

Official Newsletter, Oklahoma Chapter 731  
The Piano Technicians Guild, Inc.  
March '95



#### NEXT MEETING

MARCH 9TH, THURSDAY, 7-9AM

Breakfast @ Grandy's on NW Expressway  
4121 NW Expressway to be exact, (#843-8133)  
— BE THERE! —

#### *Teaching Teachers*

"Music Teachers and Their Needs"  
(moderated by Ben Davis, Associate Member)

We will be discussing situations you can encounter and many of their solutions  
This is one meeting you do not want to miss!

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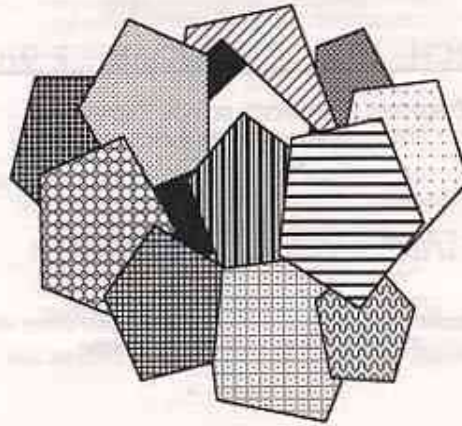
#### APRIL MEETING

April 8th, Saturday, 9AM

David Bonham, President.....	405-721-0566
Tim Hast, Vice President.....	405-359-0440
Darin Niebuhr, Secretary.....	405-329-2970
Norman Cantrell, Treasurer.....	405-272-9687
Keith McGavern, Newsletter.....	405-275-8600
(PO Box 1585, Shawnee, OK 74802-1585)	
(E-mail: Kam544@aol.com)	

### TECH TIP

Recommend to the customer to keep a note pad by the piano so when they find something they cannot live with to jot it down for the next visit; such as a sticky key, strange noise, funny sounding note, questions to ask. That way they won't have to try and remember when you return for the next service call.



*"From 'I' to you...editor."*

## PRESIDENTS MESSAGE

I enjoyed our discussion at the last chapter meeting. Just hearing about the variety of ways we communicate with our clients and the electronic aids that make this communication possible was really interesting. Perhaps this is because our business involves a lot of private solo work, yet our success depends upon good communication and the ability to educate and sell. We each have our own ways of balancing the two.

I hope your balancing of the working alone and the interpersonal contact will include our early morning get together next week. See you at breakfast!

David

(over)

## CORRECTION

(from Keith McGavern)

At the last meeting I indicated the pager signal strength when receiving calls was stronger than the signal strength of a .6W cell phone. After further investigation I can no longer support that statement.

The difference in potential signal strength as I understand is that a pager operates on FM band. The cell phone does not. How this equates in terms of signal strength, I have not a clue. Anybody out there who does?

(OVER)

## 1995 Scheduled Meetings

May 11th, Thursday, 7PM

June 8th, Thursday, 8AM

### LAST MEETING

Great meeting in February at David Bonham's Piano Loft. Three (3) items were voted on. 1) Keith McGavern was voted to be Council Delegate in Albuquerque this year, 2) Ross Trawick was voted to co-ordinate a PTG booth at the next Oklahoma Music Teachers Convention in Tulsa this year, and 3) A \$50.00 check made payable from the OK Chapter treasury to the Danny Boone Memorial Fund at Baylor University in Waco, Texas.

Also a super session on "The Cellular Revolution"! Those of us in attendance pretty much came to the conclusion that it is, without question, an excellent investment to be in contact with those who matter most in our lives, whether it be a pager or "cell" phone, or even both.

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☐ YOUR EDITOR IS NOW ONLINE FOR E-MAIL ☐

Kam544@aol.com

If you would like to add your E-mail address, fax #, pager #, and/or cellular # to the chapter mailing list, let any of the chapter officers know...Editor.

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**\* IN CLOSING \***

**Recommended Reading**

(NONE THIS ISSUE)

**The "Kick" Zone**

(closely related to after touch)

from

Keith McGavern, RPT

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Learn to listen.

Opportunity sometimes knocks very softly.

(from Washington, DC, Tax Reduction Letter, January 1995)

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There is nothing so wrong that it cannot be made right  
by an apology whispered with all of your might.

--author unknown

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"A salesman is a person who knows very little about many things  
and keeps on learning less and less about more and more  
until he knows practically nothing about everything."

(From Inc.®, February 1995, page 48)

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*The only thing more overrated than natural childbirth  
is the joy of owning your own business.*

(from the CPA office of Cochran & Associates, Shawnee, OK)

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**Denial is not just a river in Egypt.**

(from Saturday Night Live TV program, January '95)