



# Music Masters Licensing Program

Join the fastest growing team of Music Motivators in the U.S.



Baby Music Masters  
Family Music Masters  
Music Masters 1  
Music Masters 2  
Music Masters 3



**New! Music Masters 4: Group Instrument Intro**



Music-in-the-Box, Inc.  
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Libertyville, IL 60048  
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Visit us online at [www.musicinthebox.com](http://www.musicinthebox.com) for more information on program offerings  
Or shop our Online Catalog at [www.musicmattersathome.com](http://www.musicmattersathome.com) for quality musical gifts, books, and toys



**Thank you for your interest in Music-in-the-Box and the Music Masters Program!**

The following information will help you decide if you will choose to become an Individual Music Motivator or a Music-in-the-Box licensed facility.

## **MUSIC-IN-THE-BOX LICENSES**

At Music-in-the-Box, we include everything you need to begin your first class simply and smoothly. From rhythm instruments to bubbles, no detail is overlooked in your Start-Up Kit

We develop relationships with park districts and preschool centers to put you to work immediately. If you feel you would like to find more business, great! But, we usually have park districts asking for our program, so you are good to go as soon as you finish training.

**License & Start-Up Kit Initial Fees: \$1000 (All you need is a boom box)**

\*Facility License Fee \$250 per year includes all your staff

### **Essentials Kit**

5 sets of rhythm instruments (18 ea)  
Music Master handstamp/ink set  
Teacher Nametag  
Set of 24 rainbow scarves  
Bubble/wand set & 1 refill

### **Annual License Fee - \$150\***

\*included in Initial fees  
Web listing of classes on  
[www.musicinthebox.com](http://www.musicinthebox.com)  
Unlimited phone support  
Assistance with site procurement



### **Curriculum – 1<sup>st</sup> 2 included**

Curriculum Training Guides/DVD  
5-6 SESSIONS/YEAR  
Distinct Music Masters Curriculums  
CDs, Books, Tactile, Handout Master  
Teacher Mix for classroom use per set  
Free Training – in Illinois\*\* travel / lodging at your own expense

### **Essentials Training**

Essentials Guide  
Training DVD  
A Capella Training CD of Suzuki songs  
Unlimited phone/email support  
Classroom Set-up Information

## **KEY ADVANTAGES**

- Share your love of music in a way that is meaningful to families** - Music Masters classes are divided by developmental stages and ages are a guide. We use materials and musical selections that encourage participation, involvement and energy! You will be provided the use lovely natural materials, beautiful art and quality vocals that engage and inspire.
- Promote the Suzuki philosophy** – Choose a Suzuki-based music readiness curriculum rather than adapting a non-Suzuki curriculum to fit your needs. The Suzuki philosophy promotes the parent-child-teacher triangle – a bond essential for encouraging young minds to step outside their comfort zone and develop the child within.
- Make good money doing very part time work you love** - Music Masters classes are rewarding on a personal and monetary level. Every day you have the privilege of impacting the lives of children and families – where else do people pay you to promote joy, music and love in the community.
- Promote strong families** - Families love us! We don't require active children to be bullied back to the circle, we let parents be parents – and they reward us with repeating our program, over and over again. We believe in positive redirection, a sense of belonging and love – and we make it all possible with quality music education disguised as irresistible fun. Our newsletter is packed with tips and ideas for young and growing families.
- Make your family your priority too** - You set your schedule and we'll find you a place to teach. Many locations allow you to pick your day and times to offer the class. And though we can assist you with planning a schedule that will maximize your class sizes, we always let our motivators have the last word in where and when they will teach. Many times you are able to get a sub to cover you for that all important school play or field trip when your own darlings need you most.
- Join the fastest growing Music Education program** - We love children and we love families! And we prepare children for a lifetime of music. That spirit is the difference that makes families return to Music-in-the-Box, Inc. for years to come.

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## The Methodology

**Music Masters** is a literature-based approach to teaching music to young children. Using the Music-in-the-Box curriculum kit, it uniquely employs books, poetry and music to teach children the basic concepts of music such as rhythm, beat, pitch, dynamics, tempo, patterns, etc. Music and reading work together to encourage children's abilities to concentrate, listen, decode symbols, follow directions, and desire beauty. Very young children subtly experience these concepts through timeless parent-tot play like tickles, bouncing, finger plays and nursery rhymes. Children who are ready for cognitive learning experience musical concepts through play coupled with vocabulary. The format and materials are carefully chosen to encourage "doing music" in the home.

Our studies of the methods and principles contained in the Suzuki, and Montessori educational methods are used in the presentation of materials in Music Masters. Those familiar with E. D. Hirsch, Jr., and John Holdren's What Your Kindergartner Needs to Know will appreciate the fact that many suggested selections for language and literature are included in the Music Masters format.

We also study the needs of children in all development phases through each of the physical and emotional channels to ensure the Music Masters program enhances each child's music experience. Educational consultant, Dr. Jacqueline High, a Professor of Education at Columbia College in Missouri, keeps us current with the latest studies in the field of child development. Parents will appreciate the articles in the Music Matters newsletter for their compassion and educational value.

Most families are familiar with the scientific studies indicating the importance of music in young children's lives. Few families are equipped to strategically provide their very-young children with a complete musical experience. A Music Masters curriculum provides parents with a base-knowledge upon which to build a lifetime of music enjoyment. The class activities will find their way into each family's daily routines at home.

### ***Our Competition***

*Music Masters differs from Kindermusik, Music Together and other early childhood music programs in very specific ways. We focus on traditional American nursery rhymes and a variety of musical genres rather than concentrating on multicultural selections or music composed by the owners. We celebrate what brings us together and gets us ready to be successful students.*

*Our Montessori roots lead us to use real instruments, wood or cloth materials whenever possible. Music picture books are included in every session. Our teaching materials are very animated, active, and easily purchased for home use as an option, not a requirement. All curricula are created to maintain a child's interest; and incorporate an amazing amount of subliminal music theory keeping in mind that children learn best when presented to in a multi-sensorial environment.*

*We break our sessions in to smaller, more affordable segments to introduce more books, musical selections and keep the cost significantly less than other programs so families can afford to continue session after session providing the continuity children crave.*

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## MUSIC MASTER CLASS STRUCTURE

### ***BABY MUSIC MASTERS (developmentally - reactive)***

#### **"Take The Tears Out Of Tummy Time"**

- *show parents & caregivers how to do music with their new baby at home*
- *learn ways to play with baby as they grow from stage to stage*
- *suggest specific books, songs and materials worth having at home*
- *teach parents how to take the tears out of tummy time with interactive peek-a-boos and tummy time tickles that siblings and parents can play at home.*
- *provide a beginning of family traditions through song for your family*
- *learn how certain movements benefit your baby's physical growth*
- *learn how language used in song and rhythm can benefit a baby's language and emotional development.*
- *meet other new parents*
- *encourage abandon in emotional expression with your baby*

"Without some degree of this ecstatic wooing by at least one adult who adores her, a child may never know the powerful intoxication of human closeness, never abandon herself to the magnetic pull of human relationships, never see other people as full human beings like herself, capable of feeling what she feels...such a child is at risk of becoming self-absorbed or an unfeeling, self-centered, aggressive individual who can inflict injury without qualm or remorse." Greenspan, Stanley, *The Growth of the Mind*. P. 51.

### ***MUSIC MASTERS 1 (developmentally - reactively interactive)***

#### **"From Lap To Legs"**

- *give the parent and young child a structured, fun environment to interact together.*
- *open up the world of social possibilities for young children.*
- *encourage the exploration of the child's senses through music, movement, and tactile objects.*
- *instill confidence in a child's ability to succeed.*
- *offer ways to learn self-control.*
- *learn simple rules of etiquette.*
- *learn to follow simple directions*
- *opportunity for gross motor skill development*
- *experience the arm crossing the center line of the body*
- *use both sides of the brain*
- *provide ways to do music at home*

"Listening to and making music form strong connections in the brain. These are the same connections that are used to solve math problems. So enjoying music together now can help prepare your child to learn math later in school." BUILDING YOUR BABY'S BRAIN; A GUIDE TO THE FIRST FIVE YEARS, by Diane Trister Dodge & Cate Heroman

***MUSIC MASTERS 2 (in addition to objectives of MM1) (developmentally - interactive)***  
***"Moving and Shaking"***

- *provide a social outlet for children*
- *stretch the child's knowledge of the fundamentals of music*
- *build a desire for further music education*
- *encourage a two-way music interaction in the classroom*
- *steer children toward a love of quality literature, art and music*

"Singing songs over and over will help prepare his brain for listening and speaking... help(s) your child with learning, and it can also create a bond that will last a lifetime...If your child has a language delay, singing familiar songs is a good way to learn new words. It is sometimes easier to sing songs that have rhythm and repetition than to say some words. When your baby crawls, your toddler plays patty-cake, or your preschooler dances with scarves, both sides of the brain are put to work." *This research comes from the 1997 study by Rauscher, Frances H., Gordon Shaw, Linda Levine, Eric Wright, Wendy Dennis, and Robert Newcomb. 1997. "Music Training Causes Long-term Enhancement of Preschool Children's Spatial-Temporal Reasoning." Neurological Research, 2-8.*

***MUSIC MASTERS 3 (enhancing objectives in MM1 and MM2) (developmentally - involved in their learning process)***

***Certified Suzuki, Vocal Instructors or personally trained MITB Music Teachers only may teach this class.***

- *provide music variety with instruments, dance and vocal instruction*
- *encourage social development such as turn taking and applauding other's success.*
- *further develop and simple understanding of music theory*
- *further develop counting skills found in rhythm and music theory*
- *further encourage independent activity and music performance*
- *significant music readiness through music games and basic musicianship*
- *significantly ready children for instrument instruction*

"[We must]...prepare an environment [for preschoolers] so that it provides a variety of stimulating, challenging materials and activities" (*National Network for Child Care - NNCC*).

***FAMILY MUSIC MASTERS***

- *provide families with multi-age children an inclusive music environment*
- *adapts current curriculum of MM1, MM2 & MM3 to fit the ages of the class*
- *borrowes the Montessori philosophy of multi-age learning to enlist older students' help with younger students building self-esteem and responsibility*
- *offering age appropriate materials to each child within the program context*

***MUSIC MASTERS 4: Group Instrument Intro (introduction to the Suzuki Method)***

***Certified Suzuki or personally trained MITB Music Teachers only may teach this class.***

- *Small group instruction up through Twinkles thru Long Long Ago/ Book & CD purchase required*
- *Musicianship and Music Readiness are introduced through irresistible games*

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## MOTIVATOR'S COMMITMENT TO EXCELLENCE

### Sign & Fax, & We'll Send You A Contract And Info Booklet!

The partnership between the Music Masters Program and its Motivators is a special relationship not to be entered into lightly. Each Motivator is hand chosen by a Music Master partner or participant for their love of children, respect of self and others and genuine desire to impart empathy and compassion in the classroom.

By signing below, you are agreeing that to the best of your ability you will provide a safe, loving and quality music experience for the registrants in your care. You are also agreeing to maintain the integrity of the Music Masters program by following the format provided and using only the materials selected for each session within the Music Masters Curriculum.

Your signature confirms your willingness to share yourself with the children in accordance to the standards set forth in this overview and that you have no legal judgments against you in accordance with Child Protection Laws.

*Yes! I am interested in talking to you about becoming a Music Motivator for Music-in-the-Box and agree to hold copyrighted information confidential upon signing a contract. Please send me my Contract Packet today!*

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

\_\_\_\_\_  
signature - teacher \_\_\_\_\_ date

Signed: \_\_\_\_\_ Received by MITB on \_\_\_\_\_  
*Music-in-the-Box Authorized Signature*

If you were referred by another Music-in-the-Box Motivator, please list them here:

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Return this page and an audio or video recording / Email MP3 vocal recording to

[Info@Music-in-the-Box.com](mailto:Info@Music-in-the-Box.com) or mail to:

Attn: Ginger Acopiado - 872 S. Milwaukee Ave. #125 Libertyville, IL 60048

Tel: 847-573-1901 or Fax: 847-557-1296

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## FREQUENTLY ASKED QUESTIONS ABOUT THE MUSIC MASTERS PROGRAM

It is the primary goal of Music-in-the-Box to prepare children for a life-long musical journey of enjoyment and participation. We desire to wrap each child in a loving and encouraging environment. We believe children have far greater abilities than adults typically recognize. Here are some of the answers to the questions we hear most often:

### **How does this opportunity differ from other early-childhood music programs?**

Music-in-the-Box is based on the philosophies of Drs. Suzuki and Montessori. This premise is the foundation for our unique approach. Our classes are different in:

- The way we treat children and families
- The uses of Suzuki melodies to aide in developing the ear at an early age
- The way we wrap music theory in irresistible fun engaging the mind, body and senses
- The way we incorporate music vocabulary in context from birth
- The use of multi-sensory materials and elements to engage each child through their strongest channel
- The respect for the individual child rather than expectations for the group
- The way our curriculum simultaneously addresses several stages of development so that every child has the ability for mastery

### **Do I need to be a musician or instrument instructor?**

In order to be successful, you will need to be able to sing on pitch and be able to keep a steady beat and rhythm. Because of the greater musical knowledge required to teach Music Masters 3 and 4, we do require only certified music education majors and instrument instructors be licensed for these levels.

### **How much training is required in order to be an instructor?**

We require an introductory class to be taken by all new instructors. This assures quality and continuity within the program and helps you get started on the right foot. Since we ask so little of you monetarily, our trainings are not optional. You will need to commit to attending each sessions curriculum training – it is essential to the success of your program. At each training, you will turn in your previous session materials and receive new materials for the coming session. You will also have the opportunity to replenish your supply of nametags, etc at these trainings. We can't stress training enough.

### **Where are the training centers located?**

Since our "company store" is in Libertyville, IL, that is where you will need to attend training. Typically all trainings occur on Tuesday mornings in the Music Room of the Libertyville Sports Complex from 9:00 – 12:00. You can count on your initial training being at least 2 – 3 hours long. That is also held in the Libertyville Music Room.

### **How long can children take Music Masters classes?**

Families can enroll as often as they like. Our curriculum is designed to reach birth through the Twinkles. We also offer 12 unique curriculums so families never tire of content, but are able to build from birth through Kindergarten and into instrument instruction.

### **How is tuition collected?**

If you are a contractor, we collect the money – you send us an invoice and we send you a check. Plus, you earn commission on the products you sell in your classrooms.

### **What is a typical class size?**

There is no typical size, but we do suggest you hold classes with three or more. Our pay scale is determined to some extent on class size, but the longer you teach, the more families come to know and love you, so the classes will grow with you.

### **What is the age-group targeted?**

Music is a part of every family's life beginning at birth. We offer classes for birth through age 6. We have students who began at 3 months old in our infant classes and have just graduated our Group Instrument lessons. The majority of our classes are for 1 and 2 year olds as parents begin to seek a social outlet.

### **How does enrollment typically work?**

Classes are usually grouped into 6-week block sessions but can easily be extended to 8 or 10-week blocks if required by the facility in which you teach. We train you on all the necessary variations and class formats.

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