACHING

This section provides resources on teaching music students who are differently abled, have special needs or require an adaptive approach.



WITHIN THE COMMUNITY

This section provides resources to assist the studio music teacher in interacting with and contributing to the greater community.



WITHIN THE STUDIO

This section provides resources for assisting music teachers to create a more diverse and inclusive studio environment.



PROFILES

This section features resources that profile and highlight the life and work of exemplary individuals, both past and present, whose impact and contributions are timeless.



AFFILIATE RESOURCES

This section provides resources to support MTNA State and Local Affiliates.



MEMBERS ONLY DISCOUNTS PAGE

The screenshot shows the top navigation bar of the MTNA website. The header is dark red with white text and icons. The main navigation menu is also dark red with white text. A dropdown menu is open under 'Members Only', listing various services and resources. The 'Members Only' and 'Member Discounts' items are highlighted with yellow boxes.

Sign Out Hi, Ryan Cart FIND A TEACHER f t in p YouTube Instagram

MTNA MUSIC TEACHERS NATIONAL ASSOCIATION

EXPLORE MTNA JOIN + RENEW ENGAGE STAY INFORMED LEARN BUSINESS RESOURCES CONNECT

MANAGE

- Renew
- Member Benefits >
- Members Only > Member Discounts
- Webinars
- Publications
- Credit Card Services
- Debt Collection Services
- Personal Insurance Products
- Professional Insurance Products
- Professional Support
- Legal Documents
- Zoning Information

Stay Informed

Two core publications serve MTNA members and cover topics pertinent to teaching music in schools and communities:

- American Music Teacher**—the official journal of MTNA, providing articles, news, and information on legal issues, advocacy and pedagogy: educate and challenge six times a year
- MTNA e-Journal**—an online-based journal containing informational articles, news, and information on legal issues, advocacy and pedagogy: educate and challenge six times a year

AMERICAN MUSIC TEACHER The Official Journal of the Music Teachers National Association

MTNA e-journal November 2018

SHEET MUSIC DISCOUNTS

10% Link

SheetMusicPlus

15% Code



musicnotes

SHEET MUSIC ANYWHERE

20% Code



Sheet Music **Now**



OFFICE DEPOT/OFFICE MAX PROGRAM



odpbusiness.com/mtna
to register an account





ODP Business Solutions® and Music Teachers National Association have partnered to provide exclusive benefits and savings to its members including:

- Customized pricing to fit the specific needs of your business
- Curated assortment of products and services
- FREE, next-business-day delivery on qualifying orders within our local delivery areas.
- World class customer service for quick problem resolution
- Experienced account managers to help improve productivity and uncover cost savings
- Convenient payment options including single account billing or consolidated billing for multiple locations

Contact Us:

National Customer Service - 1-800-650-1222

To continue to receive your member discount, you must register below.

For an individual account, click the REGISTER button below

REGISTER

[Log in to Music Teachers National Association as a registered User](#)



ODP Business Solutions® and Music Teachers National Association provide exclusive benefits and savings to members.

- Customized pricing to fit the specific needs of your business
- Curated assortment of products and services
- FREE, next-business-day delivery
- World class customer service for our members
- Experienced account managers to assist you
- Convenient payment options including multiple locations

Contact Us:

National Customer Service - 1-800-650-2222

To continue to receive your member benefits, please click the REGISTER button below.

For an individual account, click the REGISTER button below.

[REGISTER](#)

[Log in to Music Teachers National Association](#)

Zip Code

Store Discount Program


Register for a Store Discount Program 

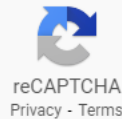
STORE DISCOUNT PROGRAM TERMS AND CONDITIONS

In consideration of issuance of an ODP Business Solutions Store Discount Program ("Card") to you, ("Cardholder"), Cardholder agrees to be bound to the following Terms and Conditions applicable to the use of the Card:

1. The Card is not a revolving or any

Terms and Conditions

 I'm not a robot



reCAPTCHA
Privacy - Terms

[SUBMIT](#)



MEMBER INSURANCE

- **Trust for Insuring Educators (TIE)**
 - Professional Liability Insurance (\$108–\$203+)
 - Life, Home, Auto, Health and Disability insurance plans
 - www.ftj.com/mtna
- **Francis L. Dean & Associates**
 - General Liability Insurance (\$176)
 - www.fdeanins.com/music-teachers-national-association
- **Clarion Instrument Insurance**
 - Substantial savings especially for multiple instruments
 - Email clarion@clarionins.com or call 1-800-848-2534 and mention you are a member of MTNA



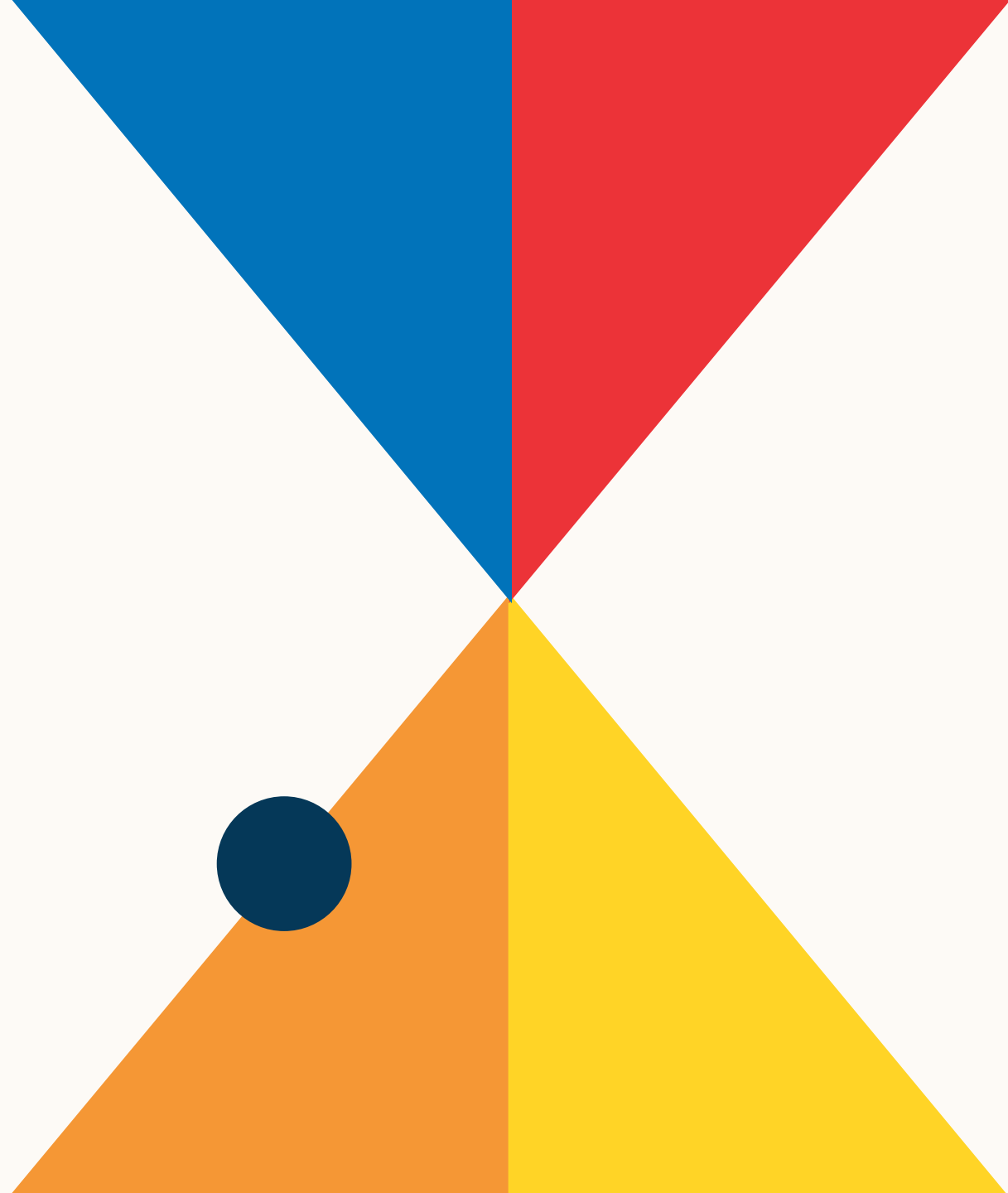
EVENT INSURANCE FOR MTNA AFFILIATES

Connect > Affiliate Services > General Liability Insurance

- General Liability Insurance (no cost to affiliates)
 - Coverage is automatic
 - Certificate of insurance request form
- General Liability Insurance + Abuse & Molestation Insurance (\$130–\$172+)



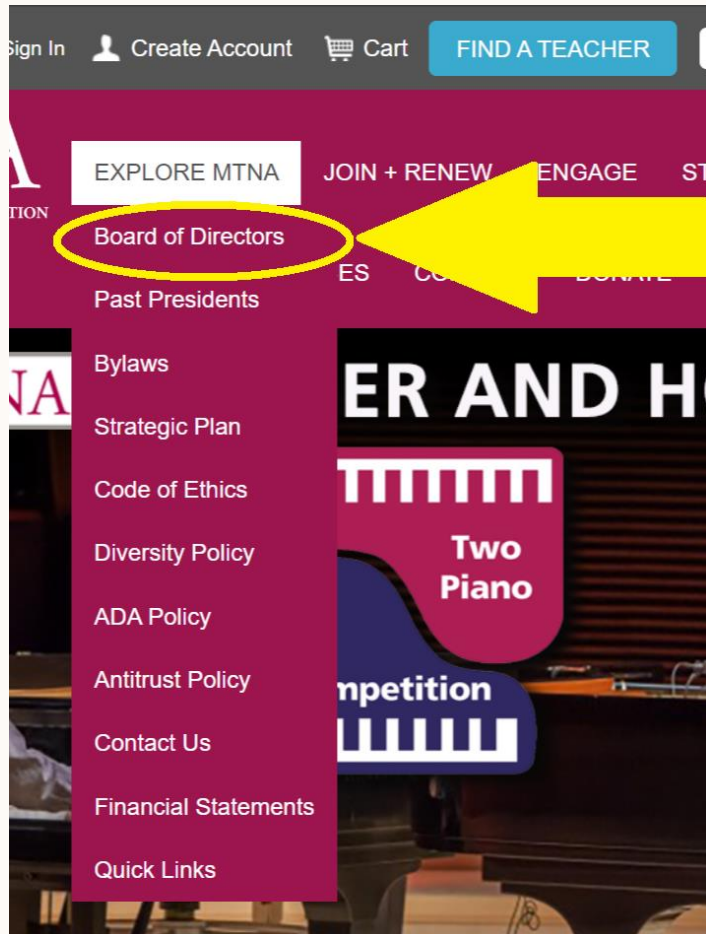
STRATEGY



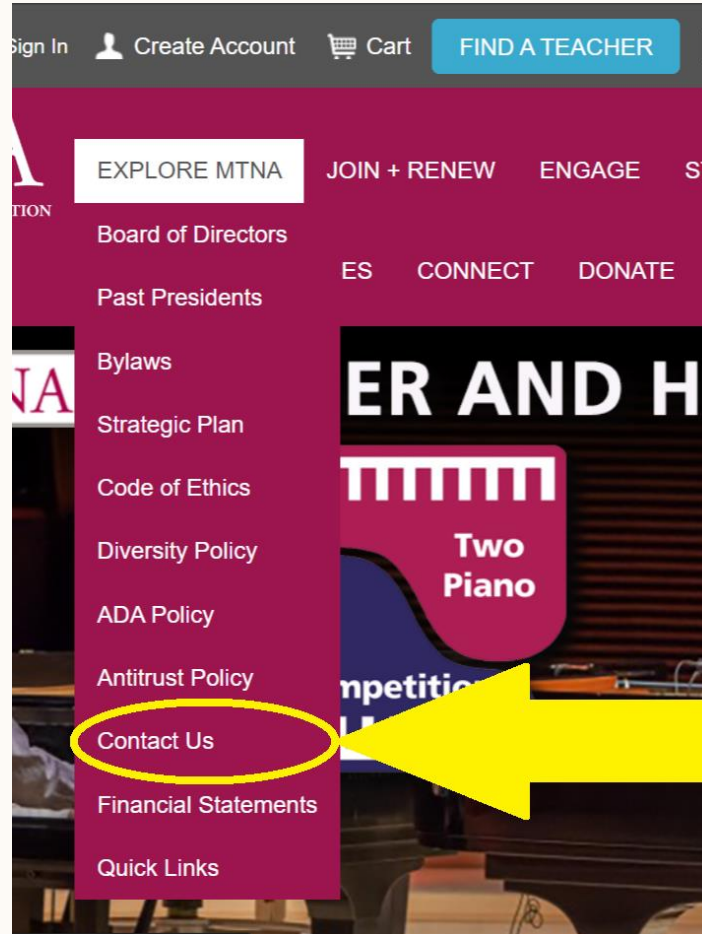
CONNECTING WITH MTNA

mtnanet@mtna.org

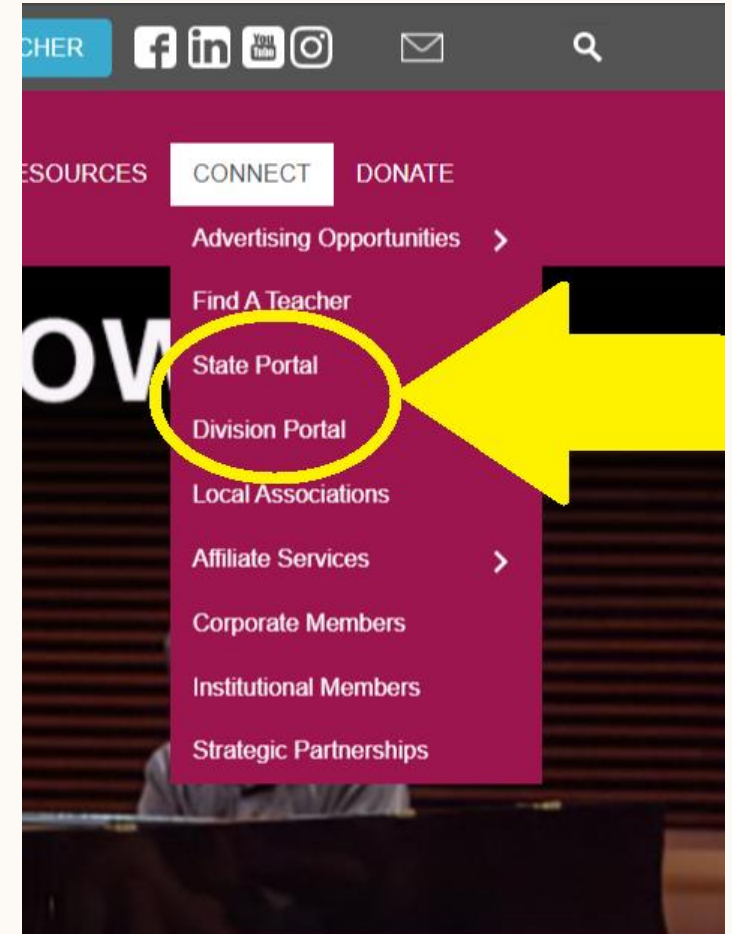
National Board



National Staff



States & Divisions



leadership

bulletin

august 2024

MTNA LEADERSHIP BULLETIN

Forming New Collegiate Chapters

Did you know there are already hundreds of MTNA collegiate chapters across the country? Learn more on the MTNA website about [establishing an MTNA collegiate chapter](#). Contact [Ryan Greene](#) for assistance in forming a chapter.



Affiliate Spotlight: Iowa State Conference: *Better Together*

The Iowa Music Teachers Association state conference, which saw nearly 100 registered attendees, truly embodied the idiom “it takes a village.” Conference planning committee chairs Cyndie Caruth, NCTM, and Mary Beth Shaffer, NCTM, shared with MTNA what made their event successful. Here, we offer some takeaways to inspire you as you plan your affiliate’s next event.



[Read More](#)

Surge in membership? Record-breaking conference registration? Viral social media post? We want to hear from you!

The Leadership Bulletin will regularly highlight local and state affiliate achievements in membership recruitment, event production, marketing and other area of programming. If you’d like to submit your affiliate for consideration, please send details and any relevant materials to Caitlin Carter, Digital Communications & Marketing Manager at the button below.

[Share Your Success](#)

Dear Brian,

Collegiate student members of MTNA are the future of the music teaching profession! As the fall semester begins for these students, we need your support to ensure they (as well as their teachers and advisors) are aware of the many ways MTNA can support them at this stage of their career.

Last month’s leadership email addressed Welcoming New Members and Member Discounts. [Click here](#) if you missed it.

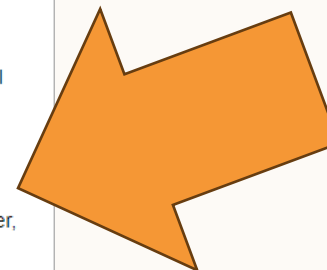
—Your MTNA Team

Strengthening MTNA’s Collegiate Membership

- [Collegiate Member Recruitment](#)—Strategies and ideas for recruiting new members and encouraging the formation of new collegiate chapters.
- [Collegiate Member Retention](#)—Ideas to maximize your students’ MTNA experience! Students who are engaged in MTNA as collegiate members are more likely to join as active members upon graduation.
- **Please note:** A collegiate chapter is not a requirement of membership. Any college student involved in music study may join MTNA even if their school has not organized a collegiate chapter.
- These letter templates are ideal for introducing non-member students and faculty to MTNA. They are in Word document format to be easily personalized.
 - [Sample Recruitment Letter to College Students](#)
 - [Sample Recruitment Letter to Faculty Members](#)

Sent monthly to

- State Presidents
- State Membership Chairs
- Local Presidents
- MTNA Board
- Division Directors-Elect



MEMBERSHIP PORTAL

- Connect > State Portal > Membership Chair Login
members.mtna.org/MTNAPortal/Login.aspx
- Reading and sorting the spreadsheet
 - Microsoft Excel
 - Apple Numbers
 - Google Sheets or Office365 (web-based)



MTNA Local/State/Division Portal Login

Member #

Last name

Login

MTNA

Western District Portal

Export Member List

Transactions between to

Joined between to

Export

ENGAGING NON-MEMBERS IN MTNA

- Former & Prospect Members
- Regularly invite to State Conference, Local Meetings, Student and Teacher events
- Learn about their teaching situation. What areas of their business could be enhanced with an MTNA benefit?
- Ultimate goal: Join MTNA as a long-term member
 - Attend State and National events
 - Engage as a volunteer
 - Make them feel like they *belong in MTNA*





THANK YOU!

Questions?

Email Ryan Greene

rgreene@mtna.org