



## WELCOME TO OUR 2017-18 PIPA DANCE SEASON!

Our mission is to provide a positive, fun loving environment in which the students are taught to achieve their own unique abilities and talents. We strive to meet the needs of all students by offering numerous disciplines of dance and performing arts on many levels. Our dedicated staff of positive images, teach with positive reinforcement and our teachers promote positive thinking, self-discipline, confidence and the setting of goals. Students learn to work within a group to achieve that goal. Our students are encouraged to develop creativity, poise, technique and self-esteem. Many friendships and good memories develop over the years. Whether you are a recreational or serious minded dancer, our mission is to provide the best education available at an affordable cost.

**OFFICE HOURS:** Monday-Thursday 6:15pm-8:00pm > Please remember our office hours by patiently waiting for us to set up and by not waiting until 8pm to ask a question or make a payment. The desk will close promptly at 8pm.

**\*PLEASE CONTACT KARISSA HARVEY FOR ALL OF YOUR STUDIO ACCOUNT QUESTIONS. SHE CAN BE REACHED AT [ATPOSITIVEIMAGEBILLING@GMAIL.COM](mailto:ATPOSITIVEIMAGEBILLING@GMAIL.COM)**

**MONTHLY PAYMENTS** Monthly payments are always due on the first of each month and always become past-due after 7th and are subject to a late fee of \$10.00. As a courtesy, P.I.P.A. gives you \$10 off your tuition each month if your tuition is paid in full on the 1<sup>st</sup> or before the 1<sup>st</sup> of the month. If you accept financial assistance, you get \$5 off your tuition each month if your tuition is paid in full on the 1<sup>st</sup> of the month or before the 1<sup>st</sup> of the month. Students that are in the Before & After School do not get to take advantage of the early pay tuition incentives. After the 15<sup>th</sup> an additional late fee is applied to your account. If you are paying by check, please put your child's first and last name along with their class day and time on the check and what it is for (tuition, dance wear, shoes, costume, etc.), each time you make a payment. If your account exceeds \$100 in outstanding charges, your child will not be able to continue taking classes until full payment is made. Payment methods include check, cash, or money order and you can make payments online. TODAY you will be able to make your payments and manage your account online with our new system. Payments can be made in the studio, Monday-Thursday 6:15pm-8:00pm. Please note that the office staff only works Monday-Thursday 6:15-8:00pm. We will close promptly at 8pm. Paypal is still available for merchandise and other items outside of tuition

**CHECK WRITING POLICY:** There is a \$30.00 charge on all returned checks. After one NSF check, you will be expected to pay for classes with cash or money order. After you have written one NSF check, you are also no longer able to write checks to P.I.P.A. Only money order will be accepted for the rest of the season. All checks need to be made out to Positive Image Performing Arts, P.I.P.A. or Courtney Porter.

**NEW Payment System:** <https://app.thestudiodirector.com/positiveimageperforming/portal.sd>

### WAYS TO SAVE:

- 1) *Pay your tuition on the first of the month or before the first of the month, you get \$10 off you tuition monthly, if you are on FA, you do not get any additional money off.*
- 2) *Use referral credit cards. We have referral CREDIT CARDS. THIS CARD WILL GIVE YOU \$10 off your tuition for the month that you turn the card in, per every person that turns in your referral card. You may pick up as many referral cards as you would like at our front desk. PLEASE REFER FAMILY AND FRIENDS!!!*
- 3) *FUNDRAISE, what you earn during the fundraiser goes on your dance account!!!*
- 4) *Pay tuition before the 7th to avoid late fees*
- 5) *Take advantage of coupons and promotions. "Like" our Facebook page and or "SHARE" it and you could be eligible for discounts.*
- 6) *Keep up with your account by emailing [positiveimagebilling@gmail.com](mailto:positiveimagebilling@gmail.com)*

## **CURRENT FUNDRAISERS:**

### **\*\*\*Popcorn Fundraiser:**

*The fundraiser is only 4 days long from the time that you sign up.* There is still time to get started on the popcorn/hands-free fundraiser! You keep 50% of everything you sell, it goes to your dance account. It takes less than 5 mins to get started. Share your individual store link with your family and friends!!! Use the link below to open up your store! <https://campaigns.doublegood.com/store>

### **\*\*\*Dewey's Fundraiser:**

Please don't forget to sign up for our Dewey's Fundraiser by Oct 1st!!! 40% goes on your dance account!!! With Dewey's, last year we did OVER \$15,000 in order form sales.

ALL PIPA CLASSES & PROGRAMS CAN PARTICIPATE

### **FINANCIAL ASSISTANCE**

*-We have emailed everyone that has received FA starting in the month of September*

*- You may still apply for FA, the deadline is November 1st. Forms MUST be downloaded, printed and submitted WITH your PAID REGISTRATION FEE!!!*

*-PLEASE REMEMBER THAT FINANCIAL ASSISTANCE IS FIRST COME/ FIRST SERVE.*

*-There is NO early pay discount with FA.*

**PIPA DRESS CODE/APPEARANCE:** A dancer should always be properly dressed and groomed. It is part of the self-discipline, which goes hand-in-hand with dance training itself. Students MUST wear the proper attire listed for their specific class. All dress codes will be enforced. Should a student come without proper attire they will be asked to borrow items from our "lost and found box" or sit out of class.

**\*\*\*Please check out our dancewear racks, prices are \$5-\$15.**

**\*Please check out our online store <http://www.costumemanager.com/Store?studioid=0018000001WuKdO>**

**\*\*\*HAIR SHOULD BE NEAT AND PULLED BACK! NO BIG JEWELRY!**

### **FRONT LOBBY**

**PARENTS, PLEASE HELP TO KEEP OUR LOBBY NEAT AND CLEAN. PLEASE DO NOT ALLOW YOUR CHILDREN TO RUN AROUND IN THE LOBBY. PLEASE MAKE SURE THAT YOUR CHILDREN ARE WITH YOU AT ALL TIMES. STUDENTS AND SIBLINGS SHOULD NOT BE ROAMING. PLEASE DO NOT ALLOW YOUR CHILD TO STAND ON FURNITURE, PLAY ON THE PIANO, OR ENTER CLASSES OR AREAS THAT THEY SHOULD NOT BE. ALSO, ALL DANCERS SHOULD REMAIN IN THE LOBBY UNTIL THEIR TEACHER GETS THEM FROM THE FRONT LOBBY.**

**LATE FEE:** There is a \$10 late pick up fee if you are more than 10 mins late picking up your dancer.

**COMMUNICATION:** P.I.P.A wants YOU to be informed! Parents who drop their dancer off at the door should stop by the studio at least twice per month in order to stay up-to-date on current events, payments, etc. The following are additional ways you and your dancer can stay in the know...

**\* Studio news and updates are emailed weekly**

**\* Check out our studio Facebook page for special social media discounts, incentives, pictures, videos and news**

- Use our website [www.pipartsnc.com](http://www.pipartsnc.com)

It is very important for parents and instructors to keep lines of communication open to ensure each student is getting the most out of his/her learning experience. If you ever have questions or ideas, please make an appointment with your child's instructor before or after normal studio business hours. Please do not delay or interrupt class. Make sure you are receiving and reading your emails. This will keep you up-to-date on everything

### ATTENDANCE:

\*Regular attendance is necessary for productive learning. It is recommended that non-competitive dancers not miss more than 3 classes per fall session or 2 classes per spring session. For competitive dancers 2 classes per fall session and 1 class per spring session should be missed. However, if a dancer must miss a class for any reason, please call ahead to inform the office. P.I.P.A. parents are responsible for obtaining any information missed when absent. Students can make up classes.

\*Starting on October 1<sup>st</sup>, student attendance will be taken via the new system.

\*Daily teachers will take attendance

\*Accounts over \$100 would affect the attendance of a dancer, that does a private, solo, duo or trio.

### OBSERVATION:

Parents will be able to observe classes the last class of the month starting in November. We know that you are excited to see how much your kids are learning, however, parents & friends sitting through class is not allowed, as it will disturb valuable practice time. Please take advantage of each parent observation day.

### LOST & FOUND

P.I.P.A. is not responsible for lost items. If you are missing something, please check the lost and found basket.

\*Please put your child's name on all of their dance items.

\*Check your child's dance bag daily

### UPCOMING PIPA DATES & NEWS:

\*PIPA WILL BE CLOSED MONDAY, SEPTEMBER 4<sup>TH</sup> FOR THE LABOR DAY HOLIDAY. MONDAY CLASSES CAN MAKE UP BY TAKING CLASS ON THURSDAY AT THE SAME TIME.

\*NEW "JUST JAZZ" CLASS IS A CLASS FOR DANCERS 9 & UP THAT MAY ONLY WANT TO FOCUS ON JAZZ DANCING AND TECHNIQUE.

\*FREE PRAISE DANCE CLASSES ARE WEDNESDAYS, 7:30PM-8:30PM. THIS CLASS IS FREE TO ALL REGISTERED STUDENTS THAT ARE 6 & OLDER.

\*VOICE LESSONS & PIANO LESSONS ARE AVAILABLE FOR \$25 PER WEEK WITH DEVONTE WELLS, CALL 336-340-0824 TO SCHEDULE YOUR CHILD'S LESSON. LESSONS ARE FOR AGES 3 & UP.

\*P.I.P.A. WILL PARTICIPATE IN THE WSSU HOMECOMING PARADE THIS YEAR ON SATURDAY, OCTOBER 28TH. THERE IS A \$12.50 PARADE PARTICIPATION FEE FOR ALL PARTICIPANTS DUE SEPTEMBER 14TH. ALL DANCE TEAMS WILL DANCE IN THE PARADE. NON COMPETITIVE DANCERS THAT ARE AT LEAST 6 YEARS OLD WILL BE ALLOWED TO DANCE ALSO. THOSE THAT ARE 5 AND UNDER WILL GET TO RIDE IN THE PARADE. ALL P.I.P.A. STUDENTS ARE EXPECTED TO PARTICIPATE IN THE PARADE. THERE WILL BE A SIGNUP LIST IN THE LOBBY TODAY. YOU PAY AT THE TIME THAT YOU SIGN UP.

*In preparation for the parade all non competitive dancers will need to order the following:*

*PIPA T-shirt \$10 & PIPA Hairbow (\$13)*

>All non competitive dancers need to wear black shoes, black socks and black leggings with their t-shirt and bow.

\*\*\*\*Order forms can be found in the lobby and in your email next week.

\*\*\*We will need 2 parent volunteers per class to walk in the parade. If you plan to participate as a parent volunteer, you MUST wear a purple, black and white PIPA shirts. (NO RED, WHITE, BLUE or Orange shirts). Volunteers will be first-come/ first-serve according to the first 2 parents in the class to pay their parade fee. PLEASE represent PIPA in a positive manner!!! No babies or extra family members allowed.

\*\*\*\*\*PARENTS, IF YOU HAVE A TRUCK OR TRAILERS THAT WE CAN USE FOR THE PARADE, PLEASE LET ME KNOW! WE NEED BLACK, GREY OR WHITE VEHICLES AND A TRAILER.

### PIPA LINE JACKETS

LINE JACKETS ARE OPTIONAL FOR PIPA NON COMPETITIVE DANCERS, THEY ARE MANDATORY FOR THE PIPA COMPETITIVE DANCE TEAMS. THESE JACKETS ARE PERFECT FOR PARADES!

To order, just contact the company OneGreekStore.com. You can use exact same order below, just change the highlighted areas. use of the jackets I would try to make sure you order ASAP. The later in September it gets, it may take more time to process your order, due to Homecoming season. PIPA DOES NOT TAKE ORDERS FOR LINE JACKETS

### PIPA 2018 RECITAL

Our 2018 Recital proposed date is Saturday, June 16th at 2:00 p.m. & 5:00pm at the Brendle Recital Hall on the Campus of Wake Forest University!

\*Recital Fee is \$65 per dancer or \$75 per family

\*Recital Costumes are \$65 for non competitive classes, if a child is in more than one routine, they get \$15 off the second costume

\*\*\*Monthly starting in October an additional \$16.25 will be added to your bill to cover your recital fee and your recital fee. The fee maybe slightly higher if your child is in more than one class because your dancer would have more than one costume.

### Mr./Miss P.I.P.A. Contest

Please don't forget to enter your child in the Mr. / Miss P.I.P.A. contest. We are starting early this year! Recital Ad Sales!!! Each year prior to the recital P.I.P.A. commences the Mr./Miss P.I.P.A. Contest. All P.I.P.A. students along with family and friends can sell ads to people and businesses. Recital ads show support for your favorite dancer/performer and they also advertise the services/products of a local or national business. Simply put, the student that sells the highest total sale amount of ads wins the contest. To qualify for the Mr./Miss P.I.P.A. Winner Title, students must sell at minimum \$250.00 worth of ads. The winner of the contest will receive one (1) year free tuition along with a great gift and a special prize bag from Dink Digital Productions. To clarify, one year of free tuition is based on the nine (9) month tuition rate for one class or one team that begins September 2018. Additionally, the contest winner will represent P.I.P.A. during this year's Winston-Salem State University's Homecoming Parade.

- 1st Runner Up receives \$40 off their 2017 - 2018 Tuition starting September 2018
- 2nd Runner Up receives \$30 off their 2017 - 2018 Tuition starting September 2018
- 3rd Runner Up receives \$20 off their 2017 - 2018 Tuition starting September 2018
- 4th Runner Up receives \$10 off their 2017- 2018 Tuition starting September 2018

HALL Text, Photo or Business Ads will only be played as a commercial on the Big Screen inside the Hall throughout the duration of the recital. LOBBY Text, Photo or Business Ads will only be played throughout the recital on televisions and/or video projection equipment outside the Hall in designated lobby areas. Prices vary for the type of Ad you purchase. Please note that every attempt will be made to show all ads, but some ads may not be shown because of Recital time restrictions as determined by P.I.P.A. All Recital Ads will be included on the Ads DVD. For more information and to purchase your Recital Ads, click on the button on our website.

2017 RECITAL DVDs have been available since mid-August and can be picked up during office hours.

2017 Recital Pictures can be found at [www.positiveimagenc.com](http://www.positiveimagenc.com) click on "VIEW YOUR PICTURES", then select "PIPA PRE RECITAL PHOTO SESSION 2017", select your images by emailing your selections to [ftaylo25@cs.com](mailto:ftaylo25@cs.com). Please be sure to include your child's name, class day and time. Your selection will be in the form of a file number that looks like this ex. FST\_0806. **Please make sure that your selections were paid for on picture day**, if not, you can make your selections online and you can make your payment online.

2017 Recital Images can be found at <http://www.positiveimagenc.com/> click on "VIEW YOUR PICTURES", then select "PIPA RECITAL 2017"!!!. **If you like some of the pics**, you can make your selections online and you can make your payment online. Please be sure to include your child's name, class day and time. Your selection will be in the form of a file number that looks like this ex. FST\_0806. Email your selections to [ftaylo25@cs.com](mailto:ftaylo25@cs.com).

## Q & A