

LEWIS & CLARK BANK

THE COMPASS

CHARTING THE COURSE™

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PERFORMING IN HARMONY WITH THE COMMUNITY

"Music to my ears" is how Judy Stanley might describe her experiences with her students, as well as her banking relationship. Judy purchased Harmony Road Music Center of Oregon in July of 2009. Previously, Judy had been a teacher at the school. When the company was looking for someone to buy the business, Judy was interested.

"Making music is what fires the brain," was a recent headline in the Living section of the Oregonian, reflected Judy. "That headline couldn't have stated it more clearly. This is age appropriate, physical and mental development. Students learn to internalize rhythm. We educate the parents as well. Parents learn along with the child so they can help with the education."

Harmony Road courses use the European fixed "DO" solfege system. Solfege singing encourages strong development of pitch and prepares the student for successful performing, composing, and arranging experiences. Because of this vocal approach to playing, students develop great sensitivity for expressiveness, articulations, and balance of voices on the piano.

The music in the method is varied to include classical to contemporary styles and harmonic content. Students are trained to compose, arrange and improvise after they have achieved an understanding of melodic development and harmonic progressions. This broad-based development of musicianship provides the student with excellent skills for critical listening and confident performance of repertoire.

Jan Keyser started the teaching system around 20 years ago. She wrote her own curriculum for toddlers through adults. "There is nothing accidental in the curriculum. Everything has a purpose," remarks Judy. The Harmony Road location was the flagship school. The curriculum is now being taught internationally.

"We teach all ages, toddlers (18 Months) through adults. Three to four year olds are our primary focus as they are able to easily internalize our teachings. As our students mature there is a some attrition as they discover other interests. Those that complete our program begin piano at the intermediate level.

Most of our piano students participate in the Oregon Federation of Music Clubs Festival program, earning superior ratings and earning the privilege of performing in the annual Gold Cup Recital. Many have obtained advance music degrees."



Judy Stanley

There are currently over 300 students enrolled in the school. Most classes take place from 3:00 - 8:00 PM Monday through Thursday and on Saturdays between 9:00 and 1:00. The school employs seven teachers, including Judy. Four of these teachers have been private and public music educators for over 30 years. By teaching in groups to 8-10 students, Judy is able to keep student costs to \$20.00, or less, per hour.

"Our mission is to provide music education to as many students as possible," added Judy. "We advertise in community schools in Oregon City and West Linn, as well as in publications such as Metro Parent, and Healthy Living."

Judy runs her business in a professional, yet community friendly manner. In her business plan, she wanted the same for her banking. "I felt very comfortable doing business with a small community bank. Lewis & Clark Bank was a straight shot on the free-

way from my business." Having met Mark Ellingson, Lewis & Clark Bank VP/Relationship Officer, at the Oregon City Chamber of Commerce, Judy appreciated his light-hearted, "yet get-the-business-done" approach as the Chair of the Chamber. She took her business to Lewis & Clark Bank. "Just as I like being on a first name, friendly basis with my students, I appreciate that approach at Lewis & Clark Bank."

You can find out more about Judy's Harmony Road Music Center of Oregon at www.HarmonyRoadOregon.com or call 503-557-5151.

WE WANT TO HEAR FROM YOU

We love hearing from you. If you have stories about your successes or would like to share how Lewis & Clark Bank has helped you, please contact Colby Schlicker, Marketing Officer, email at cschlicker@lewisandclarkbank.com or call 503-212-3111.