

# BUILDING RAPPORT

**...in the first lesson**





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Building rapport is at the heart of a successful first lesson. It starts with welcoming your new student into the lesson space, getting to know them a little and creating a safe, learning-friendly environment.

As you're building rapport, it's important to be curious and learn more about the student's experience and preferences with music (light hearted, this isn't an inquisition). Simple questions help you to discover how much they have already explored sound and their instrument and allow an opportunity for your new student to share their experiences. This creates a foundation of partnership with the student and actively demonstrates that you value their input. Listen to their answers and inquire further if there's something they have a particular interest in.

If there's common ground, (like you also like the songs they say they enjoy listening to) then adding in a, "Oh, I really like them too! I really enjoy...." helps to build further connection.

Here are some questions you might like to use with your new student as you're building rapport:

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1. What music do you like to listen to?
2. What kind of instrument do you play at home?
3. Have you explored the sounds on your instrument? What have you discovered? What cool things can it do?
4. Have you tried any other instruments before?
5. Does anyone at home play music too? Or are you the first?
6. Is there something you'd really love to learn to play?
7. Shall we dive right in and make some music?
8. When you're showing your student how to set up their seat at the instrument, ask how that feels, is it comfortable for them?
9. Shall we explore what sounds my piano can make?
10. At the end of the lesson, let them know that you've enjoyed meeting them and are looking forward to seeing them again next week.

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