



## What would your studio look like if you could design it from scratch?

How many students? \_\_\_\_\_

How many hours per week? \_\_\_\_\_

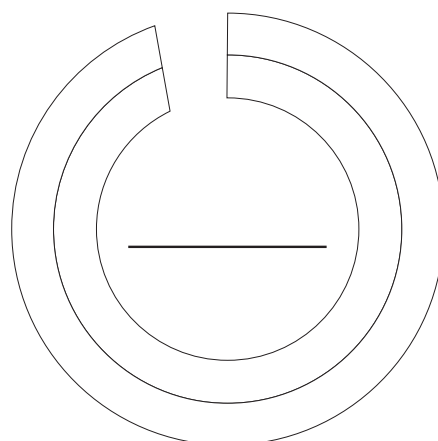
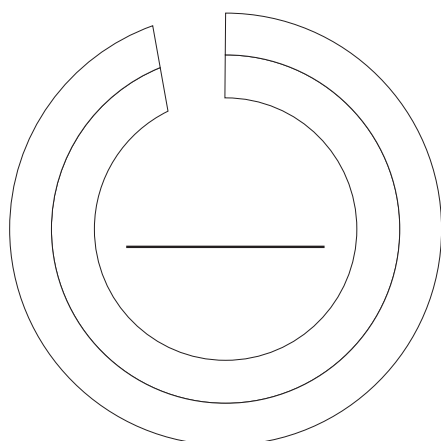
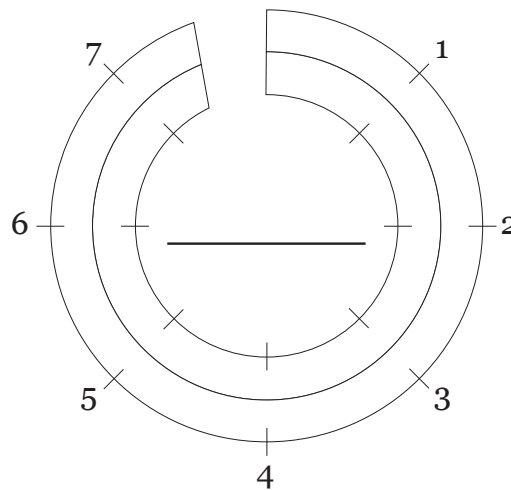
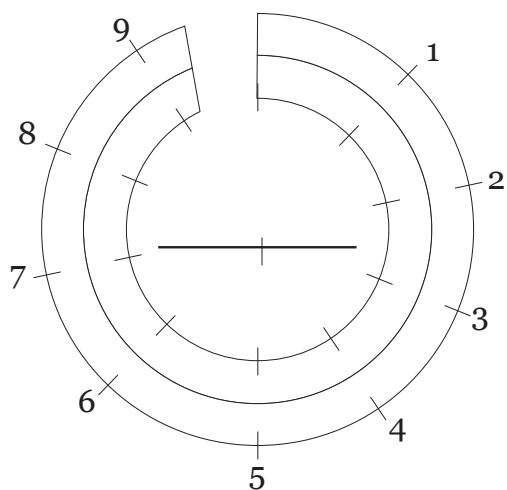
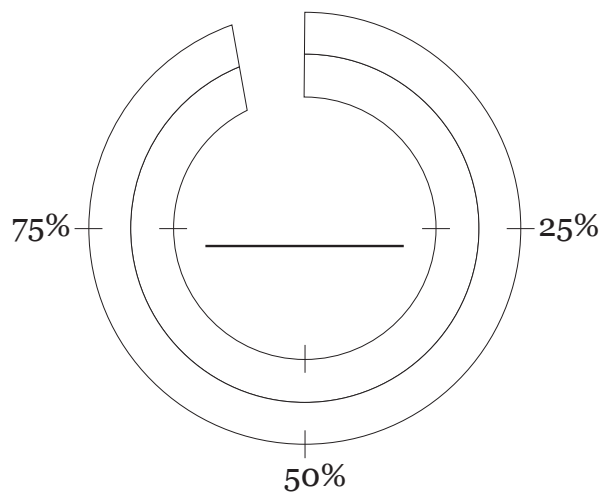
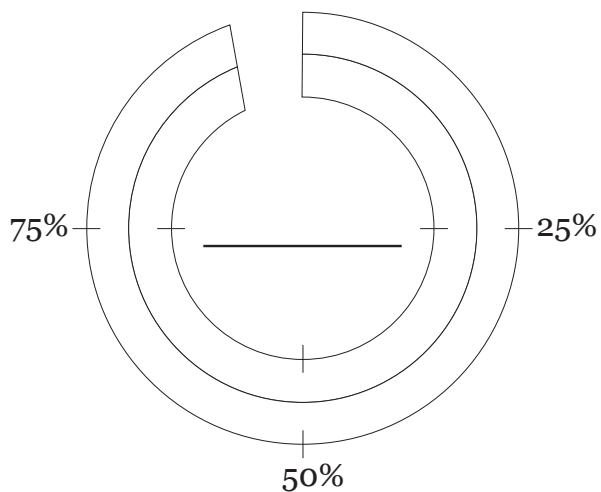
Where would you teach? \_\_\_\_\_

How much would you make? \_\_\_\_\_

## 3 KEY AREAS OF YOU

**DIET****WORK/LIFE BALANCE****HEALTH/FITNESS**

Rate how you're doing in each of the areas that is important to you. Consider rating your sleep, overall health, exercise, quality of diet, or anything else that might need some improvement.



2018 HEALTH/LIFESTYLE PLAN

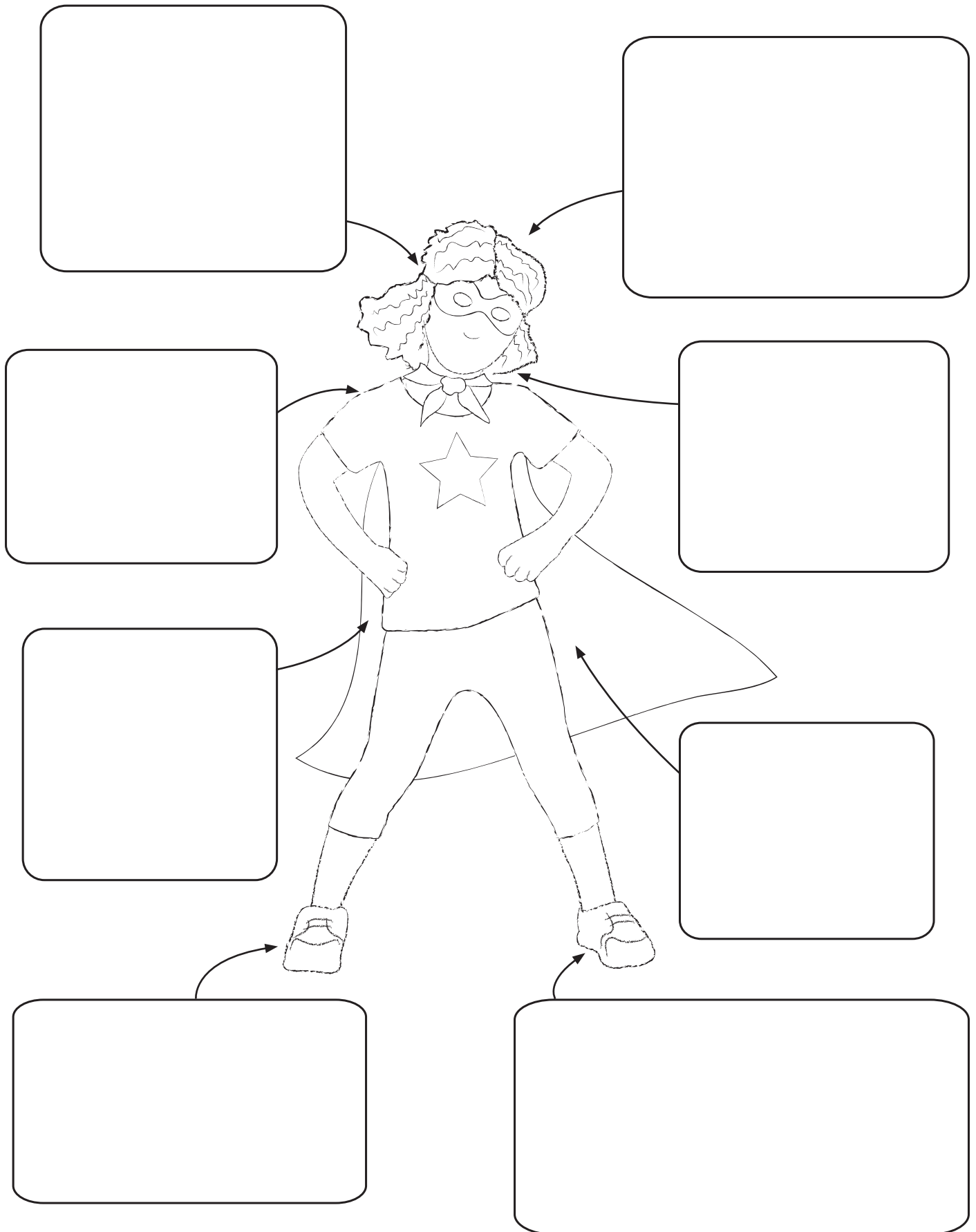
GOAL SETTING

What are your goals and how will you achieve them?

AREA	Plan: How will you get to your goal?			Start here
	JAN	FEB	MAR	END GOAL
E.g. Sleep	No screens in bed	Bed by 11	Bed by 10	Bed at 10pm & 8 hrs sleep every weeknight

## YOUR DREAM STUDENT IN 5-10 YEARS

What skills would you like them to have? Think about aural, reading, performance and any other things that you want your students to learn in your studio.



## PHILOSOPHY/GOALS WORKSHEET

### WHAT I'D LIKE MY STUDENTS TO BE ABLE TO DO

Choose 5 from yesterday's brainstorm.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### ACTIVITIES I NEED TO PRIORITISE IN LESSONS FOR EACH GOAL

What needs to happen in lessons to achieve each of your goals above?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### LEARNING I NEED TO DO

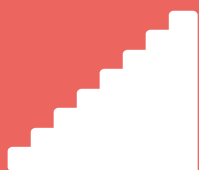
Think about resources and where you might find help online or at training events.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## 3 KEYS TO COMPREHENSIVE LESSON PLANNING

### TECHNIQUE - REPERTOIRE - CREATIVE

Scales/  
arpeggios



Drills  
e.g. Chord drills, note  
naming apps, etc.



Aural/rhythm/  
sight reading etc.



Completed  
repertoire



Easy reads or  
“1 week pieces”



Challenging  
repertoire



Improvising/  
composing



Lead sheet  
playing



Off-page  
activities



### TECHNIQUE - REPERTOIRE - CREATIVE

## REPERTOIRE AUDIT

Use this three step process to take a good look at the repertoire you really use, what you can get rid of, and the planning you need to do to keep your teaching fresh with new music.

### STEP 1: AUDIT

Date of Audit: \_\_\_\_\_

Top 10 pieces/books I use.

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

### MY ABSOLUTE TOP 5 GENRES/BOOKS/PIECES/COMPOSERS

What couldn't you teach without?

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### STEP 2: PLAN

#### TIME SPENT ON REPERTOIRE EXPLORATION PER WEEK

How much time do you spend finding and exploring new teaching repertoire?

Currently \_\_\_\_ hours per week = \_\_\_\_% of my teaching hours

Suggested plan is 8% of your teaching hours. E.g. if you teach 20 hours per week, spend 1.5 hours exploring and researching.

**My plan for Q1 2018:** \_\_\_\_ hours per week



## MONEY INVESTED IN NEW REPERTOIRE PER YEAR

How much do you spend on new teaching repertoire?

Currently \$\_\_\_\_ per year = \_\_\_\_% of my income

How to Calculate:

1. Gross lesson income 2017: \$\_\_\_\_
2. Gross spent on new music 2017: \$\_\_\_\_
3.  $\text{Gross spent} \div \text{annual income} \times 100$

Suggested plan is 2% of your income. E.g. if earning \$40,000 per year, spend \$800 on new books.

**My plan for Q1 2018:** \$\_\_\_\_ music spend

## SYSTEM FOR EXPLORING A NEW BOOK

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## STEP 3: ORGANISE

How will I categorise and file my music?

Method	Student	Festival	Instrument	Exam
Title	Age	Level	Genre	Composer

By

and

What do I need to buy?

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## 3 AREAS OF YOUR BUSINESS

1. NUMBERS

2. PRODUCTIVITY

3. INCOME MIX

### 1. BUSINESS SNAPSHOT

Choose a typical 30 days in your business to take as a snapshot.

**From date:** \_\_\_\_\_ **to date:** \_\_\_\_\_

Total income this month: \$ \_\_\_\_\_

Fixed Expenses:  \_\_\_\_\_ \$ \_\_\_\_\_



\_\_\_\_\_ \$ \_\_\_\_\_



\_\_\_\_\_ \$ \_\_\_\_\_



\_\_\_\_\_ \$ \_\_\_\_\_



\_\_\_\_\_ \$ \_\_\_\_\_



\_\_\_\_\_ \$ \_\_\_\_\_

Other Expenses: \_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

Total expenses  
this month:

\$ \_\_\_\_\_

Gross profit (income - expenses) = \$ \_\_\_\_\_

Net profit (less tax at \_\_\_\_\_%) = \$ \_\_\_\_\_

## 2. PRODUCTIVITY

Choose a typical 30 days in your business to take as a snapshot.

Jobs you love to do:

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Jobs you hate:

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Can you outsource  
or automate these?

### PRODUCTIVITY TOOLS/AUTOMATION

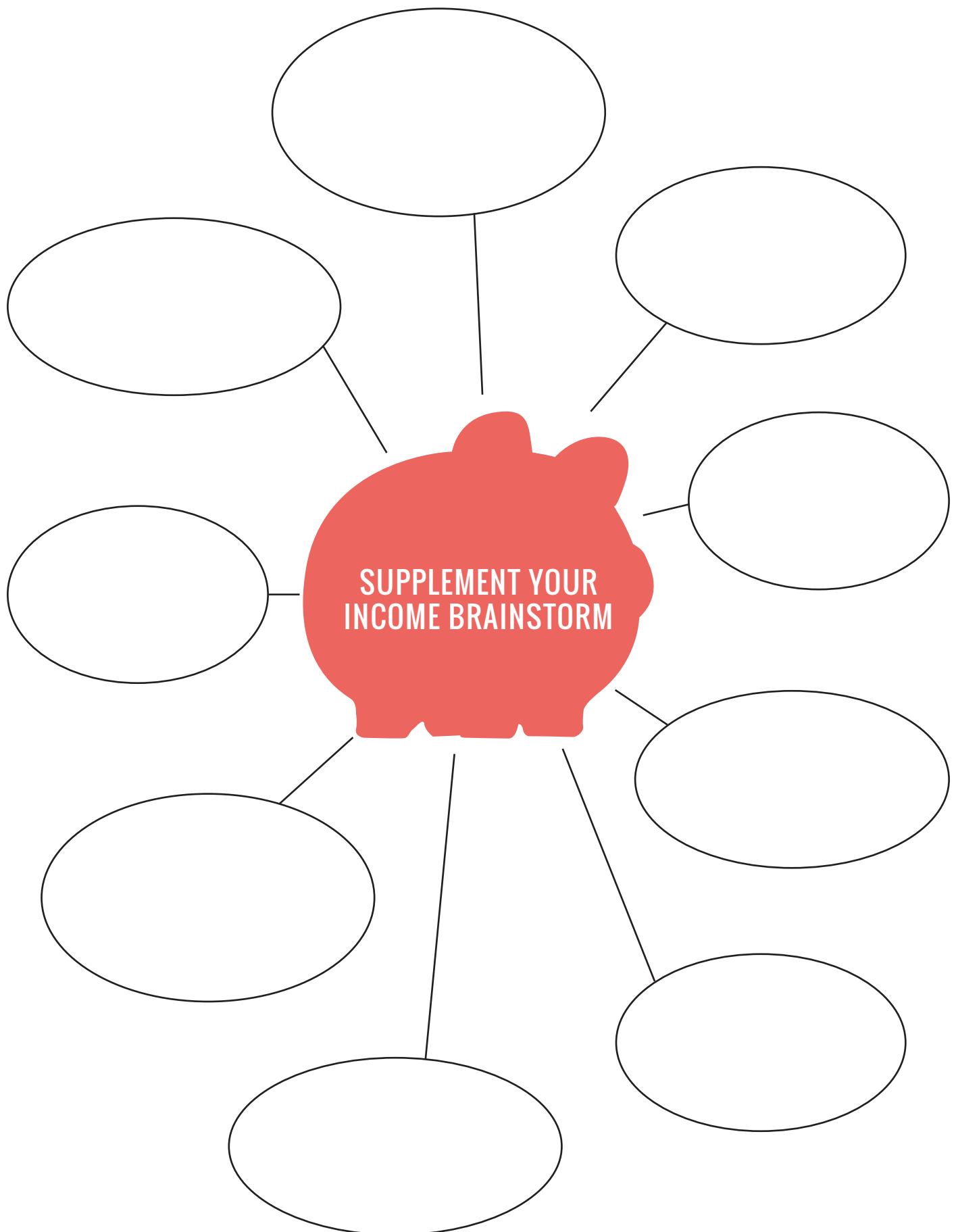
ARE YOU STILL?

ALTERNATIVES

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### 3. INCOME MIX BRAINSTORM

What other income sources do you have? Could you teach group classes, accompany or host events?



## BUSINESS GOALS

NUMBERS	CURRENT	GOAL END Q1	DIFFERENCE	% INCREASE	GOAL PER MONTH
Number of students					
Website views					
Enquiries per week					
Facebook likes					
Net profit					
Teaching hours					

## GENERAL GOALS

### PRODUCTIVITY GOALS

Top 3 ideas

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Highlight one you'll implement in Q1.

### INCOME MIX GOALS

Top 3 ideas

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Highlight one you'll implement in Q1.