

Day 2 Close

Speaker Script · "Last Out."

PRESENTER Dr. Thomas L. Jones, Jr. and the Captains

SLIDES 34

THE HAMPTON UNIVERSITY MARCHING FORCE · PRE-DRILL CAMP 2026

Presenter notes for every slide, in order. Bracketed cues are stage directions; quoted lines are suggested wording — say them in your own voice.

01 Day 2 Close

SLIDE 1 — TITLE: Day 2 Close, "Last Out"

THE FINAL SESSION OF ALL 22. Dr. Jones and the Captains.

Hold the room. Nobody packs up.

SAY: "Yesterday we took First In. Tonight we finish the creed."

02 Icebreaker

SLIDE 2 — ICEBREAKER: Men of Honor, "12 Steps" (2:42)

SET UP: "Carl Brashear lost a leg. The Navy moved to retire him. To stay a diver he had to walk twelve steps in a 290-pound rig, in front of a room that expected him to fall."

Play it. Do not talk over it.

AFTER: "He finished after he'd been handed every reason to quit. That is Last Out."

03 The Premise

SLIDE 3 — THE PREMISE (statement slide)

Read it.

THE LINE: "Last Out is the harder half, because nobody claps for it."

Takeaway: "First In. Last Out."

04 The Creed, Complete

SLIDE 4 — THE CREED, COMPLETE

Both halves side by side. Point to Day 1 on the left, Day 2 on the right.

"First in is about READINESS. Last out is about RESPONSIBILITY. Together they're the whole job."

Have the room say the creed out loud together. Twice.

05 Last Out: The Space

SLIDE 5 — LAST OUT: THE SPACE

"Leave every place better than the Force found it."

Band room, practice field, bus, hotel, stadium.

THE DISTINCTION: "A leader who supervises the cleanup from the doorway is not last out. He's just last to leave."

"When people who weren't there can tell we were, that's either a compliment or an indictment. You decide which."

06 Last Out: The People

SLIDE 6 — LAST OUT: THE PEOPLE

The one that matters most. Slow down.

"Account for every member before you go. Who's still on the field, who's waiting on a ride, who left upset."

"The freshman struggling, the member who got corrected hard, the one who went quiet — those are the ones you stay for."

"Nobody crosses a dark campus alone. Nobody sits in a parking lot waiting by themselves."

07 Last Out: The Standard

SLIDE 7 — LAST OUT: THE STANDARD

"The standard isn't what you announce at the start of rehearsal. It's what you ALLOW at the end of it, when everybody's tired."

"The last rep of a long day is where programs get built or quietly lost."

LAND IT ON THEM: "The director can't be everywhere. That's exactly why you exist. You are the standard when he's not in the room."

08 The Whole Weekend, Session by Session

SLIDE 8 — RECAP SECTION DIVIDER

Set up what's coming so nobody thinks you're re-teaching.

SAY: "Twenty-two sessions, one page each, one line worth remembering. Move fast. Take the ones that convict you."

PACING: about twenty seconds a slide. Do not let this become a second lecture.

09 Welcome and Vision

RECAP — Session 1: Welcome and Vision

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: do more with so little)

10 Know Yourself First

RECAP — Session 2: Know Yourself First

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: learn your way out)

11 Emotional Intelligence

RECAP — Session 3: Emotional Intelligence

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: kindness is paying attention out loud)

12 Servant-Leadership

RECAP — Session 4: Servant-Leadership

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: power wielded or shared)

13 Command Respect

RECAP — Session 5: Command Respect

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: most to lose, most to prove)

14 Bonds, Not Fear

RECAP — Session 6: Bonds, Not Fear

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: fast alone, further together)

15 Why Hazing Happens

RECAP — Session 7: Why Hazing Happens

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: raised on love / raised on survival)

16 Line Leader Tier

RECAP — Session 8: Line Leader Tier

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: a million single dollar bills)

17 SOP and MSA Standard

RECAP — Session 9: SOP and MSA

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: time to do it twice)

18 The Hampton Sound

RECAP — Session 10: The Hampton Sound

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: music is my first language)

19 Day 1 Close · First In

RECAP — Session 11: Day 1 Close · First In

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: exciting lives, boring things)

20 Teach How to Teach

RECAP — Session 12: Teach How to Teach

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: application is lucrative)

21 Drum Majors

RECAP — Session 13: Drum Majors

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: discipline looks like obsession)

22 Interpreting the Music

RECAP — Session 14: Interpreting the Music

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: comfort the uncomfortable)

23 Leading Under Pressure

RECAP — Session 15: Leading Under Pressure

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: fall to the level of your training)

24 Know Your People

RECAP — Session 16: Know Your People

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: consideration in your absence)

25 Conflict Resolution

RECAP — Session 17: Conflict Resolution

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: never attribute to malice)

26 Difficult Conversations

RECAP — Session 18: Difficult Conversations

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: charged as an adult)

27 Supporting the Auxiliary

RECAP — Session 19: Supporting the Auxiliary

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: help someone, help everyone)

28 Twirler Recruitment

RECAP — Session 20: Twirler Recruitment

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: half a plan executed well)

29 Communication and Ambassadors

RECAP — Session 21: Communication and Ambassadors

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: habits: price vs cost)

30 Day 2 Close · Last Out

RECAP — Session 22: Day 2 Close · Last Out

Read the quote out loud. That's the whole slide.

One sentence of connection at most, then advance.

If a session belonged to a guest or a student presenter, name them as you pass it — the credit matters.

(Quote hook: die FOR you, not BECAUSE of you)

31 The Charge

IT DOES NOT STOP HERE (statement slide)

The pivot back to weight. Slow the room down again after the recap run.

Read it as written.

THE LINE: "None of this counts until it survives contact with a hard Tuesday."

Takeaway: "Never." Say it and stop.

32 Your Commitments

YOUR COMMITMENTS

The ask. Give it real air.

One thing you'll START. One thing you'll STOP. One person you'll POUR INTO. One standard you won't let slip.

Have them say it OUT LOUD to the leader next to them. Wait for the room to actually do it — don't narrate over it.

Captains: model it first so nobody's embarrassed to go first.

33 The Creed in Practice

THE CREED IN PRACTICE

Arrive Ready, Hold the Room, Account for Everyone, Close It Out.

The daily version of the creed. Photograph slide.

34 First In. Last Out.

CLOSE — First In. Last Out.

Standing. No notes. Captains beside you.

"Be the first one ready and the last one to let go."

"Every member of this band is about to find out what kind of leaders they have — and they'll learn it from what you do, not what any of us said this weekend."

End on: "You have the training. You have each other. Now go show them."

Let the Captains dismiss. Add nothing after it.