

# CULTIVATING THE LOW HANGING FRUIT

## MAINTENANCE/CUSTODIAL STAFF



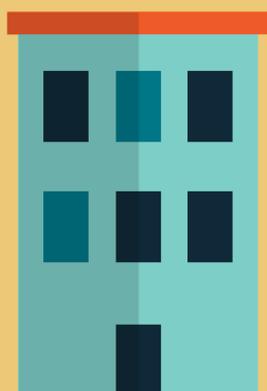
They have keys to everything, they have cleaning supplies, they --they are the best people to make an ally! Chances you see them more than the other staff because you are at school later than most. Most of the time they feel invisible, so reach out and make a friend with a chat or special consideration. You will find you that you can both help each other!

## SECRETARIES

Perhaps some of the most powerful people on campus because they are the gatekeepers to the inner workings of the school. They know who may be allies, where to find things on campus, and have a pulse on the administration. Secretaries can help or hinder you, so make sure you let them know how much you appreciate all that they do.



## MANAGER OF SCHOOL FACILITIES



If someone was in charge of your physical space and scheduling things in there, why wouldn't you want to cultivate a good relationship with them? They are also in charge of school monies and when you have a good relationship, they can keep your needs in the front of their minds...versus in the cobwebbed recesses.

## FINANCE CLERK

Literally the purse strings to your program and a powerful ally. Ticket sales, funding for your hires, fundraiser paperwork all go through this gatekeeper. You will have more interaction with this person than most teachers (probably only second to the ASB teacher) so maintaining a good relationship is vital. A quick hello each day when you sign into the office can go a long way!



## ASB



If anyone understands what it like to put on a huge production using only student workers--it is the ASB teacher. You can help each other out (help them with decorations for Homecoming, costume pieces for pep rallies. etc.) and in turn the ASB may feel a kinship to your program when money is distributed, loans are requested, or large purchases need approval.

## TEACHERS ON CAMPUS

Who are the teachers who get what you do and how important it is in creating better humans? Teachers can offer extra credit to your shows, think of your program when fundraising opportunities arise, or defend your program to not-so-friendly staff. Have students personally invite teachers to shows in a handwritten note or have them be your judges for end of the year awards.

