




## Communicating With Your Administrators...or... How To Talk So Principals Will Listen

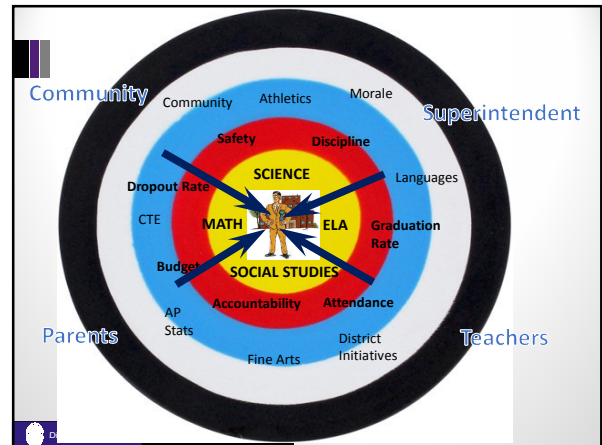


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### There Is No Magic Bullet

- It is about educating the person- advocacy
- It will not always happen the first year
- It may never happen

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“No significant learning occurs without a significant relationship.”

Dr. James Comer  
Maurice Falk Professor of Child Psychiatry at the Yale Child Study Center

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### Know Your Audience

- Experience with arts before?
- Numbers person?
- Relationships person?
- Have they been a principal before?
- What is their personality/leadership style?

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## What Are You Trying To Accomplish?

- Identify the problem- staffing, scheduling, etc.
- Do your homework
- What are your school and/or district goals?
- Follow appropriate protocol

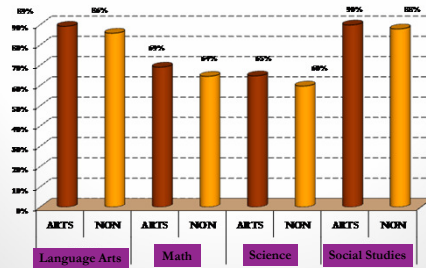
## Advocacy

- Educate the head
- Educate the heart

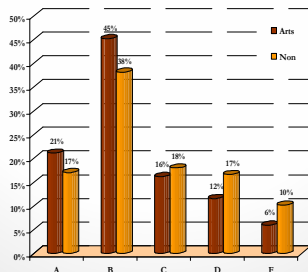
## Educate the Head

- Proof by the numbers
- Increased test scores
- Concrete evidence that this will be of benefit to a child

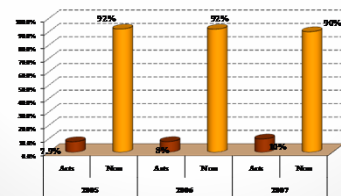
## TAKS Met Standard



## Final Grades



## Discipline Totals Comparison



## Champions of Change: The Impact of the Arts on Learning

1. The arts reach students who are not otherwise being reached.
2. The arts reach students in ways that they are not otherwise being reached
3. The arts connect students to themselves and each other.

## Champions of Change: The Impact of the Arts on Learning

4. The arts transform the environment for learning.
5. The arts provide learning opportunities for the adults in the lives of young people
6. The arts provide new challenges for those students already considered successful

## Real World Applications

Dan Pink

- A Whole New Mind: Why Right Brainers Will Rule the Future
- The Role of Creativity in 21<sup>st</sup> Century Workforce Preparation- Dan Pink

## Real World

### Applications

"The creative industries offer **numerous benefits to state economies**, and states have an opportunity to both **improve livability** and **boost state and local economies** by investing in the arts and culture."



## Real World Applications



### Sorry About That: Wells Fargo to End Ads Suggesting Science Over Arts

Wells Fargo is deeply committed to the arts, and we offer our sincere apology for the initial ads promoting our Sept. 17 **Teen Financial Education Day**. They were intended to celebrate all the aspirations of young people and fell short of that goal. We are making changes to the campaign's creative that better reflect our company's core value of embracing diversity and inclusion, and our support of the arts. Last year, Wells Fargo's support of the arts, culture and education totaled \$93 million.

Donna Lynne Champlin @CLChamplin  
2016's highest paid actor at \$64 million vs highest paid botanist at \$165,049. @WellsFargo, u sure ur a bank? #math

## Arts and the Brain

- Brain Stimulation- repetition- not "drill and kill" but "drill and thrill" Repeat ideas with a twist.
- Embeds the learning faster, on a deeper level
- Provides fun and relaxation
- Collects and brings whole groups together
- Builds rapport and encourages bonding
- Comforts the soul during painful times and stirs emotions during patriotic celebrations

• "Music With the Brain in Mind," Eric Jensen

## Know the Law

- Goals 2000- 1<sup>st</sup> Arts Standards
- 2001-No Child Left Behind- Arts are “core”
- 2014- National Core Arts Standards
- 2015- Every Student Succeeds Act- lists “music and the arts” as essential in a “well-rounded education.
- What does YOUR state say?

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## Educate The Heart

- The feeling you get when you participate in the experience
- The idea of giving a child a well-rounded education
- The positive life skills students learn from being in the organization

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## Working with Administration

- **Be PROFESSIONAL**
- Be passionate about what you do, but be aware of the big picture
- Be flexible.
- Be patient and understanding
- Invite them to participate
- Share your successes--promote the program

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## Communication

- Don't surprise the boss- allow them to play offense instead of defense
- No last minute field trips, pull outs, etc. “Everything you do affects everything I do”
- Multiple forms of communication with parents-emails, newsletters, phone calls, meetings
- Use professional language, proper grammar, etc.

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## Provide Quality Instruction


- We are no longer considered “extra”
- Every Student Succeeds Act- lists music and the other arts as essential in providing a well-rounded education

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## You Have To Do a Little “Schmoozing”

- Volunteer to do something without being asked
- Appreciation breakfast for teachers
- Special events...even if you don't really want to
- Eat lunch with them- show them you are one of them


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 Grass is Greener.....

On the other side of the  
fence?

or

**Where you tend it?**

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