

FAITHCULTUREKISS STUDIO FOR VOICE & ACTING

NATS CHAT 11.12.17:
An Introduction to
Personalized Subscriptions & Packages
for Voices Worldwide

MICHELLE MARKWART DEVEAUX

MICHELLE@FAITHCULTUREKISS.COM

510.541.1636





PERSONALIZED

FOCUSING ON THE INDIVIDUALS' SPECIFIC NEEDS AROUND VOICE USAGE. USING THEIR STORY TO CREATE THEIR TRAINING EXPERIENCE.



WHAT IT TAKES OVER WHEN IT TAKES

ENERGY MEANS MORE THAN TIME. PARTNERING WITH CLIENTS TO CREATE WORKABLE SYSTEMS THAT LEAD TO VOCAL(AND LIFE!) SUCCESS.



PRICING THAT REFLECTS INVESTMENT

EACH CLIENT CHOOSES THE SUBSCRIPTION OR PACKAGE THAT FITS THEIR LIFESTYLE, BUDGET, AND COMMITMENT LEVEL BEST.

HOW TO START:

- DISCOVER YOUR "BIG WHY"
- DISCOVER WHAT MAKES YOU DIFFERENT
- DISCOVER YOUR CORE VALUES AND TEACHING PHILOSOPHIES
- DISCOVER YOUR NEEDS & WANTS

THEN WHAT?:

- CREATE A PLAN... DON'T JUST JUMP IN!
IT TAKES WORK TO CHANGE THE THINKING
- CREATE A VISION OF WHAT YOU ALWAYS WANTED FROM YOUR STUDIO
- CREATE PACKAGES FOR FUN!
EXPERIMENT AND DREAM BIG!

BIG CHANGES:

- REFRAMING WHAT LESSONS ARE ABOUT
- REFRAMING THE RELATIONSHIP BETWEEN TIME AND MONEY
- REFRAMING THE ROLE WE PLAY IN OUR STUDENTS SUCCESS

CONSIDER THIS...

- Empowers your students to have buy-in to their training
- Allows you, the teacher, to be compensated fairly for your investment in the work of your students
- No more resenting late night rep-finding sessions, or last minute cancellations.
- Creates an environment for long-term commitment or short-term success.
- Creates framework and measurable goals.
- Fewer students for more money = greater investment in each student
- Increased revenue for same (or less!) admin/outside studio tasks
- Adds value to work with smaller client numbers.
- Adds momentum up front to student onboard.
- Honors a relational view of teaching rather than a transactional one.
- Honors our commitment to continuing education.
- Honors our commitment to the networks around us that we tap into for extra services and help.
- Increased client buy-in as you educate them in the fruits/payoffs.