

Membership Programs & Services

Brian Shepard
Chief Operating Officer
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Early Registration Deadline: December 5, 2023

Music Teachers National Association



Collegiate
SYMPOSIUM

January 13–14, 2024
Ann Arbor, Michigan

Proposal Deadline: September 29, 2023 (TODAY)
3:00 P.M. Eastern Time



MUSIC TEACHERS NATIONAL ASSOCIATION

August 2–3, 2024
Cincinnati, Ohio



**Collegiate Grants Deadline: November 1, 2023
3:00 P.M. Eastern Time**



**Spring Grants Deadline: May 1, 2024
3:00 P.M. Eastern Time**

MTNA
CERTIFICATION

Membership Programs & Services

Marcie Lindsey
Director of Publishing
mlindsey@mtna.org

AMT

American Music Teacher



Membership Programs & Services

Terri Hlubek
Director of Competitions
competitions@mtna.org

**Deadline for Chamber Music:
December 6, 2023, 3:00 P.M. Eastern Time**

**Deadline for Stecher and Horowitz Two Piano:
January 5, 2024, 3:00 P.M. Eastern Time**

Membership Programs & Services

Ryan Greene

Director of Membership Development and Affiliate Relations

rgreene@mtna.org

Overview

1. Leadership Community Files
2. Virtual Summit for MTNA Leadership Resources
3. Affiliate Services
4. Member Insurance
5. Members Only Discounts
6. Diversity, Equity & Inclusion Resources
7. Business Resources and *MTNA Business Digest*
8. Find a Teacher Tool
9. How Member Discounts can Cover the Cost of Membership

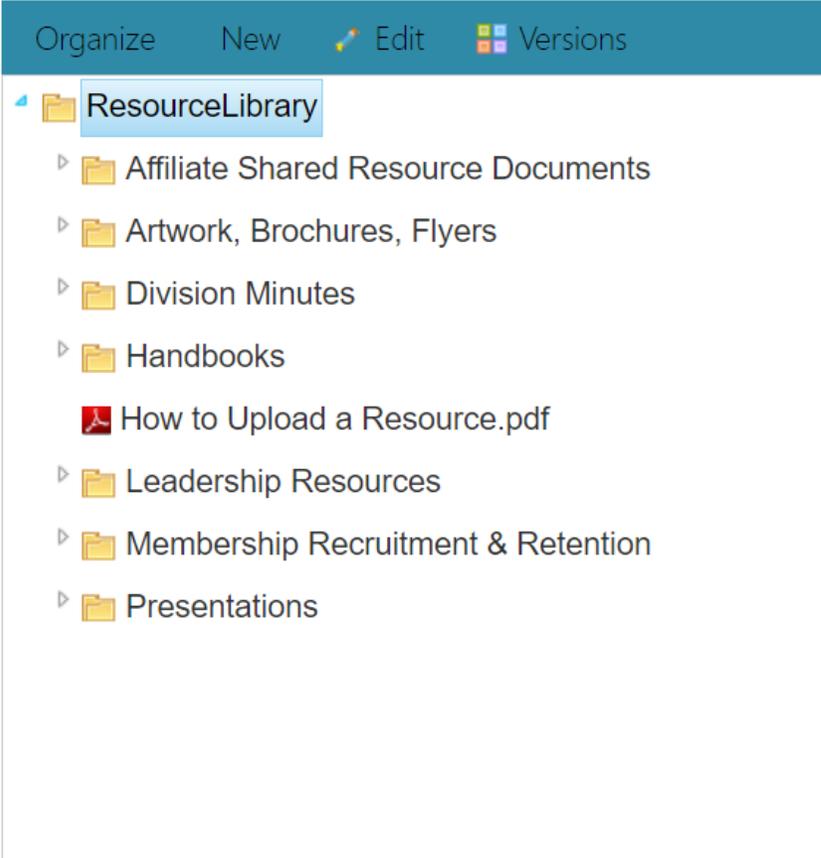
Leadership Community Files

Look for this in your MTNA profile!

My Communities

[Leadership](#)

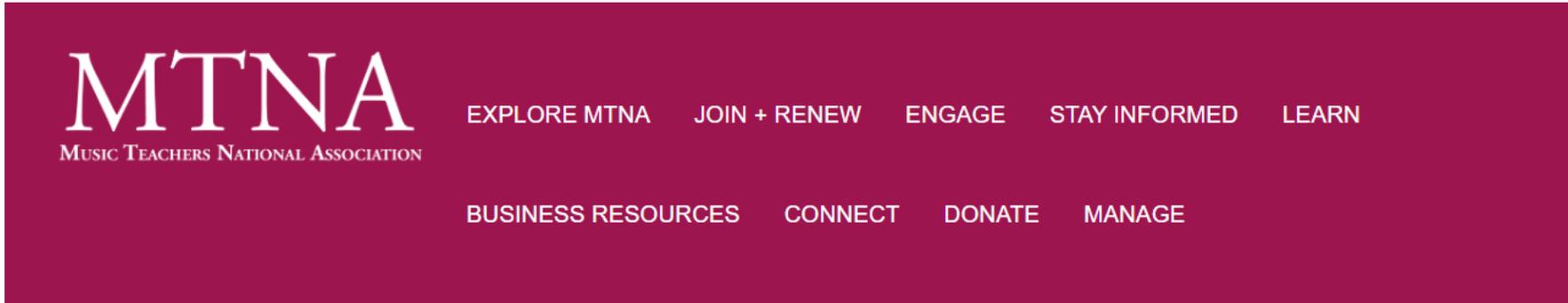
Resource Library



Organize New Edit Versions

- ResourceLibrary
 - Affiliate Shared Resource Documents
 - Artwork, Brochures, Flyers
 - Division Minutes
 - Handbooks
 - How to Upload a Resource.pdf
 - Leadership Resources
 - Membership Recruitment & Retention
 - Presentations

ENGAGE > Summit for MTNA Leadership



Summit for MTNA Leadership

The Summit for MTNA Leadership is designed to encourage networking and accomplish the following objectives:

1. To better understand the workings of an association
2. To plan for long-term stability of the association
3. To strengthen "The MTNA Connection": The link between local, state and national levels
4. To deal with crucial issues confronting the association
5. To determine MTNA's role in the future of the music teaching profession

Summit 2021 Resources

The 2021 Summit for MTNA Leadership was held virtually.
Resources from the event can be found [here.](#)



Summit 2020 Resources

The 2020 Summit for MTNA Leadership was held virtually.
Video Resources from the event can be found [here.](#)



ENGAGE > Summit for MTNA Leadership

2021 Virtual Summit for MTNA Leadership

Online Resource Library

MTNA has provided this online library of digital resources to assist you in your national, state or local leadership role. Questions? Contact the MTNA National Headquarters at mtnanet@mtna.org or (888) 512-5278.

Keynote Address with Mackie Spradley, NAFME President

Originally broadcast September 17, 2021

Panel Discussion on The Diverse and Culturally Responsive Association with Leah Claiborne, Veena Kulkarni-Rankin, William Chapman Nyaho, NCTM and Martha Hilley, NCTM, Moderator.

Originally broadcast September 18, 2021

ASSOCIATION 101

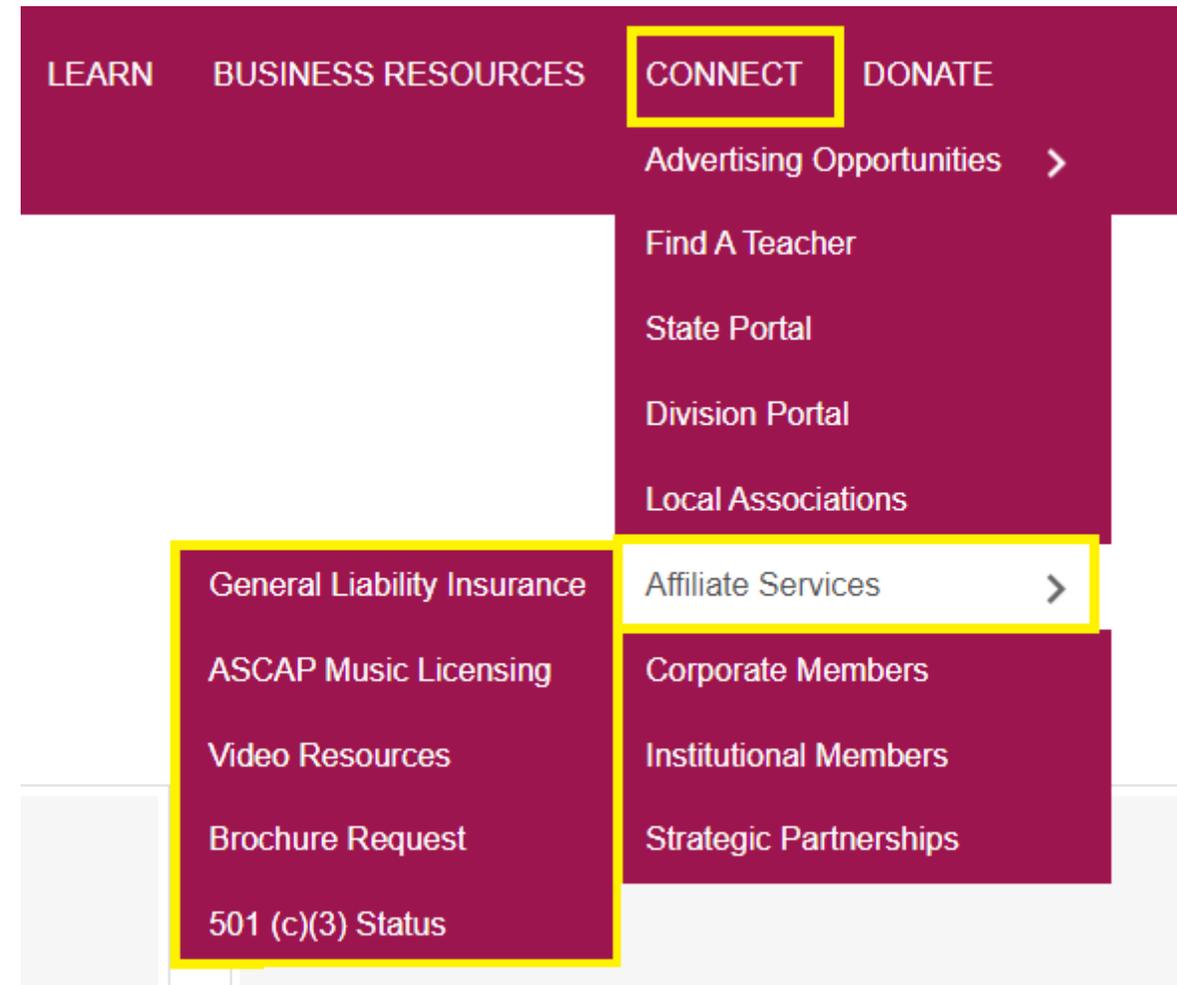
What is an association?	What is Incorporation?	Do board members have any legal liability?
Where did associations come from?	What are Articles of Incorporation?	What is the difference between a 501(c)(3) and a 501(c)(6)?
What's the difference between a For-Profit and a Non-Profit?	How do Bylaws work?	How does the Federal Trade Commission affect associations?
What is Private Inurement?	How does a Board of Directors function?	

TUTORIAL VIDEOS

MTNA Publications and Resources	How to access the Leadership Community	General Liability Insurance
Members Only Discounts	How to download membership data	ASCAP Music Licensing
Members Only Insurance	How to use the Find a Teacher tool	501(c)(3) Group Exemption Program

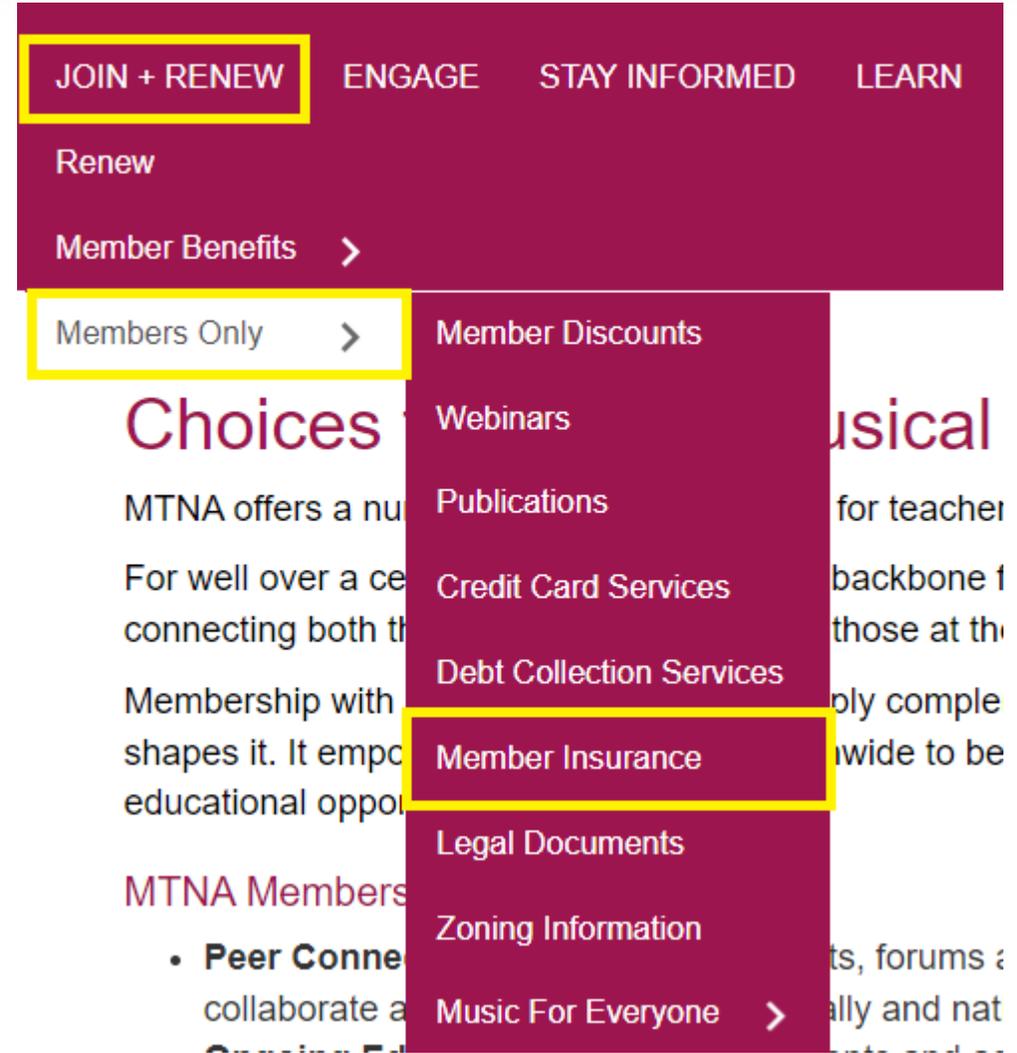
Affiliate Services

- General Liability Event Insurance
 - New per-event coverage option from Frances L. Dean & Associates
- ASCAP Performance Licensing Fees
- Brochure Request
- 501(c)(3) Group Exemption Program



Member Insurance

- Trust for Insuring Educators (TIE)
- Frances L. Dean & Associates
- Clarion Instrument Insurance



Members Only Discounts Page

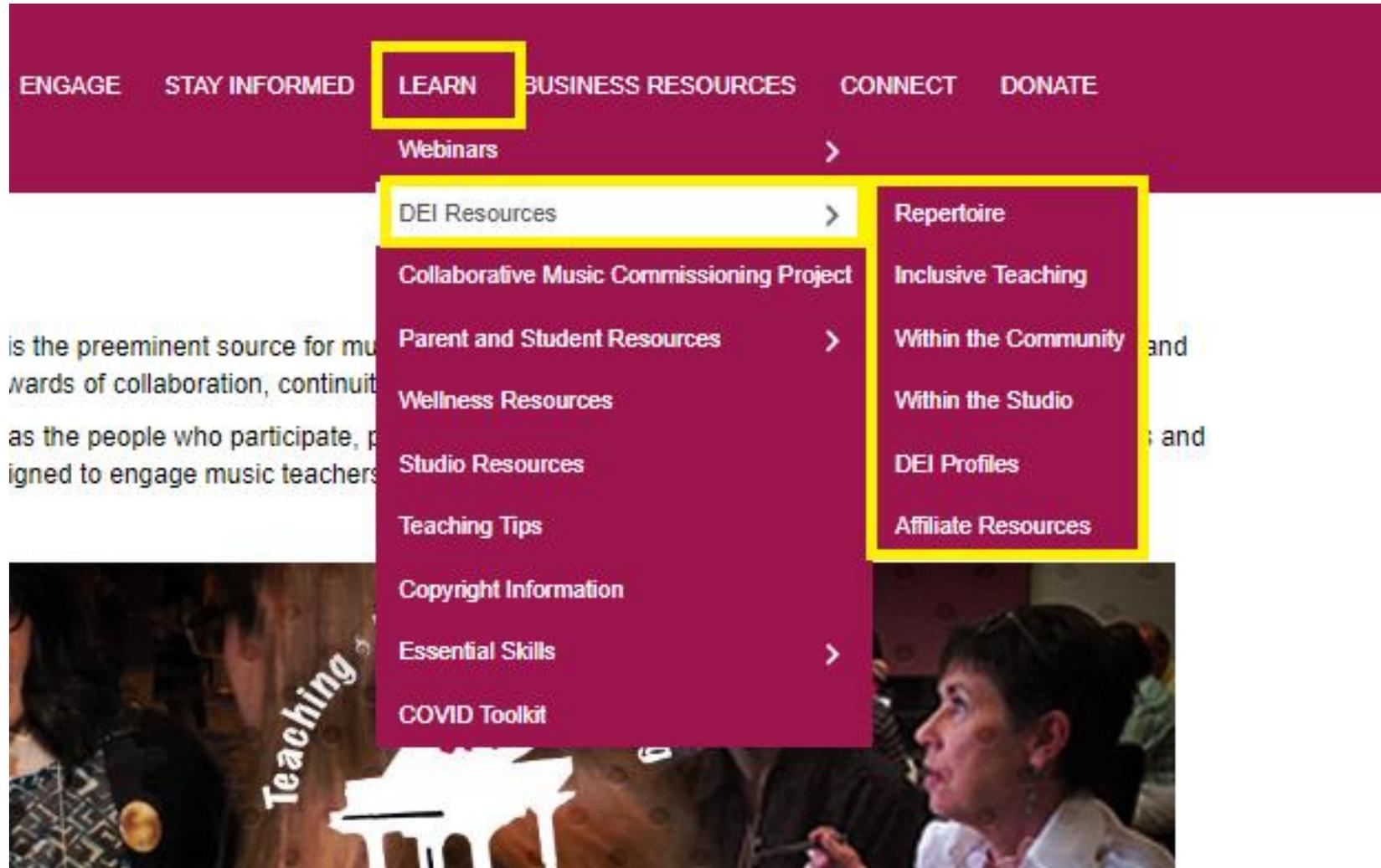
The image shows a dark red navigation bar with several menu items. The 'JOIN + RENEW' item is highlighted with a yellow box. Below it, a dropdown menu is visible, with 'Members Only' highlighted in yellow. From 'Members Only', a sub-menu is open, and 'Member Discounts' is highlighted in yellow. The sub-menu items are: Webinars, Publications, Credit Card Services, Debt Collection Services, Member Insurance, Legal Documents, Zoning Information, and Music For Everyone.

- EXPLORE MTNA
- JOIN + RENEW**
 - Renew
 - Member Benefits >
 - Members Only >**
 - Member Discounts**
 - Webinars
 - Publications
 - Credit Card Services
 - Debt Collection Services
 - Member Insurance
 - Legal Documents
 - Zoning Information
 - Music For Everyone >
- ENGAGE
- STAY INFORMED
- LEARN

Diversity, Equity & Inclusion Resources

Business Resources

Diversity, Equity & Inclusion Resources



Diversity, Equity and Inclusion Resources

As part of our commitment to diversity, equity and inclusion, MTNA has developed this section of the website to organize and curate DEI 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 Diversity, Equity and Inclusion 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.



DEI 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.

Business Resources

MTNA understands the ever-changing demands that music teachers face. To meet those needs, a vast collection of business resources has been developed by the association. Content will continue to be added and updated to ensure MTNA members have access to resources necessary to grow thriving studios and portfolio careers. 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.

During this COVID pandemic, special COVID-related resources are available in MTNA's [COVID Toolkit](#).



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.



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.



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.



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.



COMMUNITY ENGAGEMENT

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



GENERAL

This section includes a variety of general resources that do not fit into the categories listed above but which help to further refine the business practices of studio teachers.



RESOURCE GEMS

With an overabundance of resources available, it is easy to feel overwhelmed. Here are three valuable resources chosen specifically to assist you in your professional life.



ARCHIVES

For your convenience, the MTNA Business Digests are archived.

MTNA BUSINESS DIGEST

January 2023 • Volume 2, Issue 2

[View as Webpage](#)

Welcome

In our ever-changing world, we continually need to learn “how to.” This Digest offers suggestions for a number of “how to’s,” such as how to create a podcast, how to grow as an entrepreneur, how to best use Excel in your studio, how to fund a start-up business, how to pursue payments when they are withheld and how to find and follow some of the best podcasts for music educators. Our final entry is an excellent book on human nature, a great tool for how to better understand ourselves and our students.



Beth Gigante Klingenstein, NCTM
MTNA Business Resources Coordinator

In the Spotlight

So You Want to Start a Podcast? A Podcasting Primer

Andrea Miller



Have you been curious about starting a podcast? Do you have a message to share and wonder if podcasting would be a good medium with which to do that? Whatever the case may be, today we're pulling back the curtain and demystifying what it takes to start a podcast. [Read more.](#)

Meet the Entrepreneur

Keeping It Simple!

Tony Parlapiano



Triangles are Tony Parlapiano's favorite shape, and the triangle between student, parent and teacher satisfaction is an especially important one to him. In this video, Tony shares the varied approaches to studio structure he has experienced through the years, ending with his current decision to move from private lessons to individually accessed online classes. [Watch video.](#)

Technology Tips and Tools

EXCEL-ling Your Music Studio

Deborah How and Nancy Woo



Have you ever wondered how to create a beautifully designed recital program with a minimum amount of effort? Join us in this short two-part series: first, learn how to sort and organize student information in Excel; then, learn how to use Microsoft Word with Excel to produce a professional recital program. [Watch Videos.](#)

Top Five

Top Five Ways to Fund a Start-Up Business

Tim Stephenson



The business aspects of starting your teaching studio can feel like a daunting task. Teaching materials, technology, piano upkeep, accounting and organizational software—all of these initial needs cost money and prevent many teachers from taking the first critical step towards opening their own studios. The good news is that there are many ways to gather the funds you need to start your business without breaking your bank. [Read more.](#)



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Find a Teacher Tool

The image shows a screenshot of the MTNA website. At the top, there is a dark navigation bar with the following elements from left to right: "Sign Out", a user profile icon with the text "Hi, Ryan", a shopping cart icon with the text "Cart", a blue button labeled "FIND A TEACHER", and social media icons for Facebook, Twitter, LinkedIn, Pinterest, YouTube, and Instagram. Below this is a maroon navigation bar with the MTNA logo on the left and menu items: "EXPLORE MTNA", "JOIN + RENEW", "ENGAGE", "STAY INFORMED", "LEARN", "BUSINESS RESOURCES", and "CONNECT". A dropdown menu is open under "JOIN + RENEW", listing: "Renew", "MANAGE Member", "Members On", "Member Discour", "Webinars", "Publications", "Credit Card Services", "Debt Collection Services", "Personal Insurance Products", "Professional Insurance Products", and "Professional Support". Two large yellow arrows point upwards from the bottom towards the "Hi, Ryan" profile and the "FIND A TEACHER" button. The main content area below the navigation bar features a section titled "Stay Informed" with text about publications and a list of services.

Sign Out Hi, Ryan Cart FIND A TEACHER

MTNA MUSIC TEACHERS NATIONAL ASSOCIATION

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

Renew

MANAGE Member

Members On

Member Discour

Webinars

Publications

Credit Card Services

Debt Collection Services

Personal Insurance Products

Professional Insurance Products

Professional Support

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 commentary on current events in music education.

MTNA e-Journal—an online-based journal containing informational articles, research, and resources.

Legal issues, advocacy and pedagogy:

Educate and challenge six times a year

atures and extras

How Member Discounts Can Cover the Cost of MTNA Membership

Hypothetical Membership Cost (Active Member)

National Dues	\$97
Oklahoma Dues	\$40
Norman MTA Dues	\$20
TOTAL	\$157

How Member Discounts Can Cover the Cost of Membership

Example 1

PRODUCT/SERVICE	RETAIL PRICE	MEMBER PRICE	SAVINGS
SheetMusicPlus.com	\$200	\$180	\$20
O.D. B&W Copies	300 @ \$0.14 = \$42	300 @ \$0.05 = \$15	\$27
O.D. Color Copies	50 @ \$0.58 = \$29	50 @ \$0.32 = \$16	\$13
Wyndham hotels	\$250	\$200	\$50
AVIS/Budget rentals	\$100	\$75	\$25
Duet Partner (Studio mgmt. software)	\$220	\$176	\$44
TOTALS	\$841	\$662	\$179

How Member Discounts Can Cover the Cost of Membership

Example 2

PRODUCT/SERVICE	RETAIL PRICE	MEMBER PRICE	SAVINGS
MusicNotes.com	\$100	\$85	\$15
O.D. HP Printer Ink	\$51	\$40	\$11
Lenovo.com (PCs, tablets, other tech)	\$300	\$270	\$30
BetterHelp.com	\$1,000	\$850	\$150
TOTALS	\$1,451	\$1,245	\$206

How Member Discounts Can Cover the Cost of Membership

Example 3

PRODUCT/SERVICE	RETAIL PRICE	MEMBER PRICE	SAVINGS
BetterHelp.com	\$240	\$0 (Free Month)	\$240
US Pharmacy Card	\$100	\$50	\$50
<i>TIE Prof Liability Ins</i>	<i>\$300-\$600+</i>	<i>\$100-\$300+</i>	<i>\$100</i>
TOTALS			\$390

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