



A.R.T. INSTITUTE OF MUSIC AND GUIDANCE
Flourish in Your Success



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1. BUSINESS PROFILE

Introverts typically keep to themselves, leading to their inability to efficiently communicate with fellow peers with confidence as well as to establish relationships and authority. Especially in the most critical and awkward stage of development, being a teenager in the society of today is extremely difficult as it also feeds into their fear of assuming leadership roles within their communities. At the A.R.T. Institute of Music and Guidance, we believe in the capability that young teens have in order to truly make a difference in each of their communities and seek to empower them. The institute specializes in closely teaching these vital skills while also progressing their musical skills, thus advancing the teens' intellectual capabilities (as students learn to play an instrument, it has been scientifically proven to increase the cognitive skills of the brain while also progressing memorization skills, as well as academic performance). So, while providing this service, no longer will expressing oneself ever be a serious issue.

I felt urged to construct this business because of my experiences as well as my struggle to interconnect with fellow peers as I suffered from severe anxiety. Therefore, I was not properly able to seize any given opportunity to express myself. However, once I joined a fifth-grade strings program at my elementary school, it was under the guidance of my music teacher that I was able to surround myself in my new found passion: playing the violin. Leading up to my development in middle school, I obtained the position of Concertmaster within my eighth-grade year, and by then, I learned how to properly guide and communicate with those following me. And then on, I became a part of my local high school's Varsity Orchestra. While under the instruction of my orchestra director, during my sophomore year, I proudly took an ensemble to State competition as well as during my junior year, was elected Vice-President, led an ensemble that was able to perform for Yo-Yo Ma, and am currently the President and Concertmaster of the Varsity Orchestra. I am telling my story to show how I was presented with so many opportunities that I was able to successfully deliver in so many events/circumstances -- it is because of the skills I gained that I am able to successfully conquer all of my endeavors and that is what I hope to do for so many more. The institute, currently, plans to offer the service within San Antonio, Texas through a different school each summer.



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The A.R.T. Institute of Music and Guidance is a service that offers classes Monday through Friday from noon to five. The cost of the program is three hundred dollars per student (ages range from thirteen to eighteen). It is an eleven-week program, specializing in the development of introverted teens' leadership skills through the teaching of a string instrument. (Keeping in mind, this is only a startup -- as we develop, we will offer more variety in other instruments.) We're also a service that aims itself towards teens that want to self-improve. The evolution of this service was sparked by the owner as she once struggled in her attempt to assume leadership positions because of her introverted nature. Joining orchestra in her middle school years, she grew a passion for music. Moreover, while being a part of an orchestra, she secured communication skills as she was assigned as concertmaster her sophomore year for an ensemble she successfully took to the state competition, she was expected to lead the orchestra through each movement, through each bow stroke, and through each confidently taken entrance. Although, she did once struggle in her attempt to stand as a leader in her orchestra which is the reason for her creation of this service, to provide the assistance and help she once needed, but did not have access to. This service targets introverted teens as we try to supply them with skills necessary for an effective leader within their community. To formally start, the A.R.T. Institute of Music and Guidance requires a loan to kickstart young musicians towards their success. As each student will be provided one-on-one time with specified instructors, their journey will blossom as they initiate personal relationships with their mentor, something very difficult to achieve in a typical orchestra situated with so many students and peers also hoping for the same. Moreover, the institute looks forward to partnering with public schools as well as educational centers that, at this time, do not provide a fine arts program (of course, these more specified partnerships would take place after serious development can be made) so that teens may be presented a creative conduit; In other words, an opportunity to advance their brain development, cognitive skills, communication skills, leadership skills, confidence, but also sight-reading proficiency, performance anxiety, and much more. More significantly, the institute's mission is to dedicatedly assist young minds to discover their true aptitude through the implementation of music learning in order to transform into the future leaders of tomorrow. These students will also be exposed to distinct personas, gain the opportunity to build friendships, and remain united with the shared interest and joy found in music. Overall, once progressive development is reached, by the end of the allotted time, both mentor and student would be challenged to play a song together and finally, everyone included in the program would be able to join in a fun-filled concert



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celebrating their advancement and triumph as young musicians would potentially, gain a social edge unlike most teens.



After the A.R.T. Institute of Music and Guidance begins to expand across the nation, we hope to partner up with local schools with no established fine arts programs in order to increase the accessibility of instrument-learning among students and young adults. Every summer when the program is expected to initiate, the camp would run in one of the volunteered schools. With this being said, because schools would volunteer to host the program, spaces would not be rented, unless of course, there is a specific agreement coordinated among the A.R.T. Institute of Music and Guidance and the designated school. Most notably, for example, because of the newly built auditorium and fine arts spaces in the campus of Oliver Wendell Holmes High School, they have volunteered to support the location needed for our program. Moving forward, sessions can be run through staggered start dates in order to generate sufficient revenues to cover the expected budget, however, because the program utilizes the spaces of local schools, there will not be exceeding flexibility in this aspect. Practice will occur in each of the practice rooms, practice halls, and more. Food expenses are already included in the payment and snacks provided will be decided in a waiver filled out by each parent/guardian listing preferences as well as foods they could be allergic/sensitive to. Students are expected to bring their own instruments. (While being fully aware that some students seeking to learn may have difficulty in



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acquiring an instrument, it is mainly to reduce costs for the successful startup of our business -- however, it can be arranged with the host school in order to utilize their owned instruments with a District-authorized agreement which includes additional payment to rent. If the student has any music books, sheet music, or even additional equipment (music stands, rosin, shoulder rest, etc.), he/she may bring it with them. The service is currently only offered to those playing string instruments and limited to a small group (approximately 5 to 10 students will be enrolled as we consider ourselves a small business needing to slowly grow). Otherwise, everything else will be provided by the service/chosen school location. Students will need a ride to and from school. For students that need additional help with their leadership and interaction skills, the instructors will be able to meet with them personally if requested. There will also be positions offered towards, preferably students of a similar age range to make them feel more comfortable. There will be a provided one-week training for those interested in the positions (that will only occur for those that have provided a resume prior to a conducted interview). Students participating in the program will also be provided the opportunity to engage in community service (which can also be used if they are involved in extracurriculars such as the National English Honor Society that requires hours) by playing at events, and much more.

Regarding the curriculum, students will lend themselves to collaboration, gain the confidence to speak up and share their thoughts, realize their contributions are important and that their work is not undervalued, learn to be held accountable for their actions, and more -- this is through one-on-one guidance, sight-reading practice, solo/ensemble practice, improvisation, and more. Students will also be grouped together in hopes of learning a new song and performing it. There will also be a day where students can closely interact with one another and make tie-dye shirts together (shirts being supplied by the service, but a necessary waiver as to shirt size must be filled out prior to enrollment) which then after, will be stamped with the official logo. The shirt will become a symbol of a bond as well as their journey. Additional information as to expenses can be found below in the financial aspect of the business. Looking towards the future, the A.R.T. Institute of Music and Guidance hopes to gradually grow so that it may also provide lessons for students who engage with instruments such as woodwind, brass, percussion, and more. Upon our growth, the institute hopes to become a nationally incorporated service so that we may assist young teens throughout the country so that they may be more confident in their abilities.



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Rehearsals would occur within the volunteered high school's soundproof practice rooms, classrooms, auditorium, etc.



What makes the business unique is that it's not a simple music academy, but one that also develops social skills, that would of course feed into other critical events within the students' life. The skills developed in the program will help students in interviews for jobs, interaction with higher-up officials, enhance their ability to communicate with students and teachers, leave them knowing how to act as a leader for his/her peer, and provide them with more confidence.

While I do plan to attend college to better my knowledge so that I may use it towards my business later, I do not urgently require a professional level of education to start this business as I can use the knowledge I have grasped from business courses I have taken in high school.

As for the instructors/staff I will be hiring it is expected that we are certified in basic office applications and have prior music experience so that we may properly run our business. For example, I have personal experience from being enrolled in business classes (Web Design - I have already created a website for the business using my Adobe Dreamweaver certification) I have been able to construct this very business plan from classes like Principles of Business Management and Finance and Principles of Information Technology. I have also developed skills in Graphic Design - of which I can enhance my marketing with my Adobe Illustrator and Adobe Photoshop certifications. Secondly, experience with string instruments as well as social capability must be demonstrated, to be hired or considered as



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a mentor/instructor, we require at least 2 years of being a part of an orchestra, either as an elective class, club, etc. Consideration as to the instructing capabilities will be determined at the time of the interview and training.



The institute will start as a local business as we will be utilizing local and public schools to provide the location/setting for the service, especially as to witness the success and overall profitability the business would bring.

Problems solved with the service would include the development of social skills in teenagers through music. It would also better their musical capabilities as we would make sure to thoroughly learn an eclectic range of music.

2. TARGET MARKET

Target Market – Demographics for your target market



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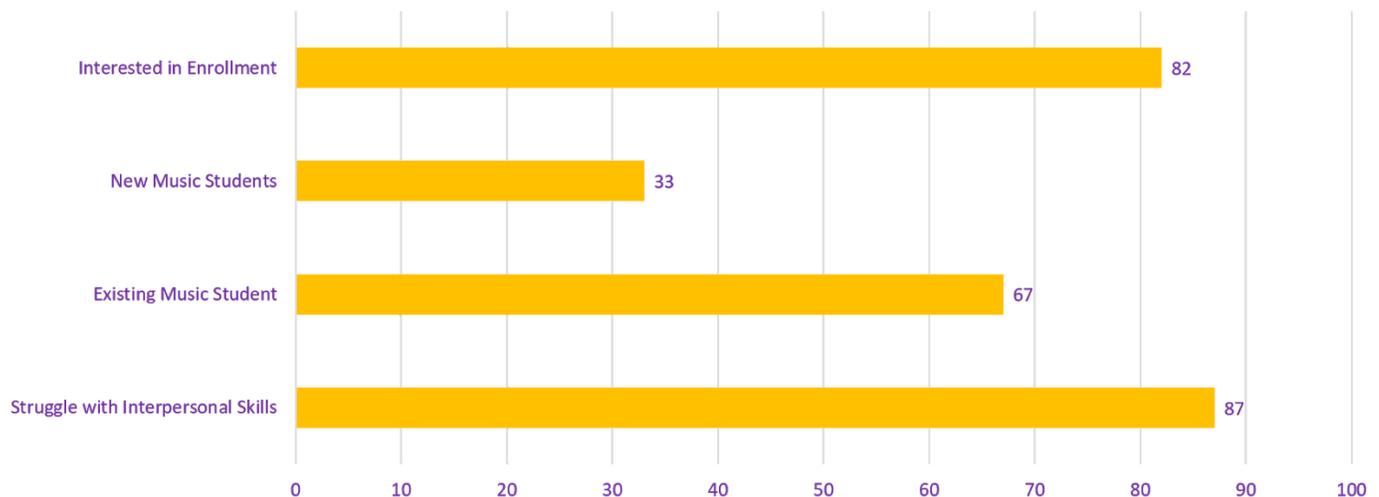
This service targets introverted teens as we try to supply them with not only interpersonal skills, but also increased musical capability. Additionally, it is aimed towards bettering the confidence of parents to see the improvement of their child's social interactions.

The demographics of the target market are teenagers and young adults, specifically those between the ages of 13 and 18. Other than those specifications, all are welcome. In other words, the level of playing ability nor does anything else matter in the students' enrollment. Additionally, because parents would more than likely financially supply each students' participation, the service is also aimed towards parents who wish to see better improvement in their child's development.

To better test the successfulness my service would bring, I conducted a survey:

NOTE - This survey was conducted between numerous high schools (not necessarily local), therefore detracting as much bias or selectability as possible from the survey (this survey was dispersed among administrators and music directors across regionally located high schools in order to have their students fill out and later scan back to the specified email address). Lastly, 38 of the participants are female and 22 are male.

A.R.T. Institute of Music and Guidance Issued Survey





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School counselors, music directors, etc. would mention this important opportunity through flyers, business cards, our newly developed website, and word of mouth. I would also make sure that I as well as staff and representatives for the business would travel directly to local middle/high schools to present and better clarify who we are and what our mission is. It would also provide a more personalized meeting, better displaying our care towards the recruitment of valuable students.

Teenagers and young adults lack proper social skills necessary for interaction (i.e. job interviews, presentations, professional meetings, even socializing with peers/teachers, etc.)

Assigned to a mentor, they would learn music and grasp better social skills (communication skills, leadership skills, confidence, etc.). For example, the mentor would assign the student scales to play making sure they are confident with the note's accuracy, use of bow, dynamics, and more. At the end of the program, students are expected to demonstrate the skills they have learned while performing either a solo or within an ensemble as well as also participating in a concert including all of the young performers in the program.

Making the purchasing decision would be the parents of the teens. Parents are motivated by their child's growing need to enhance their skills as musicians. Every parent would want to make certain that their child would possess the skills necessary to better assist as well as to set them apart from the average student.

While conducting research, it has been found that, at least within the Northside Independent School District, there is a projected 998 students in need of the A.R.T. Institute of Music and Guidance program.



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3. MARKETING/SALES PLAN

Dealing with your competition, planning how to market your products/service for sale



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Musically inclined teenagers with hopes to improve social skills would be signing up for these classes and what leads them to do so is the substantial range of social skills they would acquire as well as their becoming more musically experienced.

Customers will be found through schools (administrators, parent meetings, counselors, representatives visiting, etc.), popular modes of social media, especially for parents (Twitter, Facebook, Alamo City Moms Blog, etc.), and include online advertisements as about 80% of millennial parents shop online several times a month and parents would be the customers financing the service for their children. We would also publish flyers on to our social media websites as well as weekly videos/images as our aiding of students to make those around us truly aware of our mission and program. We plan on providing free trials of this experience for several dedicated young musicians so that parents may post truthfully on sites such as Alamo City Moms Blog about their experience as well as their student's overall experience as we want others to realize how valuable this opportunity is to partake in.





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As we inform feeder schools, social media, and online advertisements, it would really ‘spread the word’ about my business (through our social media, we are excited to connect with everyone. We plan to spread our hashtag: #artinstitute). For example, below is a picture of interested students in the program!:

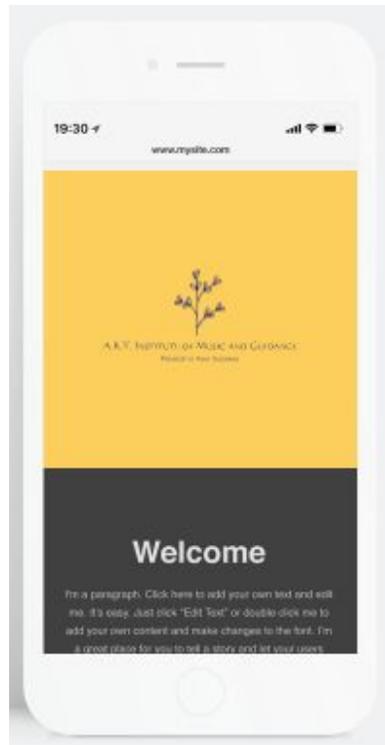
Additionally, we would also proudly advertise with the help of stores such as Terra Nova Violins, Antonio Strad Violin, etc. through the use of flyers. After speaking with business managers and officials of these respectable businesses, they have agreed on the importance of our mission in order to help us share this opportunity with students. We would also incorporate radio ads as well as a billboard sign as soon as we begin to expand and produce more money for marketing.

We will also connect closely with celebrities like cellist Yo-Yo Ma as he has connections in some of San Antonio’s schools.

We will also share with those interested the link to our newly produced website.



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Here is the A.R.T. Institute of Music and Guidance website shown on smartphone.



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We will also administer business cards so that those interested may contact me:



We will also administer flyers so that not only students and parents interested may be able to learn about us, but also qualified potential student mentors and officers!:



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**A.R.T. INSTITUTE
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Opening Soon in 2020!

Build Valuable Communication
and Leadership Skills!
Make Friends and Have Fun
Contact at (555) ART-1234!

Join Us!
#artinstitute



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Not only does my business provide the opportunity of acquiring a better grasp of social skills as it adds to their management of future tasks and situations (i.e. interviews, officials of an organization, major group projects, conferences, etc.), but also the truth in that it is a gift of love for your child as they work closely with mentors and instructors who truly care while alongside peers that find themselves searching for the same thing: success. Moreover, we strive to build trust with our customers through their student's advancement. Having said that, we will graciously thank repeat customers through discounts for summer sessions and anything else specified on a case by case basis as we plan to maintain a faithful relationship with all of our customers.



The service will be charged for \$300. (\$300 covers the cost of the entire 11-week program.)

Competition for the service can include LJE Music Lessons. LJE Music Lessons charges approximately \$60 per lesson (of course this number may vary depending on the instrument and teacher him/herself). However, the A.R.T. Institute remains unique as we provide a more personalized session for the registered student, a wide range of instructors as well as interactive activities and scheduled events. We also provide a rigorous and yet fun-filled experience through concerts, rehearsals, and recreational activities in an accepting and accommodating manner. Furthermore, while LJE Music Lessons focuses more on musical ability and technical-based skills, we prioritize the personal development of each student.

NAMM Foundation-funded research shows cost averages \$187 per student annually for K-12 music education programs.



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Inspiration for the official is as follows: Gold Yellow symbolizes hope as the color is associated with passion, illumination, and goals to improve. The design is a simplistic image of a small flower, depicting the progressive development of the student within the program.

On our website, we have posted a newsletter that anyone interested can obtain once submitting their email address of which can include important dates for concerts and scheduled recreational activities as the summer camp is approaching. On the website, there is also a posted calendar for the convenience of parents and students.

We have also connected with radio stations like Texas Public Radio San Antonio 88.3 FM by emailing them and filling out online forms in order to make public service announcements for our specific concert dates and advertisements as to why students should join our program. (Our announcements have already been approved by a Texas Public Radio editor as well as on their Community Calendar since it provides free online listings.)



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4. OPERATIONS

Business Operations – day-to-day plan

We will need the volunteer school to host the camp and from there, we will provide snacks throughout the duration of camp, but students will be expected to arrive after they have eaten. As we most graciously accept any donations from students and parents (on our website, dedicated parents can put forth donations as their support will help to gain truly gifted students, making the institute reach its success), we have a fund of which we will pay for snacks. Secondly, we will also avoid providing any food that is considered harmful in terms of health concerns as we will take into consideration a waiver filled out by parents and students at the start of registration that asks for their preference of food. Moreover, the camp or specified school will have negotiated with us what music and equipment such as music stands we can use.

After timely payments are made whether it be through a direct visit, phone call, or through our website, the parent/guardian will be asked to drop their child off at the location for their session. Once the series of sessions has reached its end in the summer (11 weeks - as we are very determined to enact a substantial and positive difference in skills and capabilities of the talented student and musician), there will be a final concert as well as interactive activities during the allotted time, and finally, the timetable will be completed and the student would need to be registered again in order to ensure them a spot within the orchestra for the following summer.

Not including the camp itself, there are no services the customer must expect.

There will be employees expected to manage the help desk, instructors that would teach the musically inclined students, and other positions that would organize and maintain the storage room containing instruments, make copies, organize sheet music and books, capture pictures/videos, making sure to include students with their mentors, and to post and make others further aware of our daily development and success. To provide for specifics as to positions and their functionality, please refer to the following information:



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Chief Executive Officer - Oversees major decisions of the business and is in charge of managing the entire business

Chief Financial Officer - In charge of managing financial risks of the business and oversees financial planning and record keeping, he/she also relays everything back to the CEO

Bookkeeper - Manages records of the transactions made

Secretary - Answer calls and is the main contact for parents and students in need of assistance, he/she also keeps track of upcoming events

Music Instructors - Teach students how to play through music and provide advice when necessary

Additionally, the A.R.T. Institute of Music and Guidance looks to recruit interns for low to no-cost. (I will begin by hiring family members and close friends that readily accept working as low to no cost interns but as the business develops, I will look into hiring more and diverse candidates).

For example, within my school is a local TMEA Chapter (Texas Music Educators Association) and there, the opportunity to intern could be exclusively offered. This would guarantee the musical background and devotion of these potential candidates as well.

Seeing that the business will just be starting and needs time to evolve, with my knowledge, I can take on these roles and would really only be requiring the assistance and hiring of music instructors.

Hours of operation range from noon to five in the evening. Students cannot stay beyond 15 minutes of pickup time unless they are signed up for more summer programs provided at the same location.

There will also be regular communication between parents/students within reminders, emails, and through applications like CutTime:



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Violin Sectionals Tomorrow Inbox x



noReply@cuttime.net via amazonses.com
to me ▾

Parents and Students:

This is just a reminder that our weekly Violin Sectional with Mr. Coppin is tomorrow (Tuesday) morning from 8:00-8:45am in the orchestra room.



This email was sent to you by Cut Time. Your email address will not be shared with anyone. If you do not remember your password, please click on the "forgot your password?" link on the sign in page.

To opt out of future email messages, please click [unsubscribe](#).

As the A.R.T. Institute of Music and Guidance recognizes the importance of safety for all students, there will be background checks performed on all staff, of which cost approximately \$20-\$30 per employee.

Should customers decide to cancel 7 days prior to the start of camp leading up to the first two weeks, they will have 25% deducted from their tuition.

We strive to give 100% customer satisfaction, but in the case that there is an emergency, customers may opt to have their space remain open or open during the next summer camp with no required payment.

Should students miss at least five days of camp, they will automatically be taken out of the program with no refund.

There will be required forms parents/legal guardians must fill out of which can include the following:



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The following forms are required to be completed and returned to the A.R.T. Institute of Music and Guidance before your son or daughter can participate in our summer program.

- A.R.T. Institute of Music and Guidance Consent Agreement
- A.R.T. Institute of Music and Guidance Authorization for Medical Care
- Photocopy of your medical insurance card - front and back

Please print out the forms below, complete all of the required information, and return them to the A.R.T. Institute of Music and Guidance.

These materials can either be mailed to the A.R.T. Institute of Music and Guidance or brought with you to registration on the first day of camp.

A.R.T. Institute of Music and Guidance

If you have questions regarding these materials, please contact the A.R.T. Institute of Music and Guidance at 555-ART-5555.



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**A.R.T. INSTITUTE OF MUSIC AND GUIDANCE
AUTHORIZATION FOR MEDICAL CARE**

Student's full (legal name):

Day time emergency contact:

Relationship: _____

Telephone: _____

Is student currently being treated for a medical condition? _____

Please list: _____

Is student currently taking any medications: _____

Please list: _____

Does student have any food or other allergies we should be we should be aware of?

Please list:

Is student allergic to any medications? _____

Please list: _____



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Funding for the Business

In order to kick-start the business, the A.R.T. Institute of Music and Guidance will require a loan amount of \$35,000. This amount is based off of the necessities needed to start the business such as printers, paper, marketing strategies, snacks, and so forth (I have my own office supplies/machines that I can provide myself in order to spend less as well). Office supplies and technology will be purchased from Office Depot. The institution projects to gain most of their income from the required payment per student of \$300 dollars per student (\$300 covers the cost of the entire 11-week program). The service also generously accepts any contributions. If the loan is authorized and properly provided to the business, the initial balances of each account will closely signify the following:



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A.R.T. Institute of Music and Guidance Start-Up Finances

Category	Description	Notes	Amount
Capital	SBA Microloan Program		\$25,000.00
-	Family Contributions		\$10,000.00
Advertisement Fees	Flyers, Radio Stations, Social Media, etc.	Monthly	\$5,000.00
-	Google Advertisements	-	\$8,000.00
Equipment/Furniture/Supplies	Multipurpose Printer Paper (10 reams/box)	Flyers, Marketing, Forms, etc.	\$34.99
-	Printer Ink	Printer Ink for documents	\$6,000.00
-	Storage Boxes	Music, Forms, Documents, etc.	\$28.99
-	All-in-One Printer, Scanner, Copier, Fax	Ask permission for school office; use own paper, but negotiate if school charges for use of office, case by case issue	\$129.99
	Bottled Water	Snacks	\$47.28
	Juice	Snacks	\$76.78
	Chips	Snacks	\$116.80
	Cookies	Snacks	\$95.84
	Napkins	Snacks	\$13.57
-	Sheet Music	Different Types of Orchestral Music	\$109.80
Inventory/Signage/Sales & Marketing Tools/Professional Fees/Licenses/Permits	Signage	6 mainly placed at schools to advertise to students	\$7,500.00
Supplies/Utilities/Business Insurance/Taxes/Other Services	Postage	Postage for Mailing	\$1,500.00
-	Personal Paycheck	ONLY when profit is made	\$2,700.00
-	Self-Employment Tax	Depending on the amount of income made annually	-15%
-	Concert Field Trips	Field Trips	\$400.00
-	Background Checks	Security	\$200.00
	Total Income		\$35,000.00
	Total Expenses (monthly & annually)		\$32,353.89
	Net Income		\$2,646.11

As the service begins to gain more attention and students with our increase of advertisements, by the end of the first year amounts and sales would also increase.

I have applied for a Small Business Administration (SBA) Microloan of \$35,000.00 that will help me -- I am aware that this program is focused towards helping start-up businesses and my needs have been qualified under the specified criteria (i.e. credit ranking, need, etc.). Should more money be required, I have personal savings from a part-time job. I will also engage in crowdfunding services who allow businesses to grow by gaining investments from others (i.e.



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Kickstarter, Patreon and RocketHub). In other words, crowdfunding services act as investors who put money into the A.R.T. Institute of Music and Guidance, not necessarily requiring for any of the given money to be paid back.

Utilizing the profit, I do not plan on paying myself so as to keep my business afloat, always being able to update and accommodate to future issues we may encounter. I will pay myself once I see that we are successful -- I have already negotiated with my family that they will provide what I need to maintain myself at home (financial assistance for clothing, transportation, food, etc.) My employees will consist of family members in order to have low to no cost interns so as to save money.

6. PERFORMANCE

Business Report Card

I will measure success by comparing customer satisfaction (through, for example, the Alamo City Moms Blog will allow me to see what parents really think about their student's development and experience). I will also measure success by, first seeing that I am able to properly compensate my employees, myself, as well as to any additional updates that may be required as time goes on. I will also measure success by seeing how popular the service has become within schools, communities, etc. I will also employ Google Analytics as I grow so as to track the popularity and traffic of my website on a daily basis.

I will also look for a 'break-even point' -- an amount of money required to properly pay off expenses as well as to add to its profit. I also plan on regularly computing the net income ratio in order to measure financial success as well as to find a gradually increasing customer base (this would mean my service is popular and accessible by my projected target market). I will actively compare the ratio of new to returning customers, amount of participants interested in their attempts to register, and so forth. The information I can obtain from completing these actions will determine whether or not my service is executing what I set it out to do.

I will know that I am successful if I am truly satisfied with the results -- if my customers are truly content with the quality of the service for I am providing. I will also be closely watching the high operating margin as it signifies a positive measure of effectiveness and economic



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reward. I will also be watching for the presence of positive equity (after a specified amount of time conducting the service, the A.R.T. Institute of Music and Guidance will be valued at a higher range in comparison in what is left in financial debt (i.e. loans). There is also the importance of maintaining low customer turnover (ability to keep a secure base of followers) as well as the growth of partnerships.

I will know that my business investment is paying off if I am financially afloat and am actually receiving adequate profit.



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7. COMMITMENT

How will I demonstrate my commitment to my business?

I am willing to not compensate myself in the process. For returning students, there will be more offered discounts.

I am passionate because I once lacked social skills, but want to offer assistance to those that as well and become a source of guidance as I was not provided any when I was going through my most difficult moments.

I am willing to work long hours -- I have already dedicated so much, especially in this business plan.

I am willing to forego vacation time in the interest of making the business successful as the my reasoning behind it bears much meaning and significance to me.

I will demonstrate commitment to my clients by always making sure to hear from them, whether or not they witness real development from their students, I will also make sure to continuously make known to the media through interactive pictures and videos the progress we make during camp so that we not only explain our mission, but our mission is also described through reality itself. To my employees, I will demonstrate commitment as I will not require that I receive compensation, however, I will make sure that they are compensated and are seeing the effects of their involvement in my business. I will show commitment to my business to my banker as I will continuously keep up with payments and financial assistance, especially as I work closely with my Chief Financial Officer.

My backup plan to keep my business plan is not to compensate myself and to borrow money from my parents/guardians and relatives that have already agreed to assist me in my financial endeavors should the need arise.



A.R.T. INSTITUTE OF MUSIC AND GUIDANCE

Flourish in Your Success



ABOUT US

Instructors at Your Service

Looking to better develop musically and build social skills with a bit of close guidance from reliable students? All it really takes to become more confident, to advance communication skills, and to act as a leader is to expose oneself to everyday situations requiring these very traits. Having experienced this myself as a young teen, noticing that I was very incapable of serving as Concert Master of my Orchestra, incapable of playing out to better guide those sitting behind me, incapable of speaking up, incapable of being able to express myself without being afraid about what others would think. Moreover, not being able to properly apply these skills, whether it be through interviews, extracurriculars, presentations, and more is not helpful. Therefore, I can truly lend a hand to those suffering from something that I once did. I offer quality and a personalized service geared towards those eager to better prepare themselves for their future while still offering affordable prices. Contact me to see how my selected peers and I can be of service to you.



A.R.T. INSTITUTE OF MUSIC AND GUIDANCE
Flourish in Your Success

MENTORS AND SPECIALTIES

Promising Personalized Guidance Every Step of the Way



Customized Lessons to Fit



CONFIDENCE-BUILDING

Guaranteed Success



GROUP LESSONS

Personalized Attention





A.R.T. INSTITUTE OF MUSIC AND GUIDANCE
Flourish in Your Success

PROGRESSION

Success in Gaining Social Skills!

Through a specially offered trial, I witnessed my own daughter's development as she placed more trust in herself and her capabilities. There truly is no other program like this one. Thank you so much for providing this unique program!

Frankie Bolder



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(555) ART-5555



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