

PHONE CALL TO BEGINNER PARENTS

This step is a significant time commitment and often requires multiple evenings. However, directors experienced in recruiting emphasize that calling all of the parents is a step that shouldn't be omitted. Without personal contact with the parents, many students who expressed interest won't follow through and join the band. When parents get the information and agree to support the child's participation, almost all of the interested students will be in the band. Praising the child's abilities and expressing interest in having them is also an opportunity to create a positive relationship with parents; that relationship will be helpful in case your next reason for calling them isn't as pleasant.

Using the names and numbers from the survey forms call the parents of each student you would like to be in your band. Praise their child, tell them about the opportunity, and answer their questions. Most parents will read the invitation letter, but they often have questions and concerns. During and after each conversation, make notes on their survey form

Here's an outline of topics to discuss:

- Their child did well on the musical aptitude test.
- School grades, musical aptitude test scores, and the student's interest are the best indications of future success in the band.
- Their child needs no prior musical training to be in the band.
- Beginner class starts with learning how to handle the instruments and there will be several performance activities during the year.
- Class meets during school hours.
- Their friends will be in the band, and everyone will have fun.

Here's a suggested script for the call:

Hi Ms._____. This is _____, the band director at _____ School. I'm calling to make sure you got the information about _____'s invitation to be in the band, and to see if you have any questions. He/she did well on the musical aptitude test the students took. That score, plus his/her grades and his/her interest indicate that he/she could be a good band member. So we're very interested in having him/her.

Here's a little information about the band. We'll meet every _____ during school hours. We'll start with learning how to handle and care for the instruments, and progress to reading and playing music. A lot of his/her friends will be in the band and we're going to play some fun music. We'll have a concert at Christmas and another in the spring for you to see how much they've learned.

Do you have any questions about the program that I can help you with? Is it OK if we put him/her on the list for band class? Great! Please fill out the enrollment form, and have your child return it to his/her homeroom teacher.

I'm looking forward to working with _____, and to seeing you at the concerts!