



Dance Masters of America, Inc.



*Dance Masters Membership
Executive Board*

*Re: Membership Report
June 28, 2025*

Board Members,

I truly appreciate Madame President allowing me to continue as the Dance Masters Membership Chairperson. Serving DMA for the past ten years has truly been a pleasure. I have been able to contact teachers interested in becoming members and tell them of all the wonderful opportunities that await them. Having a Membership Contact for each chapter, has helped correspondence run smoothly. I am the person Chapters contact when they need simple questions answered or simply do not know who to contact with a question. Since all membership requests received thru our National Website are directed to me, I have set up an Informational Packet which I forward to all interested. I sent a copy to all chapters and I strongly encouraged each Chapter to set up their own. This should include a Welcome Letter, Chapter Application with instructions, DMA Application along with our Code of Ethics.

Once again, I started this new dance year by sending my contact information to the chapters and extending my assistance in any way possible. I asked them to update their Membership Contact Information so new inquiries would be forwarded to the correct person. I forwarded all the corrections to Madame President so the official records and website could be updated.

Thru correspondence, I encouraged each chapter to work on their growth by offering socials and study sessions in order to bring in new teachers. I asked our chapters to share what has worked for them and they did. Many offer free workshops to applicants and some discounted fees. I reminded them to encourage membership and I expressed the importance of following up on inquiries. Never let a new member get away simply because the phone was busy the first time you called. Call again

The next time I reached out to membership was to follow up on the examiners review session requested by our National Office. I made sure the Membership Chair for each chapter received the videos and notes previously sent.

This year, DMA offered a rebate of \$100 for each new member a chapter certified. They also set up an informational booth at UDMA Conventions to spread the word of all DMA has to offer. I sorted the information received and forwarded the contact information to the membership chair of the closest chapters. I followed up with them to see what response was received. Unfortunately, it was not the outcome we were hoping for, but it is a start. A full report is attached.

Jotforms received thru our DMA website are now sent directly to me. This enables me to contact the interested teacher immediately and send them to the closest affiliated chapter to service them. This has definitely been an asset as it cuts out wasted time. I followed up with the chapters and charted their progress. A full report is attached.

I do realize that times have changed. We always concentrate on gaining new members, well I think we need to concentrate on keeping the members we have. Teachers are excited when they join but this wears off quickly. They come to less events mainly because there are so many other conventions

~ Some ideas for more involvement are ~

- 1) Give incentives to members. I know everything costs money, but sometimes you need to spend it, to make it. Have a Room with free water and snacks for members that attend conventions. If members come, students come.*
- 2) Give a free or partial Teacher Convention Fee for every 10 students they register. More teachers will attend the conventions since there would be a way they could save money. Our organization would still make money because the teacher would bring more students.*
- 3) At Conventions we should have meetings on how to run a business, using technology and payment options, taxes, classes for teaching babies (Actual material – teachers starting out are usually very good dancers but haven't worked with small children in a long time this would give them useable material.)*
- 4) Quarterly Newsletters could be sent by chapters to their members. This could include fun facts, new teaching ideas, upcoming events. Let's not be a once a year organization.*

Page 4

If anyone has any suggestions or concerns on how this committee could advance into the future, please share them with me and I will pass it on.

Again, thank you for this opportunity and I look forward to working with Dance Masters of America in the future.

I am,

*Duanne Cazalot, Chairperson
DMA Membership Committee*



Dance Masters Of America Membership

August 26, 2024

Good Morning Dance Family,

Just wanted to reach out and wish everyone a wonderful dance year. Some, like us in the south have already started our new season, while others will be starting soon. If you ever have a question or concern, please feel free to reach out to me and I will do my best to respond asap.

Now is the time to encourage new membership from within your chapter. What better way to advertise than to include that your entire faculty is certified by test to teach this incredible art. Reach out to your members and tell them of all the benefits they will have if all their staff becomes certified. You will have the confidence in knowing your studio continues to bring the highest level of dance education to its students.

I am attaching the DMA Membership packet that I send out to all those interested in joining our organization. Please use this as a guide and set up your chapters Information Packet. This will help with consistency in your approach to new applicants.

Any questions, please reach out. I am always available to help.

In closing, Stay Blessed and have a wonderful dance year!

Duanne Cazalot
DMA Membership Chair



Dance Masters of America Membership Committee

October 29, 2024

Dear Chapter Officers,

I am Duanne Cazalot, DMA National Membership Chairman, and I am looking forward to assisting you with your chapter's membership. I can be reached by:

E-mail – duanne5678@cox.net

Cell – (504) 487-3120 or mail

Duanne Cazalot
187 Schexnaydre Lane
Destrehan, LA 70047

All information will be sent to the Chapter Officers and Membership Chairperson as listed on the DMA website.

If I can be of assistance to your chapter, please do not hesitate to reach out to me.

I look forward to an incredible 2025!

Duanne Cazalot
DMA Membership Chair



DANCE MASTERS OF AMERICA, INC

Advisory,

I wanted to update you on my progress with the UDMA Information I was given. As I stated earlier, I had surgery and was laid up for a month or so. I proceeded as follows:

I separated the teachers by the chapter (s) nearest them and made master lists with Teachers name, Phone number and Email address.

I sent text messages to those that did not have email addresses. Some replied, but many did not.

I set up a master cover letter for each chapter, containing all the teachers they are to contact with the above information. I also informed them that their chapter information was sent to the teachers. I asked them to keep me posted with follow up communication and dates.

I then sent the packet containing the DMA Prospective Member letter, Code of Ethics and DMA Application along with the nearest chapter information to the 71 teachers requesting information.

Some contacts were only an email address with no teacher name or phone number. I sent these a cover letter along with the code of ethics and application. I told them once I received the application I would put them in contact with the nearest affiliated chapter.

Some emails we have are incorrect as I received them back. If I had a phone number I did reach out for a corrected email. Again, some responded but many have not. Out of the 71 I sent out only 13 were returned. This is the one thing I would change in the future. It is hard to

read some hand writings. Maybe we could have them print or have a tablet at the conventions where they can type the information instead of writing it.

I did receive one email response from a teacher only it was a porn sight. Yes, you read that correctly. Obviously the teacher thought she was funny. I didn't think so. I definitely didn't "Click here" for photos.

Next week I will start working on the spread sheet you requested. I hope this helps and is worth all the time put into it.

Do you want the copies of letters sent or should I just keep a file at my house?

I hope I did this correctly. Please let me know if I can do anything else.

Duanne Cazalot,
Membership Chair
Dance Masters of America



DANCE MASTERS OF AMERICA, INC

January 16, 2025

Advisory Update

I am attaching a Spread Sheet with the UDMA updates. I did not list every teacher on this one. I will do that if and when chapters receive a response since there were so many packets sent out. I emailed an information pack on 12/26/2024 to the teacher and then sent the information to the chapter with instructions to contact them and keep me informed of their progress. Not hearing from the chapters, I emailed them on Jan 9, 2025 for an update. All chapters responded, except for Chapter 3 and 10 to this request. I resent it on 1/14/2025. None of our chapters have received any correspondence from the teachers from UDMA even though they contacted them several times.

I am also attaching a Spread Sheet with the requests for information received through Jotform, Emails, Facebook or the DMA Office. As you can see, we are receiving feedback from the inquiries we received this way.

Suggestions –

- 1) Encourage chapters to hand out applications to all their members to give out to dance teachers at upcoming conventions and/or competitions. They can email their members the forms and have them print their own copies.
Word of mouth is still our best form of advertisement.*
- 2) Maybe use more of Social Media to spread the word. DMA uses Facebook, etc. Encourage our membership to share the DMA posts. This way it will reach more dance teachers.*

Please let me know if I can do anything else as Membership Chair to assist you.

Thanks,

*Duanne Cazalot
DMA Membership Chair*

UDMA Update

On January 9, 2025, I sent an email requesting an update on the progress the following chapters have made in contacting the teachers from UDMA previously sent to them.

2,3 Chapters sent and their response
4 1/9 emailed, no response, will resend
10
15 1/9 emailed, no response, will resend
16 1/9 emailed, no response – no phone # - will email again
18 1/10 emailed, no response, will resend
25 1/14 Erin did not follow up. Jamie is overseeing now and apologized.
Future correspondence to be sent to Jamie, Erin and Rita Ogden
28 1/9 I resent list to Marla
33 1/9 emailed, no response, will resend
35
46 1/9 emailed, no response, 2 bad emails, no phone #
48 1/9 emailed, no response, will resend
Chapter at Large 1/9 emailed, no response, will resend

1/9 Requested updated contact info on Texas Dance Masters 48 Membership Chair. It is Joyce Beck – TexasDanceMasters48@gmail.com

1/14 I emailed a 2nd request for update from chapters 3, 10, 25, 35 as I hadn't heard from them

1/11 emailed, no response, will resent



Dance Masters of America, Inc.



Membership

Feb 4, 2025

Just an update!

If you are no longer your chapter's membership chair and receiving this in error, please forward to the correct person and let me know, so I can update my records and notify Advisory.

Our DMA Membership Webinar was a huge success. Topics of discussion concentrated on attracting new members and sharing ideas that have worked for different chapters. President Erin Spriggs pointed out the benefits of becoming a member of DMA and the following ideas to grow your chapters were discussed:

- 1) DMA has attended several UDMA Conventions handing out information on our organization. I have sent out membership requests for 71 teachers. If your chapter received any of these, please update me on the progress.*
- 2) With everyone attending workshops, competitions, etc., have your membership bring a couple copies of your chapters' Application Packet and hand them out. What a better opportunity to spread the word of our organization.*
- 3) Set up a committee to contact local colleges and their dance departments. This would be a great way to grow your Degreed Members.*
- 4) And, of course, work on Junior Membership. Growth from within has always been the most effective.*

I am very pleased to report that new member inquiries received on the Dance Masters of America website have resulted in many new members. If your chapter was forwarded information, please be sure to follow up. Contact them again if you didn't get a response the first time. Keep me posted on their progress.

I look forward to seeing everyone in Florida! If you ever have a question or a concern, please do not hesitate to contact me. My information is listed below.

*Stay Blessed,
Duanne Cazalot, DMA Membership Chair
Duanne5678@cox.net
504-487-3120*

Correspondence 2024-2025
DMA Membership Information Requests

8/3/24	Jotform	Marshall Ellis	sent to Chapter 2
11/1/24	Jotform	Cassandra Perryman	sent to Chapter 35
12/2/24	Jotform	Jerri Imhof	sent to Chapter 48
12/2/24	Old email	Vanessa Hagstrom	sent to Chapter 1 and 13
12/29/25	Jotform	Sara Williams	sent to Chapter 35
1/8/25	DMA Office	Alisha Clifton	sent to Chapter 28
1/10/25	DMA Office	Carey Kinsolving	sent to Chapter 3
1/16/25	DMA Office	Hillary McClintick	sent to Chapter at Large
1/22/25	DMA Office	Jamie Jones	sent to Dixie – Chapt 37
1/28/25	Jotform	Kristen Back	sent to Chapter 27
2/4/25	DMA Office	Angel Richardson	sent to Chapter 33
2/5/25	Jotform	Yvonne Weaver	sent to Chapter 6
2/6/25	Jotform	Algeria Stevenson	sent to Chapter 33
2/11/25	DMA Office	Baylee Mesecher	sent to Chapter 47
2/17/25	Spoke to Carey Kinsolving		sent to Chapter 3 (Degreed)
2/17/25	Sierra Medwig – UDMA		sent info for Chapter 25 & 26

2/25/25 Alisha Clifton *she contacted DMA saying she hadn't heard from us. I resent the paperwork sent to her on 1/9 along with info sent to Chapter 28. The phone number on her application was incorrect. I looked her studio up on the internet and called that number. I left a message and she called me right back. She wrote her phone number incorrectly. Not sure why she never received the email as I resent it and she got it this time. I called Marla with chapter 28 and she did reach out. She is calling her again.

2/25/25 DMA Office Nicolina Vulpis emailed her to see where she lives

2/25/25 Jotform – Racheal LaBonte sent info for Chapter 17

3/18/25 Jotform – Jessica Hess sent infor for Chapter 15

4/1/25 Jotform – Narissa Wescott messaged her on 4/1 to see which chapter is best 10 or 25 since she was referred by a friend.

4/1/25 Spoke to Deborah with Chapter 3 concerning Casey Kinsolving's Degreed Member receiving ASCAP benefits since she is not the studio owner and He is not a member only the owner of the studio he took over after his Mother, Melba passed away (years ago). I checked with Ms Charleen and Only Studio Owner/Member receives the benefits. The teacher would Have to join ASCAP as a freelance teacher but would not receive DMA discount

4/2/25 Narissa Wescott Spoke to her and sent her to Chapter 25

4/8/25 Spoke to Narissa and she has not heard from Chapter 25. She had a question on her DMA Application.

4/9/25 Resent info letter on Narissa to Chapter 25 asking them to contact her asap and making sure they received her information.

4/10/25 Degreed Membership Information Request for Berkley McKee Stone was forwarded to Chapter 35.

4/17/25	Jotform – Christine Remlinger	Sent info to Chapter 5
4/29/25	Jotform – Valerie Roy	Sent info to Chapter 8
5/10/25	Jotform – Lisa Callaghan	From Chapter 13 moved to Chap 36
5/16/25	DMA Office – Ashley Smith	Sent info to Chapter 15
5/16/25	Jotform – Claudia Cantarutti	Sent info to Chapter 38
5/20/25	Ami Yaro, Chapter 34	Question about Ballet and Jazz Exams. I forwarded to Advisory asking them to respond back to me.
6/8/25	Alexis McDonald – DMA Office	left message 6/9/25 She has a teacher looking to be certified. Called to see where she lives.
6/10/25	Windy Queen – Charleen Locascio	She was with Chapter 45 which disbanded. Is interested in joining another chapter or starting a new one. I wrote to her with options and requested her location.
6/12/25	Contacted Windy Queen who lives in Chesapeake Virginia.	I sent her the info for Chapter 15, Carolinas and sent them her information. I also called her and left a message.
6/12/25	Jotform Laura Wimberly	Sent to Chapter 33
6/17/25	National Office – Ashley Gervais	Sent to Chapter 6 She is now the owner of Martha Mayer School of Dance. Martha was a longtime member of Chapter 6 and is now deceased. I contacted her and she will also be attending our DMA convention this summer.



Dance Masters of America, Inc.



April 17, 2025

Chapter # Name

Hi

I am in the process of sending a report to Advisory to update them on the progress of membership for prospective member (s) that were forwarded to your chapter. Would you please advise me of the membership status of the following:

Date Sent You – Email	Name
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Thanks in advance!

Duane Cazalot
DMA Membership Chair
Duanne5678@cox.net
504-487-3120



Dance Masters of America, Inc.



4/17/2025

Chapter at Large

Hillary McClintick	Info sent out, no response – following up
Yvonne Weaver	Info sent out, no response – following up

Chapter 1

Vanessa Hagstrom	Info sent out, no response – followed up on 4/18
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Chapter 2

Marshall Ellis	Spoke several times and seemed interested but then no more responses
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Chapter 3

Carey Kinsolving	He is the owner of his late mother's studio but is not a dancer and does not want to test. He wants his teacher to receive a Degreed Membership and have ASCAP discount benefits. When he was told that is not possible, discount is for the owner of the studio who must be a member, he decided to not proceed.
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Chapter 6

Casey Roberson	Sworn in on 2/8/2025
Melanie Ryan	NOCCA Board decided to wait
Kimberly Doiron	Tested in June, passed
Alyssa McCrystal	Tested in June, passed
Karis VanGeffen	In process of membership

Chapter 8

Valerie Roy	Info sent out, no response – following up
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Chapter 15

Jessica Hess	Info sent out, no response – following up
Ashley Smith	

Chapter 17

Racheal LaBonte	Scheduled to test over summer
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Chapter 25

Sierra Medwig	Info sent out, no response – following up
Narissa Wescott	Degreed – Board is approving transcripts

Chapter 26

Sierra Medwig	Ordering manuals and seems very interested
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Chapter 27

Kristen Back Info sent out, no response – following up

Chapter 28

Alisha Clifton Info sent out, no response – following up

Chapter 33

Angel Richardson Waiting to Test

Algeria Stevenson Waiting to Test

Chapter 35

Cassandra Perryman Will test in November

Sara Williams Spoke to her, but no more responses

Berkley Stone Membership pending receipt of dues

Chapter 36

Lisa Callaghan Started Transfer process from Chapter 13

Chapter 37

Jamie Jones Spoke with her but then no more responses

Chapter 38

Claudia Cantarutti

Chapter 47

Baylee Mesecher Info sent out, no response – following up

Chapter 48

Jerri Imhof Became a Member

