

The record that works when you're not in the room

Somebody looked you up before replying. What they found decided it. Here's what a stranger is actually checking, and in what order.

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Handout 08 • goes with the Learning Hub article of the same name



◆ HANDOUT 08

Inside this handout

A page for looking yourself up as a stranger, timing it, and fixing whichever doubt takes longest to answer.

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◆ HOW TO USE IT

- Print it, or fill it in on a tablet. Paper works better than it should.
- Read the article first if you can. The handout is the practice; the article is the thinking behind it.
- There is no score and nothing to get right. It is a working page, not a test.

◆ WHEN TO USE THIS

- Before approaching a studio, venue or workplace
- When you've sent something and heard nothing back
- If your public presence is a personal social account and nothing else
- When someone new is deciding whether to come

◆ THE PRACTICE

The three doubts, in order

01 They're not reading, they're checking

Twenty seconds on a phone between two other things. If a doubt isn't resolved they don't investigate — they just don't reply.

02 Doubt one · is this legitimate

Qualified, insured, accredited, a body standing behind you. Fastest to answer and the one most teachers skip because it's obvious to them.

03 Doubt two · is there real experience

Not whether you're good. Whether you've done it long enough for the answer to matter. Years and hours settle this; a biography doesn't.

04 Doubt three · would I want to be taught by her

The only one about your teaching, and the last one they reach. Most teachers write everything as though it's the first.

05 Separate the record from the voice

One surface answers 'is this person real and qualified'. The other is where your voice lives. They don't have to be the same place.

◆ YOUR PAGE

Write it *down*

Time taken to answer doubt one as a stranger:

Which doubt is slowest:

Two students I'll ask for a sentence:

What belongs on the professional record:

Time taken to answer doubt two:

What I'm fixing first:

The question I'll give them:

What belongs where my voice lives:

◆ BEFORE YOU FINISH

☐

Looked myself up on a phone and timed it

☐

Doubts one and two answerable in under a minute

☐

Asked two long-standing students for a couple of lines

☐

Gave them a question rather than a blank page

☐

Decided what belongs on which surface

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