



Dance Teacher Summit

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Dear Attendee,

Thank you for participating in the 7th Annual Dance Teacher Summit presented by DanceMedia and produced by Break The Floor Productions! We are confident that this will be a great three days of dance, business and fun! We are excited!

Your registration includes:

- Dance Classes
- Business Seminars
- 3 Continental Breakfasts
- Admission to Exhibit Hall
- Admission to Fashion Forward and Cocktail Party (cash bar)
- Admission to Capezio A.C.E. Award Competition & *Dance Teacher* Magazine Awards
- Goody Bag
- Summit Guide (class notes, etc.)
- Online access to classes and Seminars

Enclosed you will find some basic information to help you prepare for the Summit. Based on your comments from last year, we have added lots of new things for you!

If you have ANY questions, please do not hesitate to contact us. See you in Long Beach!

Sincerely,

A handwritten signature in black ink that reads "Gil".

Gil Stroming
President
Break The Floor Productions

A handwritten signature in black ink that reads "Katy" with a flourish at the end.

Katy Malone
Conference Manager
katy@danceteachersummit.com

LOCATION

Long Beach Convention Center
300 E Ocean Blvd., Long Beach, CA 90802
(562) 436-3636

ATTENDEE REGISTRATION

Please check-in at the registration desk in the main lobby of the convention center to receive your ID badge, Summit Guide, final schedule and Goody Bag.

Beat the Tuesday morning rush and register on Monday from 2:00-8:00pm. If you can't make it on Monday, no problem! The registration desk will re-open on Tuesday at 6:30am for the duration of the event.

AMBASSADORS

We have enlisted the help of some of your fellow dance teachers to help make this event the best it can be. These teachers will be on site to help you with any questions you may have and will also be gathering feedback from the attendees on how to make the Summit better next year! The Summit Ambassadors can be identified by their custom red jackets.

WHAT TO BRING

For your comfort and safety, we recommend dancewear or loose-fitting clothes for most sessions. Although some rooms will have dance floors, you may be dancing on carpet. Please bring appropriate footwear. Please also bring and wear "layers" as the hotel may be cold. Water will be provided in each room but feel free to bring your own as well. You may also want to bring plenty of business cards with you for networking purposes and to enter raffles. The dress for the Fashion Forward, Cocktail Party and Capezio A.C.E. Award Competition is casual.

EXHIBIT HALL

The Exhibit Hall features 100+ exhibitors who make this wonderful Summit possible! Please be sure to visit the exhibitors and see the latest in dance apparel, costumes, shoes, music, videos, accessories, flooring, backdrops, insurance, travel and much more!

Most exhibitors will have Summit "specials", free giveaways and special raffles throughout the Summit. For your convenience, we recommend packing an extra bag for transporting your new purchases and free gifts home!

STUDIO OWNER ONLY SESSION

A special session specifically designed for Studio Owners. We will discuss issues and demands specific to a studio owner. From staffing and pay to marketing and retention, this session is great for the new or veteran owner! After a couple short presentations, we break into smaller round table discussions. It is a great way to meet studio owners from around the country! It is free for all registered studio owners! Please join us in Promenade AB on July 27th from 3:00-7:00pm.

MIX AND MINGLE

Meet other dance teachers from around the country! On Tuesday, July 28th from 12:30-1:30pm in Promenade AB ambassador, Nancy Giles, will answer any questions you have and make sure you leave with some new friends. This session is highly recommended if you are attending the Summit for the first time or you are by yourself!

SUMMIT 2015

The Summit State of Dance. Join us on Thursday, July 30th at 4:45p, in Promenade AB for an unprecedented event as dance luminaries share their opinion on the State of Dance in 2015. Hear from a panel of choreographers, teachers, industry professionals and dancers as they discuss where they think dance is going in the coming years. Panel will include Stacey Tookey, Denise Wall, Judy Rice, Kim Delgrosso and Karen Hildebrand. It is sure to be an enlightening event you won't want to miss!

SUMMIT DANCE CARD

Want to win \$1,000 in cash? By participating in the Summit Dance Card you could! Qualifying is easy and the odds of winning are great. All you need to do is visit each participating exhibitor to see what treasures they have to offer and get your game card punched! Once your card is punched by all participating exhibitors, drop off your card at the registration desk to be entered in the \$1,000 drawing! Look for your Summit Dance Card in your registration packet. The winner will be announced on Thursday, July 30th at 2:00pm on the Hall of Fame Performance Stage. You must be present to win.

DANCE DOLLARS

The Dance Teacher Summit is proud to announce our economic relief package, the Dance Dollar! Dance Dollars are the equivalent of cash in the Exhibit Hall. Look for your Dance Dollars in your registration packet. You will also have the opportunity to win additional Dance Dollars throughout the event! Dance Dollars are only good at participating vendors for on-site purchases, not future purchases.

MATCH & MINGLE

In an effort to help you make new friends, each ID badge will have a number, find the matching number on someone else's ID badge and then stop by the registration desk with your new friend. Everyone who finds their matching number will be entered to win a free tuition to the 2016 Summit! Drawing will take place on the Hall of Fame Stage on Thursday, July 30th at 2:00pm. You must be present to win.

LUNCH

There are plenty of food options in the convention center and across the street! Restaurants within walking distance include P.F. Chang's, California Pizza Kitchen, Islands Restaurant and more!

ONLINE ACCESS

Ever been to a teacher's workshop and felt like there was so much to do but you couldn't do it all? Or have you been frustrated that two of your favorite classes were going on at the same time and you had to choose? The Dance Teacher Summit has solved this problem with its new Summit-To-Go! After the event, each attendee will receive online access which will include footage of every dance class and seminar held at the Summit! The online access is included with every attendee's registration. Attendees can also purchase the USB which includes an MP4 of each class for just \$150!

COLLEGE OUTREACH

The Dance Teacher Summit is committed to growing and nurturing the next generation of dance educators. As such, we are proud to offer two FREE College Outreach Classes. If you know any college age dancers, be it college bound or recent graduate, invite them to come take one or both of our FREE classes at the Long Beach Convention Center. Passes also allow them to walk the exhibit hall floor! Students can register by logging on to www.mybreakthefloor.com and registering for the College Outreach program under the Dance Teacher Summit registration page.

Wednesday, July 29th
12:30-1:30p (Main Stage)
Doug Caldwell – Lyrical

Thursday, July 30th
12:45-1:45p (Main Stage)
Louis Van Amstel – LaBlast Ballroom

YOU'RE INVITED!

All Attendees are invited to attend the following events free of charge. This is a GREAT way to interact with other attendees, exhibitors and faculty!

The Morning Summit & Continental Breakfast

Tuesday, July 28th (7:15-8:15am), Wednesday, July 29th & Thursday, July 30th (8:00-8:45am)

Join us for breakfast in Promenade AB, morning discussion or just a cup of coffee! Plus, we will preview the day's events!

Capezio A.C.E. Award Competition & Presentation of Dance Teacher Magazine Awards

Tuesday, July 28th at 8:00pm (Main Stage)

The *Dance Teacher* Summit is committed to promoting emerging choreographers who further the art of dance. Join us as the finalists from around the country compete to win \$15,000 towards their own show!

Fashion Forward

Wednesday, July 29th at 8:00-8:45pm (Main Stage)

Come preview the latest styles in costumes and dancewear from 10 different companies. This runway style event is not to be missed!

Cocktail Party sponsored by *Hall Of Fame Dance Challenge*

Wednesday, July 29th at 8:45-10:30pm (Main Stage)

Immediately following Fashion Forward join us for the cocktail party! Featuring live music and special performances! There will also be a cash bar.

PLEASE NOTE THAT YOUR ID BADGE WILL BE YOUR TICKET TO THE EVENING EVENTS: FASHION FORWARD, COCKTAIL PARTY AND CAPEZIO ACE AWARD COMPETITION. EXTRA TICKETS FOR FAMILY OR FRIENDS WILL BE AVAILABLE AT THE DOOR FOR \$25.

CLASS DESCRIPTIONS

Classes are movement based (C)

Seminars are lecture driven (S)

Workshops are instructional based with some movement (W)

Al Blackstone

Performance Plus (W)

Dynamic and exciting performers can take good choreography and make it unforgettable. What makes a good technical performance a memorable one, and how can we foster a classroom atmosphere that breeds creativity, confidence, and artistry? This workshop includes warm-up exercises, philosophy, and practical tips on how to bring out the very best in dancers of all ages and levels.

Musical Theater Ages 9-12 (W)

This class focuses on musical theater class material for ages 9–12. What is the difference between musical theater and jazz, and how can you enhance your jazz choreography with a theatrical point of view? Does lip-syncing help or hurt a performance? What makes a musical theater routine stand out? This workshop will include warm-up exercises, progressions and a short combination.

Anneliese Burns Wilson

Cueing and Correcting for Teens & Tweens (W)

Whether you are a new teacher or have been teaching for decades, cueing and correcting students is an art form that can only be perfected by having more tools at your fingertips. This interactive class is applicable to teachers of all dance styles, as the focus is on communicating cues and corrections and getting the result that you want from your students.

Mind Games (W)

Explore exercises and teaching strategies that you can incorporate in dance classes of all styles to easily transition into more structured classes for both, dancers and teachers. Keep your students engaged and focused with these fun ideas. The material is designed with the "tween" students (aged 8 - 12) in mind. While the class will be interactive, it is structured more like a seminar, rather than a movement class.

Anthony Morigerato

Creating Choreography for Tap (C)

Join Anthony for a discussion and demonstration of tips in creating choreography for tap dancers. This class will go over the process of what to listen for in music, and how steps and staging can be applied accordingly. Come prepared with questions and challenges you face, as those will all be addressed in this class.

Turbo Tap Technique (C)

Come join Anthony for a fast-paced tap class, filled with technique exercises for the intermediate and advanced dancer.

Garage Band (S)

Tired of the same old songs? Bring your computer and learn to cut, edit and mix music in Garage Band. Please note that Anthony will be using the MAC version of Garage Band.

Beverly Spell

"Hey, Mom. I Just Did Math in Dance Class!" (W)

Learn how concepts of simple geometry, fractions, counting and other areas of basic mathematics can be incorporated into any dance class for children. This class will touch on activities such as traveling across the floor and learning about creative movement concepts. Discussion and demonstration will show the benefits of using this modality while teaching young children. Some of the benefits include keeping young dancers engaged, making the parents happy, adding educational fun into your class and laying the groundwork for good rhythm and tempo identification skills.

Christine Dion

Stage Makeup (S)

Learn the tools and techniques professional artists use to enhance, correct and apply a polished stage makeup look. Discover the dance industry standards, learn what is considered to be age-appropriate, and study how to create quick-change drama to add show appeal to your numbers. These tips will delight the novice and inspire the experienced.

Danny Wallace

Tap Progressions (C)

Building your students technique with progressions. For all levels.

Tap Improv (C)

Join Danny as he teaches both beginner and advanced improv techniques that will help your dancers with musicality, timing and more!

Deborah Vogel

Improving Port de bras (W)

Having an elegant alignment of the upper body with beautiful arms to match is a hallmark of a great dancer. Learn how to loosen up and open the chest and arms to improve your port de bras.

Enhancing Learning: Training Your Students to Use Metacognition (W)

Research clearly shows that the way your students think about their technique has a direct influence on their results. Students self-sabotage, and they often create barriers to their improvement by being overly critical about their efforts. This class will explore a variety of teaching strategies that help to enhance results by using a basic contemporary class format.

Denise Wall

Body Placement Review (W)*

Denise will show you how to incorporate new principles and exercises into your classes to help improve your dancers' body awareness, inspiration and joy of movement. Learn how she breaks down the body in a way that your students can understand.

**This class will be a review of last year's material. Denise's subsequent classes will build off of the material presented during this session.*

Turns (W)

In this class, Denise breaks down the turn by going over preparation, how to stay connected to the floor, how to spot correctly and how to stay in a high relevé.

Transitions (W)

Denise will share her time-tested formulas for transitions. Through different combinations, she will explain how to get your students to use their plié. She will also give combinations that will help your students with their transitions, making sure they hit each movement.

Francisco Gella

Ballet+™ : Integrative Athletic Technique Training Methods (C)

Are you ready to take your studio training to a new level in a very short time? Francisco's twenty-five year career as a gymnast, ballet and modern dancer, choreographer, and instructor, as well as his education in physiology, anatomy and dance pedagogy has led him to develop his own training methods which he calls Ballet+™. The content of this workshop will take you through a guided introductory exploration into developing dancers using athletic training methods and integrating them with traditional ballet steps and a class structure. The methodology presented will equip teachers with the tools that will allow students to explore and gain a more finite understanding on how to work optimally from their center core strength, while correctly utilizing their inner thighs and connecting those center leg muscles to their hips and abdominals. The class also integrates stretching techniques that help dancers understand how to lengthen the muscular architecture of their leg muscles while strengthening at the same time.

Fostering Appreciation for Ballet in Competitive Dancers (W)

Are you tired of your dancers complaining about ballet class? Drawing from his experience as a ballet/modern dancer and choreographer who regularly works with competitive studio dancers, Francisco will motivate participants to foster respect for ballet in their students. In the traditional ballet conservatory world, dancers are expected to learn and practice the etiquette and traditions of a ballet class. In the competitive dance world it is not uncommon for dancers to be disinterested in the classical idiom, and sometimes even considering it boring. Francisco will identify reasons why this attitude is prevalent, explore them with class participants, and provide creative solutions for helping students from a competitive commercial arena understand the importance and significance of ballet training to significantly enhance their other movement disciplines. Teachers will walk away with the tools they need to inspire students to work harder in their ballet classes and motivate them to appreciate the relevancy of ballet in their training.

Gregg Russell

Tap: It's Magic! (C)

This class takes basic/beginner tap steps and creates ways to make them appear to be more advanced.

Tap: It Takes Two (C)

Back by popular demand, this is a fun, counter-rhythm class for any level of tap dancer!

Hip-Hop: Flashback Fun (C)

This class takes you back to 25 years ago and shows how styles like the New Jack Swing and whacking influence today's hip-hop dancer!

Jennifer Jancuska*Contemporary Theater Dance (C)*

Join the Artistic Director of Broadway Connection as she shares style, technique and audition experiences from new shows in NYC! This is an Intermediate/Advanced level class.

Building a Musical Theater Program (W)

Make your students the best TRIPLE THREAT PERFORMERS! This open level class introduces exercises to help diversify movement and strengthen the ability to pick up new styles, all while focusing on the participant's connection to the music.

Jenifer Ringer*Musicality in Ballet (C)*

Join Jennifer as she discusses the different ways to incorporate musicality into a classical ballet repertoire and why musicality in ballet is important.

Joanne Chapman*Acro (W)*

Joanne will discuss ways to transition in and out of acro tricks in different dance styles, plus how to teach and spot these tricks. There will be demonstrators on hand to help!

Judy Rice*Ballet Barre (C)*

Join Judy as she walks you through a ballet barre. Word cues, tips and variations for different levels will be shared. Come ready to move and stretch!

Ballet Center (C)

Building off of her barre class, Judy will give you center work you can use for any level!

Kim McSwain*Mini/Junior Technique (C)*

Kim will cover basic mini/junior technique, and how to create muscle memory in young dancers.

Empowering Young Students (W)

"Educating, inspiring, motivating, mentoring... We are not just teaching dance. We are changing lives!" Miss Kim shares how she empowers young dancers and the ways in which you can get them to WANT to work for you.

Lisa Howell*Is Over Stretching Bad? (W)*

Many dance teachers, concerned parents and health professionals are struggling with what they see going on in the dance world, especially in images that many students are posting online. Every day we are seeing images of stretches that we know must be unsafe. However, these students are often performing at a high level and winning competitions regularly. Dance teachers who avoid over stretching and err on the side of caution often feel like they are being left behind and face pressure from students and parents alike to "move with the times". Many teachers are struggling to help their students safely achieve the extreme flexibility that their students aspire to. In this presentation, we look at the art and science of developing optimal flexibility and the dangers of uncontrolled, excessive mobility.

Lisa Howell & Beverly Spell

Training Turnout in Tiny Dancers (W)

This class is designed to provide teachers with new ideas for training proper turnout in young dancers, including what to do, what not to do and why, based on current dance medicine research. Learn how to develop awareness, range and control in the safest way possible.

Louis Van Amstel

LaBlast Ballroom (C)

A little salsa, a splash of merengue and a touch of the mambo make this class hot, hot, hot! No partner or experience necessary. Just come ready to move!

Mandy Moore

Jazz (C)

Choreographer, Mandy Moore, teaches a new, fun jazz routine.

Contemporary (C)

Join Mandy as she discusses "What is contemporary?" while teaching an original combination.

What the Judges See (S)

With years of judging experience under her belt, Mandy will share the most common mistakes she sees in competition and her tips on how to avoid making them!

Maria Hanley

Teaching Toddlers (Ages 2-3) (W)

What are your goals for your toddler class? Dance class at such a young age contributes to a child's growth in so many ways. This is most likely their first class experience, so learn how to make it a great one!

Group & Partner Dances (Ages 4-5) (W)

This class introduces games and ideas to keep your creative movement class fun and engaging!

Mike Minery

Tap Across the Floor (C)

Mike will teach short across-the-floor combos that focus on individual steps and help to improve your students' technique. Learn combos you can use every week!

Tap Technique (C)

Mike will take it back to the basics in this class, teaching the proper tap technique necessary to become the best tapper you can be!

Tap in Music (S)

Join Mike for an interactive discussion about finding and using music to enhance your tap routines. From discussing where to find music and editing tips, to learning a short combo, you are sure to leave feeling inspired to start next season's routines!

Paula Morgan

Technique & Body Placement (W)

Miss Paula will review Technique & Body Placement to refresh teachers with the imperative basics of her technique and why having this solid foundation is important. This class includes but is not

limited to: lengthening & aligning the head, eye focus, pressing shoulders down, opening the back, closing the ribs, lifting the stomach, keeping the tailbone down, maintaining a neutral pelvis, contracting of legs, tracking of knees, keeping weight on toes and weight distribution.

Technique: The Domino Effect (W)

Your knee bone is connected to your thigh bone; your thigh bone is connected to your hip bone. We all know that everything in our bodies is connected. Paula will explain how one muscle can affect your dancing. For example; when the ribs are closed, the back can open and the chest can fill up with air. From here, the back will fall into proper alignment, and the pelvis will follow.

Applying Technique to Choreography (W)

Miss Paula will explain how to maximize her technique while performing choreography. This will be followed by an in-depth Q&A where Miss Paula will answer your most pressing questions.

Politeia Le

Yoga (C)

Politeia believes in movement and embodied education for healing, self-discovery, life skills and transformation. By creating a compassionate, supportive, poetic and innovative environment, he facilitates personal growth in the physical, emotional, spiritual, professional and artistic arenas. His method is a progressive and multidisciplinary approach that incorporates an understanding of ballet, modern, contemporary dance, yoga, pilates and various somatic practices.

Ray Leeper

Jazz Execution & Choreography (W)

Breathe new life into familiar movements with Ray's challenging and innovative combinations.

Jazz (C)

Join Ray for a fun and invigorating jazz class that will get your heart racing and legs kicking!

Rhonda Miler

Just Jazz (C)

Jazz is making its comeback. This class will feature an up-tempo, technical combination that focuses on being fierce, fabulous and having a great time!

Rustin Matthew

Advanced Jazz Progressions (C)

Rustin pushes the limits athletically and aerobically while maintaining style and technique.

Sarah Miller Bate

Barre Body® (C)

Join Barre Body® Co-creator and Teacher Trainer, Sarah Miller Bate, for a modern, challenging and safe barre class that sculpts your body while providing a calorie-burning, cardio workout. Set to a fun, up tempo mix of music ranging from classical to contemporary, this class targets specific muscle groups through repetitive movements. It incorporates weights, therabands, exercise balls and the ballet barre to build core strength while developing long, lean, flexible muscles. If available to you, but not required, please bring a yoga/Pilates mat, non-sticky socks or dance shoes, and 1-2 lb. hand weights to class.

Stacey Tookey*Creating a Refined Dancer (W)*

Stacey will share her ideologies for a more expansive and refined dancer. The class will touch on transitions, use of opposition in the body and port de bra as it connects to the spine.

Contemporary (C)

Join Stacey for a feel-good combo class that will get you on your feet and moving!

Tricia Gomez*Hip-Hop Made Easy (W)*

If you are considering adding preschool and/or elementary hip-hop classes to your schedule, are intrigued with the thought of teaching hip hop to young kids, currently teach hip-hop to young kids and need a little inspiration, or just feel the need to get down with your bad self, this class is for you!

Teaching Special Populations (W)

RHYTHM WORKS INTEGRATIVE DANCE is a clinical hip-hop dance program for kids with individual learning differences including Autism, Down syndrome, Sensory Integration Disorders and more. Join creator, Tricia Gomez, as she walks you through how to structure these types of classes.

Talia Favia*First Time Choreographer (W)*

Talia shares what she wishes she knew before she made the transition from dancer to choreographer. If you are a new teacher, or are trying to prepare your own students to make this transition, this class is for you!

Yusuf Nasir*Street Jazz/ Hip Hop (C)*

Commonly referred to as Lyrical Hip Hop, and lumped together with Jazz/Funk, this class will explore the movement that lies between Hip Hop Dance (both new and old school) and Jazz Technique.

SEMINAR DESCRIPTIONS

Classes are movement based (C)

Seminars are lecture driven (S)

Workshops are instructional based with some movement (W)

Amanda Patterson

Marketing Strategies that Work (S)

Spreading the word about your business can be done on any budget. This session will review the most effective and affordable guerrilla and online marketing techniques that will help you promote your business, generate new clients and keep them coming back again and again.

Ava Adinolfi

New Beginnings (S)

Since the new school/dance year is about to begin, now is a good time to reflect on what we have created and what we can let go of that isn't serving us anymore. Then, we will begin to set intentions for the new year to come, actively creating what we want to occur in our classrooms and our lives. This is a powerful experience that touches every part of our lives and is something that we can pass down to our students.

I Love Dance... Now What!?! (S)

Together we will remember falling in love with dance and explore what is possible with our lives, going forward. Tapping into why we do what we do and workshoping through any fear or obstacles that stand in our way.

Becca Moore & Dani Rosenberg

(With contributions from Robin Dawn Ryan, Dale Lam & Donna Aravena)

Recital-O-Rama (S)

Whether it's your recital, year-end show, gala or production... It's the culmination of an entire year of hard work from everyone at the studio. Hear how to get all of your dancers and guests talking about your show for days, weeks, and even months afterward. Topics discussed will include; themes, program books, staff, recital income and more!

Becca Moore & Dani Rosenberg

The Social Studio (S)

Tips for creating fun and engaging content for Instagram and other Social Media outlets.

Carol Fipps

Bridging the Gap (S)

Find out how you can help your dancers explore different avenues after studio life, whether they want to go on Broadway, dance in college or become an Entertainment Lawyer. Start educating your parents on their/your goals and opportunities. Learn how to create versatility, in order to give your dancers more opportunities.

Carole Royal

Making Memories – Keeping Students (S)

Five, ten, twenty years down the road, your students won't remember which routine scored High Gold and which routine came in 3rd. What they will remember are the laughs, inside jokes, and what it felt like to be a part of team. Making the studio about more than just dance will make your students more well-rounded humans and keep your parents happy!

Carryl Slobotkin

Be the Boss (S)

As a studio owner, you must always maintain strong management and leadership skills when dealing with staff, parents and students. While it is impossible to make everyone happy, learn tips on how to make decisions that you know are right for the studio as a whole.

Christy Curtis & Jody Phillips

(With contributions from Denise Wall)

Guest Teachers (S)

Why are guest teachers important? How does having outside teachers benefit your students? Is there more to it than just learning new choreography? Learn how to successfully host a guest teacher to ensure that your students and studio get the most out of the experience. This class is geared toward the studio owner.

College Dance

Join college professors and previous students from different universities as they discuss what they are looking for in a college-bound dancer. Learn about programs and conservatories and what each has to offer. Do you have dancers that want to continue dancing but are going to school for something else? Come learn and discuss what dance teams at the collegiate level are really like! Members of different university dance teams and competitions will be on hand to answer any and all questions you might have.

Danie Beck

(With contributions from Sean Boutilier & Carryl Slobotkin)

Investing in Your Future Starts Now (S)

Planning for your future and financial security starts today. Whether you are a first year studio owner or looking at retirement, get tips and advice on how to create financial stability for yourself and the studio.

Denise Wall & Dale Lam

(With contributions from Carryl Slobotkin, Carol Fipps & Paula Kessinger)

Curriculum (S)

Your curriculum is the core of your studio. Whether you don't have a set curriculum or think it is time to revamp, this class is for you. It will cover:

- Order of what is taught for each genre & correct track for each age group
- Good examples for teaching tools, visual tools, tricks, images, etc.
- Making a daily (and yearly) schedule that is healthy for the dancers' bodies
- How to make sure your staff is all on board for the final or end results
- When to introduce guest teachers

Frank Sahlein*Successful Habits (S)*

Frank will share eight strategies high achievers use to grow their business and lessons from successful people.

Jessica Scheitler, EA*Audit Ready? Dance Like No One is Watching (S)*

Learn to protect yourself from the eyes of the government. We will explore the who, what, when and why you could be audited. From the IRS to sales taxes and payroll, we will discuss strategies to take advantage of every write off you deserve, and prove that you deserve them! Avoid common mistakes and set yourself on the path to success. An open forum Q&A will be incorporated to discuss solutions for attendees' business inquiries, and help make a plan to overcome obstacles and achieve future goals. This class will cover:

- Avoid an audit or pass it
- Which records to keep and how to organize
- Sales Tax and Payroll Tax
- The most common audits
- Is it deductible?
- What is the IRS thinking?
- Independent contractor vs. employee

Business Technique: Unlock Financial Success

Start your business on the right foot (or switch to the other right foot). Learn the best practices for taking care of business in your dance studio, and master the key to profitability. Through an honest assessment of your financial health, make smart decisions for the direction of your business to balance your artistry, teaching and cash flow. Turn your financial data into insights and action. An open forum Q&A will be incorporated to discuss solutions for attendees' business inquiries, and help make a plan to overcome obstacles and achieve future goals. The class will cover:

- Managing your Cash Flow and Budget
- Where is your money going?
- Ensure accuracy in your numbers
- How to read your financial reports
- Are you paying yourself?
- Pricing and Profitability

Jill Tirone*Outsourcing and Automation Tips (S)*

How do you succeed when you have to manage various people, personalities, goals and expectations? How do you train your teachers to embody your studio culture in a way that expresses your vision and purpose? How do you create your studio's culture and infuse it into your business practices?

Jody Phillips

(With contributions from Sean Boutilier and Danie Beck)

Contracts (S)

What is a contract? From non-competes to employee expectations/handbooks, and state regulations to lawyers, the Dance Teacher Summit Ambassadors will help you to navigate your options to best protect your studio.

June Kaiser

Profitable Adult Dance & Fitness Classes (S)

Learn to successfully build, market, and make money from adult dance and fitness classes at your studio. Have you thought about or tried to incorporate adult classes into your studio schedule? Do you currently offer adult dance or fitness classes but struggle sustaining interest in them? Come and learn about the full potential of the additional revenue that these classes can bring your studio. As dance studio owners and teachers, you have access to all of the necessary tools to build a strong and sustainable adult dance and fitness program. This seminar will cover key differences in children and adult programming, renting out space vs. self-managing, options in structuring an adult program, how to market and reach new audiences, setting yourself apart from the competition and creative ways to retain students.

Kathy Blake

Creating a Positive Studio Culture (S)

The culture of your studio is a large part of your reputation in the community. The ways in which you communicate, uphold your policies and procedures, express your overall personality and incorporate your mission and team spirit, make up your studio's culture. Learn what it takes to train your staff, students and parents to represent and embody your studio culture in a way that expresses your unique vision and purpose. Get practical tips on how to handle various personalities and ways to solve problems that will build your culture in a positive way.

Assistant Teacher Training Program (S)

This seminar will show you how to create, form, and train young leaders at your dance studio that may stay on or return after college and performing careers. A solid train-from-within program begins with an effective and well-designed assistant teacher training program. This type of program is designed for student's ages twelve and up, who have a natural desire and aptitude for teaching. Teaching your dancers your methods of teaching and how to be a good assistant, can benefit your entire business and provide stability in the classroom.

Kim Massay

(With contributions from Joanne Chapman, Kim Delgrosso, Donna Aravena & Carryl Slobotkin)

Educating Parents (S)

Learn how to educate your parents on how their child will progress and what to expect. This class will help to make your studio a TEAM by discussing ways to: create different programs, make your parents feel special, educate them about social media, create handbooks and promote student loyalty.

Kim Massay & Kim Delgrosso

(With contributions from Joanne Chapman, Nancy Giles & Jody Phillips)

Reality of a Dance Family (S)

Relationships are hard work; especially when you're a dance teacher or studio owner! Whether you are a mom, wife, teacher, friend, mentor, business owner or all of the above, these Ambassadors have years of experience balancing work and personal life and are here to help! They will candidly discuss the joys and sorrows of being in the dance world and the effect it can have on your family life.

Misty Lowen

Financial Focus: Stop Surviving and Start Thriving! (S)

It's been said that entrepreneurs are the people who will work 80 hours per week for themselves, in order to avoid working 40 for someone else. Sound familiar? If so, then the question becomes, "Are you getting paid for the actual work you do?" Learn 8 ways to put your new season on firm financial ground.

Phyllis Balagna

Performance Opportunities (S)

So you've taught your students to become beautiful dancers, now when do they get to show the world their beautiful skills? We will touch upon outside studio performance opportunities including local half-time games and non-competitive opportunities, the pros and cons of adding additional opportunities and how to manage them, creating specialized performance groups for those interested, using performance opportunities as a means for community service (ie - mandatory completion of approved community service hours for high school graduation) and how to gain the high school's approval.

Robin Dawn Ryan, Phyllis Balagna & Kim Massay

Psychology of Competition (S)

There you are, sitting at another dance competition and waiting for your dancers to go up on the stage, hoping that all the time, money and practice invested into this dance will pay off. As a teacher, we are always disappointed for our dancers if they come off the stage discouraged. We want competition to be a positive experience. However, we know that there can only be one "winner" and more times than not, many dancers walk away unhappy. So why do we keep going back? Is it because of the excitement and the chance that the next time, the outcome could be a little different? That the next time, with more practice, a new costume or just a different competition that is not so tough, it will be better? Whatever the reason, we return week after week, year after year. Come discuss the benefits of competition for both you and your students.

Robin Dawn Ryan

Boosting Enrollment (S)

(With contributions from Becca Moore, Dani Rosenberg & Donna Aravena)

Does "Bring a Friend" really work? Does changing the name of a class affect enrollment? How do you survive summer? Hear successful ideas and programs that have helped studios boost enrollment.

Sue Sampson-Dalena

(With contributions from by Robin Dawn Ryan, Becca Moore, Dani Rosenberg & Christy Curtis)

New Studio Seminar (S)

This seminar will be broken into three sections; logistics, philosophy and building your student base. Based on attendee needs, class topics can cover everything from locations and loans to checklists and advertising ideas. Come prepared with your questions, and learn what these veteran teachers wish they knew in their early years!

Suzanne BlakeGerety

Marketing Triple Threat (S)

In this session, you'll hear about the three most important marketing strategies you can use today to build enrollment and keep your name relevant in the community. It is the "Triple Threat" and it works! You'll see case studies, reports and data from various sized dance studios, and be able to apply that information to your own business. This is an "advanced user" session and will be most beneficial if you are actively using social media and have a website that you can easily update.

Customer Service (S)

It only takes one negative review on social media or Yelp to freak a dance studio owner out. Can you make everyone happy? Of course not! However, in this session you will get actionable ways to handle any difficult customer and diffuse arguments. You'll hear how you can implement a system that your employees can use to delight your customers through emails, on the phone, in person and on social media.

Teacher Chats

Throughout the weekend, there will be open forum teacher chats with our Ambassadors! Bring your questions and concerns, and be ready to share your awesome ideas.

Tiffany Henderson

Studio Expansion (S)

Is owning more than one studio location right for you? Discover how to know when it is smart to open an additional location.

Crisis Management (S)

Crises happen. The ways in which you handle them can make or break you. Tiffany shares how she deals with situations such as a teacher leaving mid-year, a disgruntled parent, or a competition being canceled at the last minute. Learn how to set yourself up for success and be prepared when things don't go as expected.



ATTENDEE SCHEDULE

JULY 27-30, 2015
LONG BEACH, CA

(C) = Class (Movement Based)
(S) = Seminar (Lecture Driven)
(W) = Workshop (Instructional Based with Some Movement)

MONDAY JULY 27th							
	ROOM 1 Main Stage	ROOM 2 Exhibit Hall Classroom	ROOM 3 RM 103	ROOM 4 RM 102	ROOM 5 RM 101	ROOM 6 PROMENADE AB	ROOM 7 PROMENADE C
2:00pm-8:00pm	REGISTRATION (LOBBY LEVEL)						
3:00pm-7:00pm	STUDIO OWNER ONLY SESSION (PROMENADE AB)						

TUESDAY JULY 28th				EXHIBIT HALL HOURS: 3:30pm-7:00pm			
	ROOM 1 Main Stage	ROOM 2 Exhibit Hall Classroom	ROOM 3 RM 103	ROOM 4 RM 102	ROOM 5 RM 101	ROOM 6 PROMENADE AB	ROOM 7 PROMENADE C
6:30am-10:30pm	REGISTRATION (LOBBY LEVEL)						
7:15am-8:15am	OPENING SUMMIT & BREAKFAST (PROMENADE AB)						
8:30am-9:30am		Denise Wall Body Placement Review (W)	Rustin Matthews Advanced Jazz Progressions (C)	Tricia Gomez Hip-Hop Made Easy (W)	Mike Minery Tap Technique (C)	Sue Sampson-Dalena New Studio Seminar (S)	Frank Sahlein Successful Habits (S)
9:45am-10:45am		Joe Tremaine Character Jazz (C)	Jenifer Ringer Musicality in Ballet (C)	Kim McSwain Mini/Junior Technique (C)	Mike Minery Tap Across the Floor (C)	Becca Moore & Dani Rosenberg The Social Studio (S)	Carol Fipps Bridging the Gap (S)
11:00am-12:00pm		Jackie Sleight Jazz (C)	Deborah Vogel Improving Port de Bras (W)	Mike Minery Tap in Music (S)	Denise Wall & Dale Lam Curriculum (S)	Danie Beck Investing in Your Future Starts Now (S)	Kim Massay & Kim Delgrosso Reality of a Dance Family (S)
12:00pm-1:30pm	LUNCH - Mix & Mingle with Nancy Giles (PROMENADE AB - 12:30-1:30pm)						
1:30pm-2:30pm		Ray Leeper Jazz (C)	Talia Favia First Time Choreographer (W)	Anthony Morigerato Garage Band (S)	Kim McSwain Empowering Young Students (W)	Misty Lowen Financial Focus: Stop Surviving and Start Thriving! (S)	Phyllis Balagna Performance Opportunities (S)
2:45pm-3:45pm		Mia Michaels Contemporary (C)	Ray Leeper Jazz Execution & Choreography (C)	Lisa Howell Is Over-stretching Bad? (W)	Anthony Morigerato Turbo Tap Technique (C)	Carryl Slobotkin Be the Boss (S)	Jessica Scheitler, EA Business Technique: Unlock Financial Success (S)
3:30pm-7:00pm	EXHIBIT HALL GRAND OPENING						
8:00pm-10:30pm	CAPEZIO A.C.E. AWARD COMPETITION & PRESENTATION OF <i>DANCE TEACHER</i> MAGAZINE AWARDS (MAIN STAGE)						

WEDNESDAY JULY 29th

EXHIBIT HALL HOURS: 9:00am – 6:00pm

	ROOM 1 Main Stage	ROOM 2 Exhibit Hall Classroom	ROOM 3 RM 103	ROOM 4 RM 102	ROOM 5 RM 101	ROOM 6 PROMENADE AB	ROOM 7 PROMENADE C
8:00am-8:45am	SUMMIT AND BREAKFAST (PROMENADE AB)						
9:00am-10:00am	Mark Meismer Contemporary (C)	Tricia Gomez Teaching Special Populations (W)	Jennifer Jancuska Contemporary Theater Dance (C)	Politeia Le Yoga (C)	Anthony Morigerato Creating Choreography for Tap (C)	Robin Dawn Ryan Boosting Enrollment (S)	Tiffany Henderson Crisis Management (S)
10:15am-11:15am	Mandy Moore Jazz (C)	Sarah Miller Bate Barre Body (C)	Paula Morgan Technique and Body Placement (W)	Anneliese Burns Wilson Mind Games (W)	Gregg Russell Tap: It Takes Two (C)	Suzanne Blake Gerety Marketing Triple Threat (S)	Kim Massay Educating Parents (S)
11:30am-12:30pm	Mandy Moore Contemporary (C)	Denise Wall Turns (W)	Paula Morgan Technique: The Domino Effect (W)	Maria Hanley Teaching Toddlers (Ages 2-3) (W)	Gregg Russell Tap: It's Magic! (C)	Kathy Blake Assistant Teacher Training Program (S)	Carole Royal Making Memories – Keeping Students (S)
12:30pm-2:00pm	VISIT THE EXHIBIT HALL – Doug Caldwell – Lyrical (MAIN STAGE 12:30-1:30pm)						
2:00pm-3:00pm	Gregg Russell Hip-Hop: Flashback Fun (C)	Mandy Moore What the Judges See (S)	Judy Rice Ballet Barre (C)	Maria Hanley Group and Partner Dances (Ages 4-5) (W)	Christine Dion Stage Makeup (S)	Becca Moore & Dani Rosenberg Recital-O-Rama (S)	Ava Adinolfi New Beginnings (S)
3:15pm-4:15pm	Doug Caldwell Lyrical (W)	Denise Wall Transitions (W)	Judy Rice Ballet Center (C)	Anneliese Burns Wilson Cueing and Correcting for Teens & Tweens (W)	Jennifer Jancuska Building a Musical Theater Program (W)	Amanda Patterson Marketing Strategies that Work (S)	Tiffany Henderson Studio Expansion (S)
4:15pm-6:00pm	VISIT THE EXHIBIT HALL						
8:00pm-10:30pm	FASHION FORWARD & COCKTAIL PARTY (Sponsored by Hall of Fame) (MAIN STAGE)						

THURSDAY JULY 30th

EXHIBIT HALL HOURS: 9:00am – 2:00pm

	ROOM 1 Main Stage	ROOM 2 Exhibit Hall Classroom	ROOM 3 RM 103	ROOM 4 RM 102	ROOM 5 RM 101	ROOM 6 PROMENADE AB	ROOM 7 PROMENADE C
8:00am-8:45am	SUMMIT AND BREAKFAST (PROMENADE AB)						
9:00am-10:00am	Politeia Le Yoga (C)	Rhonda Miller Just Jazz(C)	Deborah Vogel Enhancing Learning: Training Your Students to Use Metacognition (W)	Lisa Howell & Beverly Spell Training Turnout in Tiny Dancers (W)	Christy Curtis & Jody Phillips Guest Teachers (S)	Danie Beck & Sean Boutilier \$1.00 A Day (S)	Suzanne Blake Gerety Customer Service (S)
10:15am-11:15am	Tatiana Paker Hip-Hop (C)	Al Blackstone Performance Plus (W)	Paula Morgan Applying Technique to Choreography (W)	Beverly Spell "Hey Mom, I Just Did Math in Dance Class!" (W)	Yusuf Nasir Street Jazz/ Hip-Hop (C)	Jessica Scheitler, EA Audit Ready? Dance Like No One is Watching (S)	Jill Throne Outsourcing and Automation Tips (S)
11:30am-12:30pm	Tatiana Paker Hip-Hop (C)	Al Blackstone Musical Theater Ages 9-12 (W)	Francisco Gella Ballet+ Integrative Athletic Technique Training Methods (W)	Joanne Chapman Building an Acro Program (W)	Danny Wallace Tap Progressions (C)	Jody Phillips Contracts (S)	June Kaiser Profitable Adult Dance & Fitness Classes (S)
12:30pm-2:00pm	EXHIBIT HALL – LOUIS VAN AMSTEL - LaBlast Ballroom (MAIN STAGE 12:45-1:45pm)						
2:15pm-3:15pm		Louis Van Amstel LaBlast Ballroom (C)	Stacey Tookey Creating a Refined Dancer (W)	Francisco Gella Fostering Appreciation for Ballet in Competitive Dancers (W)	Danny Wallace Tap Improv (C)	Kathy Blake Creating a Positive Studio Culture (S)	Robin Dawn Ryan, Phyllis Balagna & Kim Massay Psychology of Competitions (S)
3:30pm-4:30pm		Joanne Chapman Acro Tricks (W)	Stacey Tookey Contemporary (C)	Ava Adinolfi I Love Dance... Now What!? (S)	Bonnie Schuetz Beginner Tap (C)	College Dance	Teachers Chat
4:45pm-6:00pm	THE SUMMIT 2015 w/ Stacey Tookey, Karen Hildebrand, Denise Wall, Kim Delgrosso & Al Blackstone (PROMENADE AB)						