# The Orchestra Management Handbook: Building Relationships in Turbulent Times

The Orchestra Management Handbook is a comprehensive guide to managing an orchestra in today's challenging environment. It covers everything from fundraising and marketing to audience development and strategic planning. Whether you're a new orchestra manager or a seasoned professional, this handbook will help you build strong relationships with your stakeholders and ensure the success of your organization.

# Orchestra I

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by Travis Newton

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#### **Building Relationships with Stakeholders**

One of the most important aspects of orchestra management is building strong relationships with stakeholders. These stakeholders include musicians, board members, donors, volunteers, and community partners. Each group has its own unique needs and interests, and it's important to understand how to communicate with them effectively.

#### **Musicians**

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Musicians are the heart of any orchestra. They are the ones who make the music, and their passion and dedication are essential to the success of the organization. It's important to build a strong relationship with your musicians, based on mutual respect and trust. This means being open and honest with them, and being willing to listen to their concerns.

There are a number of ways to build a strong relationship with your musicians. One is to create a positive work environment, where musicians feel valued and respected. This means providing them with

the resources they need to succeed, and giving them a voice in the decision-making process.

Another way to build a strong relationship with your musicians is to get to know them outside of work. Attend their concerts, socialize with them, and learn about their interests. This will help you to better understand their needs and motivations, and it will make it easier to work together effectively.

### **Board Members**

Board members are responsible for the governance of the orchestra. They provide financial oversight, set policy, and make decisions about the organization's future. It's important to build a strong relationship with your board members, based on mutual respect and trust.

There are a number of ways to build a strong relationship with your board members. One is to keep them informed about the orchestra's activities and accomplishments. This can be done through regular reports, meetings, and briefings.

Another way to build a strong relationship with your board members is to get to know them outside of work. Attend their events, socialize with them, and learn about their interests. This will help you to better understand their perspectives and priorities, and it will make it easier to work together effectively.

#### Donors

Donors are the lifeblood of any orchestra. They provide the financial support that makes it possible for the orchestra to operate. It's important to build a strong relationship with your donors, based on mutual respect and trust.

There are a number of ways to build a strong relationship with your donors. One is to thank them for their support, and to keep them informed about the orchestra's activities and accomplishments. This can be done through regular mailings, emails, and phone calls.

Another way to build a strong relationship with your donors is to get to know them personally. Meet with them in person, attend their events, and learn about their interests. This will help you to better understand their motivations for giving, and it will make it easier to ask for their continued support.

#### Volunteers

Volunteers are the backbone of any orchestra. They help with everything from ushering and fundraising to marketing and education. It's important to build a strong relationship with your volunteers, based on mutual respect and trust.

There are a number of ways to build a strong relationship with your volunteers. One is to thank them for their support, and to make sure they feel appreciated. This can be done through regular thank-you notes, emails, and phone calls.

Another way to build a strong relationship with your volunteers is to get to know them personally. Meet with them in person, attend their events, and learn about their interests. This will help you to better understand their motivations for volunteering, and it will make it easier to ask for their continued support.

#### **Community Partners**

Community partners are organizations that share the orchestra's mission of enriching the community through music. These partners can include schools, libraries, museums, and businesses. It's important to build a strong relationship with your community partners, based on mutual respect and trust.

There are a number of ways to build a strong relationship with your community partners. One is to collaborate with them on joint projects. This could involve performing concerts in schools, offering music education programs in libraries, or partnering with businesses to sponsor concerts or fundraisers.

Another way to build a strong relationship with your community partners is to get to know them personally. Meet with them in person, attend their events, and learn about their interests. This will help you to better understand their needs and priorities, and it will make it easier to work together effectively.

Building strong relationships with stakeholders is essential to the success of any orchestra. By understanding the needs and interests of each group, and by communicating with them effectively, you can create a positive and productive work environment that will benefit everyone involved.

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