

# WAKEFIELD HIGH SCHOOL MUSIC PROGRAM

## TAG DAY TIPS

### LOOK THE PART!

- Wear a Wakefield High School Show Shirt or Spirit Wear.
- Carry your instrument if you play one.

### WHEN THEY ANSWER THE DOOR ...

- Smile!
- Introduce yourselves.
- Invite them to the school's performances, and give them a tag.
- Explain that the fine arts aren't fully funded, and that donations from the community allow the purchase of instruments, costumes, uniforms, etc.
- Play a song. Sing a tune. Be engaging, and make yourselves irresistible!
- **Thank them profusely for any donation.** (Checks are made out to Wakefield High School)

### WHAT IF THEY ...

"...want to talk to us?" Awesome. Talk back! Tell them fun stories about band, drama, chorus, orchestra and guitar. Think of some ahead of time! Tell them about the good friends you've made there. They may assume that the youth of today are all hoodlums! Show them what we know: WAKEFIELD HIGH SCHOOL is filled with great kids.

"...slam the door in our faces?" Ah, well. Just remember you never know what somebody else is going through. Stay polite, and move on.

### SAFETY FIRST

- Don't go IN to any houses or apartments. Stay outside the door.
- Be careful crossing streets.

### FIRST, DO NO HARM ...

- When someone's not home and you need to leave a tag, don't tape it to paint that might peel! Look for a glass window or a brass door knocker or handle.
- Use walkways, and don't trample flowers or grass.

### HAVE FUN, and STICK WITH IT!

- **Remember - there are no "good" or "bad" routes.** There are Arlington Public School families in every neighborhood. You are the face of Wakefield High School. You'll knock on doors of adults who attended WHS decades ago, and meet parents of little kids who will one day be WHS students.
- The biggest influence in how many donations a team brings in is not the neighborhood, it's the team. Years of Tag Day records prove it.
- **Be energetic:** The more doors you knock on, the higher your chances of getting a donation.
- **Be Ready:** ahead of time, think about why you love the music department and the difference it makes in your life. Be ready to share that story on Tag Day.
- **Be specific:** Be ready to explain how the donations will help the Department.

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### **Sample Script for Students:**

*Polite, friendly teenagers with a happy vibe approach door wearing Wakefield High School Spirit Wear, carrying band instruments or color guard flags.*

### **Knock! Knock!**

- Good morning! My name is \_\_\_\_\_ and I'm \_\_\_\_\_. We're from the Wakefield High School *band/chorus/orchestra/color guard*.
- Today is Wakefield High School's **Tag Day** when kids who love their music program ask the local community for support.
- Arlington County doesn't have enough money to totally fund the arts, and the reason Wakefield has AWESOME programs is because of people like you.
- We're asking our neighbors for tax deductible contributions to support our music program.
- Due to your contributions, we can offer one of the finest music programs in Northern Virginia.
- **Here's a "tag" listing all of our school's performing arts events. We hope you'll come see us in action!**
- Thank you for your support of music education and the Wakefield High School Band, Chorus & Orchestra programs.
- **THANK YOU!**

### **BONUS TIPS TO MAKE PEOPLE WANT TO GIVE:**

- *Offer personal details on WHY you love band/chorus/orchestra.*
- *Sing or play the Wakefield Warriors fight song.*

### ***If asked what the money used for or how much should I give?***



*\$500 Replaces and restores musical instruments*



*\$100 Provides specialized music instruction throughout the year*



*Supports visits from guest conductors and clinicians*



*\$50 Supports scholarships for students to participate in music education workshops*



*\$20 Pays for dry cleaning for one chorus or marching band uniform*