



*SKILL SETS FOR THE MARCHING BAND*

**INSIDE THE CIRCLE**  
**VOLUME 2 SCORE**

**MATT & BEN HARLOFF**





“

First, *think*.

Second, *dream*.

Third, *believe*.

And finally, *dare*.

WANT DISNEY  
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# TABLE OF CONTENTS

WHAT'S WHERE?

	Score Page	Winds Page	Percussion Page
<b>Foreword</b> by David Starnes	iii		
<b>Matt Harloff Bio</b>	v		
<b>Ben Harloff Bio</b>	vii		
<b>Introduction</b> with Matt & Ben Harloff	ix		
<b>CHAPTER 1:</b> Breathing	1	4	4
<b>CHAPTER 2:</b> Long Tones	5	5	5
<b>CHAPTER 3:</b> Flexibility	35	12	12
<b>CHAPTER 4:</b> Finger Dexterity	73	18	18
<b>CHAPTER 5:</b> Rhythm Studies	115	24	24
<b>CHAPTER 6:</b> Varied Phrase Lengths	125	32	32
<b>CHAPTER 7:</b> Endurance	161	64	64
<b>CHAPTER 8:</b> Upper Register	183	68	n/a
<b>Acknowledgements</b>	219		
<b>Further Reading</b>	221		
<b>Thank You</b>	222		





# FOREWORD

*BY DAVID STARNES*

Educational investment is both a responsibility and a reward. As someone who understands the worth of investment, you made a decision to find answers OUTSIDE the norm, by looking “INSIDE the Circle.” The truth is, the “circle” is symbolic to several facets of teaching, including continuity, sequence, and inclusion. The very shape of a circle indicates the importance and relevance of “ensemble.”

You and your wind students now have access to a treasury of pedagogical solutions to promote excellence, daily routine, as well as a basis for performance mastery. Matt and Ben Harloff have “been there, done that!” As former members of professional performing organizations and current educators of world class bands and drum corps, they have the experience, expertise, and insight to do the heavy lifting for you while providing a sustainable model that will promote growth in both your individuals and ensembles.

While teacher-centered learning is at the forefront of our job description, I firmly believe that student achievement relies on the ability to self-diagnose, assess, and create a realistic solution. Simply put, “Inside the Circle,” Volume 2 is that formula for student success! When we as educators need professional solutions for our own growth, we lean on master teachers, confer-



ences, and source recordings. This manual, developed by two of America's most proven music educators, will serve as an anthology and pedagogical resource for your students at ALL ability levels. Through this method, your students will engage in sequential learning which is the cornerstone of success in music education. Matt and Ben do not cut corners in their teaching process. This book unlocks the step by step secrets to their award-winning ensembles as well as the educational relevance that can be applied to all areas of music education.

I am excited that you will be incorporating this method into your educational repertoire and KNOW that you will reap the benefits of the Harloffs' years of experience that this publication offers. When a student experiences success and the realization of personal achievement becomes evident, THEN the MAGIC of education begins. Having watched the light bulb illuminate for my own students over the past 30 years of teaching, I know this book will allow a flicker to become a beacon for motivation and a beam of excellence for your band program.

I wish for you a very musical experience as you integrate "Inside the Circle," Volume 2 as a part of your daily curriculum and instruction.

Best wishes on beautiful music making!

A handwritten signature in black ink that reads "David Starnes". The signature is written in a cursive, flowing style with a large initial "D".

David Starnes  
Associate Professor of Music  
Director of Athletic Bands  
Western Carolina University





# MATT HARLOFF

After graduating from Indiana University in 1996 with a Bachelor's Degree in Music Education, Matt Harloff was appointed the Assistant Band Director at Avon High School in Avon, IN. He earned a Master's Degree in Education from the University of Indianapolis in 2001.

Matt co-conducts all five concert bands at Avon HS. The Avon Wind Symphony has had the honor of performing at the Indiana Music Educators Association Conference, as well as Indiana State Concert Band Championships where they have been named Indiana State Concert Band Champions numerous times. Mr. Harloff is the conductor of the Avon Brass Choir which has performed throughout the Midwest and shared concerts with various collegiate brass choirs including the Cincinnati Conservatory of Music Brass Ensemble. The Avon Brass Choir was honored to be a performing ensemble at the 2015 Midwest Band & Orchestra Clinic. Mr. Harloff is one of the directors for the Avon Marching Black & Gold - a group that has won numerous Indiana State Marching Band Championships, been a consistent Bands of America Grand National Finalist, including being named Grand National Champion several times, and has also performed in the Pasadena Tournament of Roses Parade.

In 2003, Matt joined Carolina Crown Drum and Bugle Corps as the Brass Caption Head. Matt, with the support of management, a committed staff, and talented members, has built CrownBRASS to be one of the elite programs in the country. The Carolina Crown Brass Section has been awarded the Jim Ott Memorial Award for Excellence in Brass several times. Carolina Crown is a consistent Drum Corps International World Class Finalist and celebrated their first ever DCI World Class World Cham-



**Opposite:** Matt at Carolina Crown's final rehearsal of the 2017 season.

**Below:** Matt and Ben at Lucas Oil Stadium after Carolina Crown won the 2013 DCI World Championship and Jim Ott Memorial Award for Excellence in Brass.

pionship in the summer of 2013. Matt was a performing member of the DCI World Champion Star of Indiana Drum and Bugle Corps from 1989-1995 and was drum major in 1993.

Matt Harloff is proud to be a Yamaha Performing Artist.

Matt is a native of Mt. Pleasant, IA, and is very proud of his musical family. His father, Bill is a retired band director and his brother Ben is a band director in Minnesota. Matt's most important job is helping raise his two beautiful children, Tyson and Shaelyn. Matt is married to his wonderful wife, Susie, who shares his passion for the happiest place on earth: Walt Disney World.







# BEN HARLOFF

Ben Harloff has two degrees from Indiana University: Trumpet Performance and Music Education. While at IU Ben studied trumpet with Edmund Cord, Stephen Burns, John Rommel and Dominic Spera. Ben completed a Master's Degree in conducting from Southern Oregon University in 2008.

When he was twelve years old, Ben's drum corps career began with the Phantom Regiment Cadets. Ben marched Star of Indiana from 1990 to 1993, at which time he had an opportunity to perform under an incredible instructional staff, including Star's Brass Caption Head Donnie Van Doren. He also performed with Star of Indiana's Brass Theater where he had the privilege of working with the prestigious Canadian Brass.

Ben was one of the trumpet soloists in both the original London and New York casts of the show "Blast!", which was the 2001 recipient of the Tony Award for "Best Special Theatrical Event" and also won the 2001 Emmy Award for "Best Choreography."

Ben has been teaching drum corps since 1999, including The Cadets, Magic of Orlando, Crossmen, Syracuse Brigadiers, Blue Knights, Troopers, Minnesota Brass, and Blue Stars. He continues to be a proud brass staff instructor for Carolina Crown.



**Opposite:** Ben at Carolina Crown's final rehearsal of the 2017 season.

**Below:** Ben and Matt at the Indiana Convention Center after Carolina Crown won the 2017 Jim Ott Memorial Award for Excellence in Brass.

Ben has been a band director at Clay Middle School in Carmel, IN, Eastview High School in Apple Valley, MN, Wayzata High School and West Middle School in Wayzata, MN and is currently one of the band directors at Rosemount High School in Rosemount, MN.

Ben currently resides in Minneapolis, MN with his wife, Cindy, and daughter, Avabelle.







# INTRODUCTION

*BY MATT & BEN HARLOFF*

Welcome to Skill Sets for the Marching Band - an Inside the Circle Series designed to help your marching band realize their highest performance potential. This book is the result of years of teaching experience across every range of skill level - from middle school beginners to some of the most elite performers in the marching arts. In many cases, the exercises developed for this book were formulated during the off-season after asking the eternal end-of-the-year question, "What could we have done throughout the year that would've taken us to the next level?"

Designed to be used alongside *Inside the Circle: A Proven Method for a Successful Marching Band*, one of the catalysts to write this book was the frustration of spending too much time memorizing warm up exercises and not enough time developing the comprehensive marching band skill set. In doing so, we have taken great care to not just provide you with additional exercises, but to tailor them to help meet your players at whatever skill level currently they have and to take them to the next level.



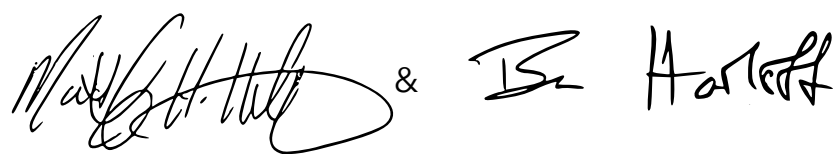
This book is divided into eight different chapters, which we feel form the bedrock of a strong marching band skill set.

- **Breathing Tube Workout:** Using the breathing tube (illustrated in the ITC: A Proven Method for a Successful Marching Band), this chapter has some basic breathing exercises as well as exercises that have music accompaniment.
- **Long Tones:** Choose from a series of 14 exercises.
- **Flexibility:** With the proven approach of brass playing lip slurs while woodwinds play scale patterns, choose from 16 different flexibility exercises.
- **Finger Dexterity:** Driven by the demand for increasingly technical passages, this chapter is written to increase technical proficiency, efficiency and accuracy. Choose from 10 different exercises written at different skill levels around the Circle of 5ths in an effort to focus on the most common keys.
- **Rhythm Studies:** Choose a series of basic eighth note, sixteenth note, triplet and compound meter patterns to which you can apply any articulation style. Building on the exercises found in Long Tones, this chapter fosters a unified approach to articulation style and diction.
- **Varied Phrase Lengths:** Having all warm up exercises be the same length can be counter-productive as it can create some nasty habits that will need to be broken. This chapter, exclu-

sive to this book, gives the band director strategies to adjust exercises throughout the book to be different phrase counts, thus increasing performer proficiency in "finishing the phrase."

- **Endurance:** Exclusively written for this book, this new chapter helps increase performer stamina. Choose from 10 different exercises to help your students develop endurance to make long rehearsal blocks more productive.
- **Upper Register:** Also written exclusively for this book, this chapter helps develop accuracy, intonation, and sound quality in the upper register - an area too often "glossed over".

We hope you find that using this book is as rewarding as it was for us to write it. Thanks so much for your support - it means the world to us. Keep at it, good luck, and see you on the field!

Handwritten signatures of Mark G. Hill and Ben Harloff, separated by an ampersand.

"We all know there is no substitute for 'time on task,' but it is critically important to bring the best pedagogy available to the learning forum. This is far more than another set of warm-up exercises or chop-builders; it is a sequential blueprint certain to open up new landscapes of possibilities to every serious musician, from the aspiring young beginner to the most advanced artist."

**-DR. TIM LAUTZENHEISER**