



OCTOBER 2019

Susan Atkins, Editor

www.tmtf.org



## OCTOBER MEETING

*Julia Sansone, NCTM - Creating "Music Addicts":  
The Psychology behind a  
Highly Successful Music Studio.*

Friday, October 18, 2019

Piano & Organ Warehouse  
5164 Virginia Beach Blvd.  
Virginia Beach, VA 23460  
9:30 Coffee and Shopping  
10:00 Business Meeting and Workshop  
12:00 Lunch

Have you ever wondered what compels people to do the things they do, or make the choices they make? What is it exactly that would compel them to begin (or quit) music lessons? Why would they begin or quit music lesson with you? The field of Human Needs Psychology offers us fascinating answers as well as profound and practical insights on how we ensure that each one of our students obtains a high level of personal fulfillment from their studies, and how we keep them coming back for more. Do you know which of the Six Human Needs is motivating your student? How can you tell? Do you know how to structure your interactions with them so their top needs are being met? Research shows that if our students associate music lessons with the fulfillment of at least three of their Human Needs at a high level, we have succeeded in creating a "music addict". In this interactive session you will learn how to detect what is the driving force in a student's life and then create practical strategies for helping them meet their needs at a high level through their music studies. We can also use these insights to troubleshoot our professional relationships; better connect with students, parents and colleagues, and market our studios more effectively. This framework also teaches us about ourselves, what it is that motivates us, and how we create a music career that we love, and through which we find deep fulfillment.

The field of Human Needs Psychology offers us profound and practical insights on creating a studio that brings our students an extraordinary level of personal fulfillment. We will explore practical strategies that enhance our teaching effectiveness and enlighten the interpersonal dynamics we face every day in our studios.

Julia Sansone, NCTM is a multi-faceted musician and classically trained pianist who has taught an independent music studio for over 20 years. She is a dynamic speaker who has led workshops for local, state, national and international teacher's conventions. As a certified Strategic Intervention Coach she is passionate about offering music teachers fresh insights as well as effective and practical strategies that will catapult them into more effective and fulfilling interactions with their students and colleagues. Julia loves her two children, travel, dancing and the never-ending quest for knowledge.

Julia Sansone, NCTM, has taught an independent piano studio for 20 years and is a certified Strategic Intervention Coach. By applying human needs psychology to her teaching, Julia has seen her teaching effectiveness and private studio grow exponentially.

Mun Lee Han, Donna Halleck, Co-President-Elects

## President's Notes

by *Mun Lee Han*



Dear Fellow Music Teachers,

Happy Fall!

Thanks to everyone who made it out to our September Alfred's Publisher Workshop by Melody Bober! The support of 31 members and 11 guests was exceptional! I have always loved our September meeting, What a great way to kick off the year! A big thank you to Lynn

Kleisler for helping to organize this great event!

You don't want to miss October 18 Workshop by Julia Sansone if you want to have a successful Music Studio. The workshop will be held at Piano and Organ Warehouse. Plan to come early for coffee and networking.

### MESSAGE FROM JORDAN KITTS

**Jordan Kitt's Music returns to Tidewater!** After over 40 years in business, Piano & Organ Warehouse has been acquired by Jordan Kitt's Music.

Jordan Kitt's had a long and wonderful history in the Tidewater market, starting with the acquisition of Temple of Music in 1988 from then-owner Joe Riddle. Over the years, "Jordan Kitt's Temple of Music" had stores in Pembroke Mall, Lynnhaven Mall, Coliseum Mall, and most recently a free standing location on Virginia Beach Boulevard. Jordan Kitt's exited the market in 2010. During that time, Jordan Kitt's best competitor in Virginia Beach was Piano & Organ Warehouse, the Yamaha dealership owned by well-respected industry veterans Buddy and Peggy Parker.

**Chris Syllaba**, Jordan Kitt's President, states: "We are so excited to be back in Virginia Beach, serving the entire Tidewater market with major brands like Yamaha, Cristofori and Roland. We are also looking forward to again being able to support the Tidewater Music Teachers Forum and education outreach in all of Hampton Roads."

The entire current staff will continue on in their roles under the leadership of **Ray Barker**, District Manager. Ray has had a long and successful career in the piano business, having started selling Yamaha pianos in 1996 for Piano & Organ Warehouse. He then managed the Jordan Kitt's Temple of Music store for several years before returning to Piano & Organ Warehouse in 2010.

**Current piano inventory from Piano & Organ Warehouse is now being liquidated during a store closing sale** before the location is re-branded as Jordan Kitt's Music.

Jordan Kitt's Music  
5164 Virginia Beach Blvd  
Virginia Beach, VA 23462  
757-497-8929

Also, TMTF will be hosting VMTA Conference and MTNA Competition this year at Old Dominion University. For more information and to register for the conference, go to [www.virginiamta.org](http://www.virginiamta.org). Remember to submit your registration form by October 24th in order to receive complete materials in your registration packet.

October will surely be a great month for music making. I'm looking forward to being with you at our next meeting and at this year's conference and, even more so, to working with you in the year ahead.

Best Wishes,  
Mun Lee Han, NCTM  
TMTF Co-President

### IN MEMORIUM

#### AGNES WAN-PATTERSON

passed away last Friday, September 27, after a long fight with an aggressive form of cancer. At the time of her death, she was serving at the President-elect of Tidewater Music Teachers Forum. Agnes was an accomplished pianist, adjudicator, clinician and college professor. She was a Steinway Artist, an honorable designation she held since 2013. Agnes earned a Doctor of Musical Arts degree in Piano Performance and Pedagogy from the University of Iowa and an Artist Diploma from the University of Cincinnati College-Conservatory of Music. She also earned a Bachelor of Music degree and double Masters degrees in music therapy and piano performance at the Hong Kong Academy for Performing Arts and Loyola University New Orleans respectively. Agnes most recently was an Assistant Professor of Piano at Virginia State University and an Adjunct Lecturer of Applied Music (piano) at the College of William and Mary. She also was accompanist at Trinity United Methodist Church in Smithfield. Agnes leaves behind a loving husband and two sons, ages 8 & 4, among many other family and friends in Hong Kong, Louisiana, Tennessee, Ohio, North Carolina, and Virginia. Please join the other members of the Tidewater Music Teachers Forum in extending our thoughts, prayers and sympathies to Agnes' family. Agnes was a wonderful human being and we will miss her greatly.

**ATTENTION ALL MEMBERS:**

## **SACRED MUSIC FESTIVAL**

**Saturday, November 9, 2019**

**DEADLINE: October 18, 2019**

### **LOCATIONS**

Thalia Lynn Baptist Church  
4392 Virginia Beach Blvd, Virginia Beach, VA

East End Baptist Church  
1056 Portsmouth Blvd, Suffolk, VA



*Are you interested in giving your students a well rounded music education? If yes, then encourage them to enter the Sacred Music Festival this fall. There are many sacred books of all levels available to get them started. Memorization is not required and it only takes a few minutes of their Saturday to participate. The details will be listed in the TMTF yearbook. This event parallels our Levels of Progress opportunity by using sacred music to help prepare them for using their talents in churches. Most of our students will not become concert pianists, however, we want them to continue to use their piano skills throughout their lives. Be thinking and starting to prepare those students entrusted to you ahead of time. I know you will be glad you did!*

*For more information:* Donna Halleck, Chairman  
donnahalleck@gmail.com  
(757) 482-5429

## TMTF CALENDAR

### October

11	TMTF Board Meeting – Whitfield Music, Chesapeake
18	TMTF Meeting/Workshop - Julia Sansone, NCTM
18	DEADLINE – Sacred Music Festival
21	<b>DEADLINE – Stafflines News</b>
25	<b>DEADLINE - TMTF Student Recital - Portsmouth</b>
31-Nov 2	VMTA Fall Conference & Competitions – ODU, Norfolk

### November

1	DEADLINE – Achievement Award Registration
1	DEADLINE - TMTF Student Recital - Chesapeake
1	DEADLINE - TMTF Student Recital - VA Beach
3	Student Recital – Portsmouth – Zion Baptist Church
9	Sacred Music Festival – Thalia Lynn Baptist Church, VA Beach
	Sacred Music Festival - East End Baptist Church, Suffolk
10	Student Recital – VA Beach – Thalia United Methodist Church
10	Student Recital – Chesapeake – Great Bridge Presbyterian Church
15	<b>DEADLINE – TMTF Play-A-Thon</b>
15	TMTF Meeting/ Workshop – Joy Morin

### TIDEWATER MUSIC TEACHER'S FORUM 8/24/19 to 9/21/19

ASSETS	
Savings Account	\$3,003.76
Checking Account	\$16,020.56
<b>TOTAL</b>	<b>\$19,024.32</b>

SAVINGS ACCOUNT	
Opening Balance	\$3,003.68
Interest for August	\$0.08
<b>CLOSING BALANCE</b>	<b>\$3,003.76</b>

CHECKING ACCOUNT	
Opening Balance	\$16,792.13
Staffline Ads	\$20.00
Ex. Hospitality	-\$53.00
Ex. Programs	-\$39.64
Ex. Yearbook/Activity Book	-\$598.93
Ex. Membership	-\$100.00
<b>CLOSING BALANCE</b>	<b>\$16,020.56</b>

### MTNA CERTIFICATION Next Informational Meeting Friday, October 25, 2019

How did your summer go? If you're like me, you wish it was longer so maybe I could tackle some of the projects on my back burner.

#### Is one of your projects MTNA Certification?

Lynn Kleisler and I have announced our willingness to mentor anyone who wants to go through the certification process. Or, you can choose any other TMTF certified member to be your mentor.

**Wondering about the cost of certification?** VMTA and TMTF are offering a \$100 reimbursement each (total \$200) to offset the cost of certification.

If you would like to be on my contact list, email  
**Susan Atkins at [pianolearningcenter@gmail.com](mailto:pianolearningcenter@gmail.com).**

**To learn more about certification: [MTNACertification.org](http://MTNACertification.org)**

**In the meantime, let me know if you have questions about the process or are ready for me to meet with you one-on-one as your mentor.**

Susan Atkins (757-282-8220 - cell)

## TMTF PLAY-A-THON

Our fourteenth annual TMTF Play-A-thon will be held on **December 6, 7 and 8th** at Greenbrier Mall and Pembroke Mall. It is not too early to plan! Keep in mind that there are no requirements as to what students must play.

There are no age or musical level limits either. Students may play another instrument besides the piano and can even do collaborative pieces with their friends or teacher. Music performed in the Sacred Music Festival in November is also ideal to use at this event.

**The deadline for registration is November 15th.**

If you haven't had any students participate in the past, I hope you will consider putting some of them in it this year.

Lynn Kleisler, Chairman  
[lynnkleisler@yahoo.com](mailto:lynnkleisler@yahoo.com)



### October

6 Allie Daniel  
 15 Joshua Miller  
 15 Mary Taylor  
 21 Elizabeth Smith  
 22 Deborah Hills  
 27 Elizabeth Baker  
 29 Kelsey Jamerson

### November

6 Lonell Riddick  
 8 LaToya Albritton  
 10 Avelina Ibarra  
 22 Suzanne Guy  
 25 Amanda Lea Marsrow  
 26 Kennin Simmons  
 27 Charity Stephens  
 30 Susie Keele

## Need Students? Want to refer students?

Look no further than the TMTF website:  
[www.tmtf.org](http://www.tmtf.org)

You can submit your contact information  
 and teacher profile to our webmaster:  
 Mun Lee Han  
[munleehan@gmail.com](mailto:munleehan@gmail.com)

If you need to refer a student, simply give  
 them the website address: [www.tmtf.org](http://www.tmtf.org) -  
 it's that easy!

*Don't Miss It!*

## MTNA NATIONAL CONFERENCE March 21-25, 2020 Chicago, IL

Conference Artist:  
**Anton Nel**  
 Winner of the National Chopin  
 Piano Competition

For more information  
 and to register:  
[MTNA.org](http://MTNA.org)



### VMTA Conference Registration Form

**October 31 - November 2, 2019, Old Dominion University, Norfolk, VA**

Submit your registration form by October 24, 2019 in order to receive complete materials in your registration packet. However, walk-in registration will be available at the conference. If using PayPal to pay registration fee, please consider adding the convenience fee of \$4.00 to offset the charge made to VMTA.

After completing this form, click on the "Register" button below, and then select an option to pay online via *PayPal* or to mail this registration form with a check for the total amount to Mun Lee Han, VMTA Treasurer, 3969 Wyckoff Dr, Virginia Beach, VA, 23452.

First Name:  Last:  Phone:   
 Address:  E-Mail:   
  
 City:  State:  ZIP:  Chapter:

**Conference Registration Fees:** (Check the appropriate box)

Earlybird VMTA Member -  \$90.00   
 Earlybird Non-Member -  \$110.00   
 Daily Member -  \$75.00  X   
 Daily Non-Member -  \$95.00  X   
 Collegiate -  \$0.00

Additional donation to VMTA (optional).  \$0.00  X

**Total:**

I am bringing a non-member to the conference. Name:

I have mobility issues.

# VMTA 2019 FALL CONFERENCE - Volunteers Sign Up Form



Name \_\_\_\_\_

Contact Number \_\_\_\_\_

Email Address \_\_\_\_\_

I am happy to help out at the Registration Desk on -

\*Please select all that apply

	Morning	Midday	Afternoon
October 31 (Thursday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
November 1 (Friday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
November 2 (Saturday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I am happy to help out as Room Monitor on -

\*Please select all that apply

	Morning	Midday	Afternoon
October 31 (Thursday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
November 1 (Friday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
November 2 (Saturday)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Also,

\*Please select all that apply

- I can help putting Folder and Swag Bags Together on Oct 27 (Sunday) 2:30pm at ODU.
- No Preference. Just tell me what to do.

Any other comments and/or questions?

\_\_\_\_\_  
\_\_\_\_\_

**VIRGINIA MUSIC TEACHERS ASSOCIATION FALL 2019 CONFERENCE and COMPETITIONS**  
**"PASSING THE TORCH: LOOKING TO THE PAST AND TO THE FUTURE"**

**October 31-November 2**

**Old Dominion University**

**Norfolk, VA**

*For a complete schedule, hotel information and to register:*

*[www.virginiamta.org](http://www.virginiamta.org)*

**2019 DAILY CONFERENCE SCHEDULE -- subject to change**

**Thursday, October 31**

8 AM - 7 PM: MTNA Performance Competitions  
 10:00 AM - 3:00 PM: VMTA Leadership Summit  
 1:30 PM - 3:10 PM: Old Dominion University Symphony Orchestra rehearsal: VMTA Concerto Competition winners  
 4:00 - 5:00 PM Conference session: Rebecca Edmiston: "Developing a Plan of Community Outreach for Collegiate Chapters"  
 5:30 - 8:00 PM: VMTA Executive Board Meeting and Dinner

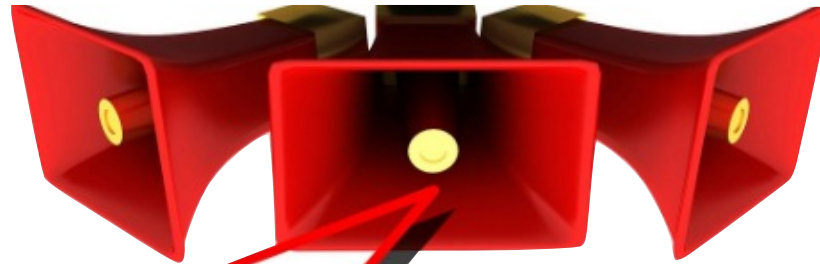
**Friday, November 1**

8 AM - 10 PM: MTNA Performance Competitions  
 8:00 AM - 5:00 PM: Conference exhibitors (Diehn Center for the Performing Arts Lobby)  
 9:00 AM - 9:30 AM: Coffee, Tea, and Conversation (Diehn Center for the Performing Arts Lobby)  
 9:30 - 10:45 AM: OPENING SESSION: Keith Snell, Featured Conference Speaker:  
 "Preparing Successful Performance: Learning Strategies, Memorization, and Performing Experience"  
 11:00 AM -- 12:00 PM: Conference session: Sarah Rushing: "Debussy's Pianistic Palette: Understanding his Innovative Notation"  
 12:00 - 1:30 PM: Certification roundtable and Lunch, Local Associations Presidents' Lunch, Lunch on your own  
 1:30 - 2:30 PM: Conference session: Susan Atkins and Karstan Bock: "Looking for a way to make music theory fun? Turn their love of technology into music theory success!"  
 2:45 - 3:45 PM: Conference session: Jeanette Winsor: Happy 200th Birthday, Clara Wieck Schumann!"  
 4:00 - 5:00 PM: Conference session: Keith Snell: "Sight Reading: Piano Music for Sight Reading and Short Study" – the new series by Keith Snell and Diane Hidy  
 5:15 – 8:00 PM: Dinner on your own  
 8:00 PM: SERGEI BABAYAN, Featured Conference Artist (Wilson G. Chandler Recital Hall): "An Evening of Chopin"  
 Post-recital reception

**Saturday, November 2**

8 AM - 7 PM: MTNA Performance Competitions  
 9:00 AM - 10:15 AM: VMTA Business Meeting  
 10:30 AM to 11:30 AM : Q and A with Sergei Babayan  
 11:45 AM - 1:00 PM: Collegiate Chapters Meeting and lunch, lunch on your own  
 1:00 PM Conference session: Christy Tallamy: "So you want to be famous? How to use composition and celebrity culture to inspire growth"  
 12:30 - 1:45 PM: Commissioned Composer Concert rehearsal  
 2:15 - 3:15 PM: Commissioned Composer Concert, featuring VMTA 2019 Commissioned composer John Winsor  
 4:30 PM: Competition Winners' Recital  
 5:30 – 8:00 PM: Dinner on your own  
 8:00 PM: Conference closing gala: Old Dominion University Symphony Orchestra Concert featuring 2019 VMTA Concerto Competition Winners (University Theater)  
 Post-concert closing reception





 **STORE CLOSING SALE!!!**



**PIANO & ORGAN WAREHOUSE**  
**5164 VA BEACH BLVD., VA BEACH, VA**  
**(757)497-8929**

## TMTF SCHOLARSHIP ACCOUNTS: 1ST QUARTER 2019-2020

<b><u>TMTF SCHOLARSHIP CHECKING ACCT. 7/01/19 thru 9/30/19</u></b>		
<b>Opening Balance:</b>		<b>\$ 2,726.01</b>
<b>Income:</b>		
Transfer from Mayberry (Tiara Johnson 5/2016)	\$ 100.00	
Transfer from Garrow for Eastern District 1st (4) & alt. (3)	\$ 550.00	
<b>Total Income:</b>	<b>\$ 650.00</b>	
<b>Expenses:</b>		
Mayberry Award - William & Mary (Tiara Johnson)	\$ 100.00	
Glover Scholarships	\$ 1,500.00	
Eastern District	\$ 100.00	
<b>Total Expenses:</b>	<b>\$ 1,700.00</b>	
<b>Closing Balance:</b>		<b>\$ 1,676.01</b>
<b>Outstanding checks: (To reflect actual account balance)</b>	<b>\$ 1,250.00</b>	<b>\$ 426.01</b>
<b><u>GARROW SCHOLARSHIP SAVINGS ACCT. 7/01/19 thru 9/30/19</u></b>		
<b>Opening Balance:</b>		<b>\$ 811.96</b>
<b>Income:</b>		
Account interest	\$ 0.05	
<b>Total Income:</b>	<b>\$ 0.05</b>	
<b>Expenses:</b>		
Transfer to checking for Eastern District 1st (4) & alt. (3)	\$ 550.00	
<b>Total Expenses:</b>	<b>\$ 550.00</b>	
<b>Closing Balance:</b>		<b>\$ 262.01</b>
<b><u>GLOVER SCHOLARSHIP SAVINGS ACCT. 7/01/19 thru 9/30/19</u></b>		
<b>Opening Balance:</b>		<b>\$ 10,410.93</b>
<b>Income:</b>		
Account interest	\$ 0.79	
<b>Total Income:</b>	<b>\$ 0.79</b>	
<b>Expenses:</b>		
	\$ -	
<b>Total Expenses:</b>	<b>\$ -</b>	
<b>Closing Balance:</b>		<b>\$ 10,411.72</b>
<b><u>MAYBERRY SCHOLARSHIP SAVINGS ACCT. 7/01/19 thru 9/30/19</u></b>		
<b>Opening Balance:</b>		<b>\$14,821.86</b>
<b>Income:</b>		
Account interest	\$ 1.12	
<b>Total Income:</b>	<b>\$ 1.12</b>	
<b>Expenses:</b>		
Transfer to checking for Scholarship (Tiara Johnson)	\$ 100.00	
<b>Total Expenses:</b>	<b>\$ 100.00</b>	
<b>Closing Balance:</b>		<b>\$14,722.98</b>

**WELCOME NEW MEMBERS**

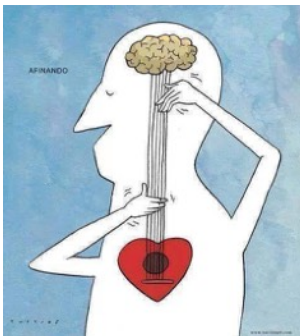
**Allie Amanda Daniel**  
34344 Jenkins Mill Rd  
Franklin, VA 23851-4076  
757-633-8668  
aadaniel@liberty.edu  
Teaching area: Band  
New collegiate member

**Alisa Dishong**  
921 Flores Ct  
Virginia Beach, VA  
23464-1597  
859-806-5966  
alisadishong@gmail.com  
Independent Piano Teacher

**Amanda Lea Marsrow**  
985 Thompson Way  
Virginia Beach, VA  
23464-4079  
214-449-5112  
s.marsrow@yahoo.com  
Independent teacher of  
Piano, Accompanying, Music  
History, and Theory

**Check out our new  
and improved  
website!  
[www.tmtf.org](http://www.tmtf.org)**

List your teacher profile  
with our new webmaster  
Mun Lee Han, NCTM  
[munleehan@gmail.com](mailto:munleehan@gmail.com)

**ARE YOU ON FACEBOOK?**

**Join the groups:  
Music Teachers National  
Association**

**Virginia Music Teachers  
Association**

**Tidewater Music Teachers  
Forum**

**Post photos, announce your  
events, make connections**

**LOCAL EVENTS**

**Sunday, November 17, 2019, 2 pm**

**WHRO Classical Open Mic at the Chrysler**

Our next Classical Open Mic will take place in the galleries of the beautiful Chrysler Museum in Norfolk. Join host Wayla Chambo for a fun, casual afternoon of great art and music! Classical musicians of all ages are invited to perform a solo or chamber work (and listeners are always welcome, too!). You can sign up to play by sending a Facebook message to WHRO Classical, emailing [rebecca.evans@whro.org](mailto:rebecca.evans@whro.org), or calling 757-889-9458. Please tell us your name, instrument, and the title, composer, and length of the piece you want to play (10 minutes max). Chrysler Museum of Art, 1 Memorial Place, Norfolk VA 23510

**Friday, October 11, 2019, 1 pm**

**Thomas Pandolfi, piano**

The Sine Nomine Series and St Mark Lutheran Church in partnership with the Senior Center York presents Thomas Pandolfi. Mr. Pandolfi is an exciting piano virtuoso sought after by audiences worldwide, and showered with superlatives by critics for his passionate artistry and amazing technique. His programs feature both beloved masterpieces from Tchaikovsky, Rachmaninov, Liszt, etc. and familiar "pops" compositions such as Rhapsody in Blue, Warsaw Concerto, and the James Bond Concerto. The program is free and open to the public. A reception following the program will provide an opportunity to meet and talk with the Mr. Pandolfi, and purchase recordings. Call St. Mark Lutheran Church (898-4395) for additional information. St. Mark Lutheran Church, 118 Old York-Hampton Highway, Yorktown, VA 23692

## Stafflines Deadline

The deadline for submitting articles for *Stafflines* is the 21st of each month. The editor must receive the articles no later than this date.

Please submit all articles via email to:

Susan Atkins

pianolearningcenter@gmail.com

Alternatively, you may submit a printed article via U.S. Postal Service.

## Stafflines Advertising Rates

The following advertising rates are for *Stafflines* news that is not related directly to TMTF activities.

Two to three line announcement such as a recital or job opening	No Fee
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One half page (8.5" x 5.5")	\$10.00
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Full page (8.5" x 11")	\$20.00
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Make check payable to TMTF and send along with your ad to:

Susan Atkins, Editor  
4537 Biscayne Drive  
Virginia Beach, VA 23434



Tidewater Music Teachers Forum  
Local Chapter of the Virginia Music Teachers Association  
Affiliated with the Music Teachers National Association

Susan Atkins, Editor  
4537 Biscayne Drive  
Virginia Beach, VA 23455

**October 2019**

*TMTF is the 2008 MTNA Local Association of the Year*