

Eileen took a popular video course and was very disappointed in the experience.



Steven also took the same course.



Ross couldn't find a mentor who would share their knowledge with him.



Noam is at a concert pianist level and CEO of his own corporation. He wanted more control over the unpredictable tunings he was getting.



Simon is a high level concert recording engineer and he was frustrated by the unpredictable tunings he was getting from concert level piano tuners recommended to him by one of the premier piano manufacturers in the United States.



# **What do all of these people have in common?**

**They all wanted to learn how to tune pianos but not just to an average level. They wanted to become the best piano tuners possible.**

**Also, they were very demanding of the training they were looking for. They were frustrated paying a lot of money for training that didn't work.**

**I shared with them exactly what I am about to share with you today in this webinar!**

# Who this is for:

- ★ Advanced musicians who want more.
- ★ Tuners frustrated by the results of the ETD.
- ★ People fascinated with the art of aural tuning.
- ★ Musicians looking for a new career or side hustle.
- ★ Musicians who are ready to settle down.

# Who this is NOT for:

★ Non musicians.

★ Musicians without a solid grasp of music theory.

(You should be able to name or play all scales and intervals instantly.)

★ Those who don't believe aural tuning skills are required to get the best results.

★ People looking for a quick fix so they can start doing mediocre tunings to make money off of customers who can't tell the difference.

★ Anyone who prefers to learn alone, distrusts instructors, or resists new ideas.

# What We'll Cover:

- Secret #1:** The New Shortcut to Learning to Tune Pianos like a Pro that Nobody Knows About...Yet!
- Secret #2:** How to Tune like the Pros and Be 100% Sure Your Tunings are Solid!
- Secret #3:** How to Get Professional Tunings Without Having to Train and Study for Years like Other Tuners.

# Results from these methods...



Simon Fox

Tonemeister

Recording Engineer/Record Producer/Professional Musician

Session tunings/Concert Hall tuning

# Results from these methods...



Kevin's evaluation of Stephen Struwve  
Beginning Technician  
Concert level evaluation after 21 weeks

# Results from these methods...



Noam-Ben Hamour  
Concert Pianist  
Ceo  
Stability

# Why this is different...

- Have you spent thousands of dollars on what you thought was the best piano technology program in the country, only to come out the other end, still not able to tune a piano to your liking? We have many graduates from those schools.
- Have you been told that piano tuning is only for certain people and that you do not have what it takes, that you will destroy the piano, but you know you could do this, if you were just given the chance?
- Have you failed the RPT tuning exam or are you thinking of taking it but you have no idea what to expect?



Stuart Evans  
Piano Technician who wanted to become an RPT  
**Now, he is an RPT!**

# My Goal For This Webinar:

- I want to help anyone who wants to learn how to tune a piano for whatever reason.
- help piano technicians or beginners who want to get better.
- help people who want to learn to tune pianos but don't have the time to study the old way.
- help piano technicians understand how to train your ear to hear like a master aural piano tuner so you can know what to listen for and finally get better tunings.
- help piano technicians who need to train apprentices, do it in a simple way that they will understand.
- help piano technicians and students finally understand how to analyze stability so you will know what to do when the strings are not stable and then your tunings will be desired by everyone.
- help piano owners check their piano tunings so they can know for sure if their tunings are good, or even if the last piano tuner did a good job.
- help anyone, both ETD and aural tuners, improve their piano tuning results, no matter what system they use.

**For those that Stay Until The End...**

# I'll Give You:

Limited Access to

## How to Get Superior Stability

Video Course



### How to Get Superior Stability

Learn how to analyze the Non-Speaking Length Tension in order to produce stable tunings, **without using excessive hard blows**, that even the most powerful pianist will not budge.

Access Course

# Need Your Attention Please...

- Pay close attention!
- If you are a piano technician or someone who wants to learn more about piano tuning and you are serious about acquiring exceptional piano tuning skills, this presentation can change your life!

# **My Name is Mark Cerisano**

**Registered  
Piano  
Technician**

**Mechanical  
Engineer**



**Certified  
Educator**

**Professional  
Musician**

**Husband and Father of four beautiful and talented children**

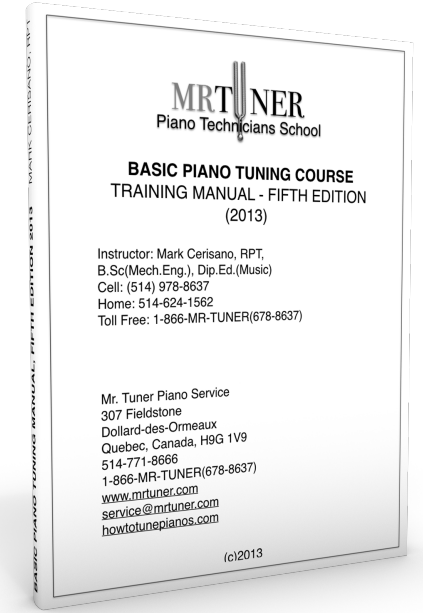
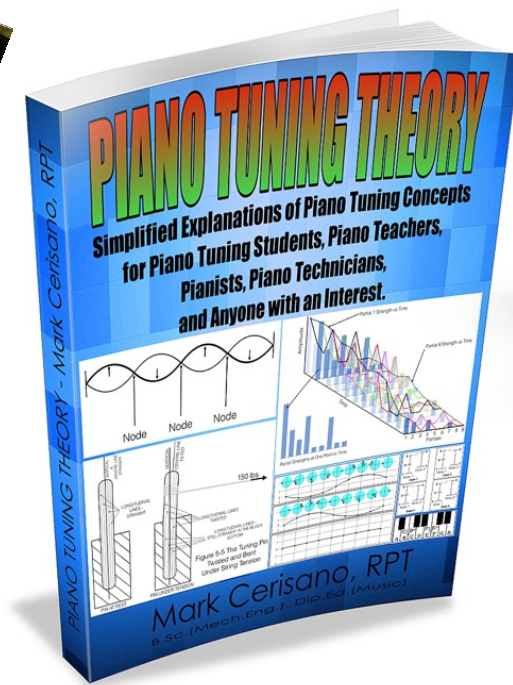
# People I have tuned for



CONFEDERATION  
CENTRE OF THE ARTS



# The Premier Expert on Aural Piano Tuning



# The Premier Expert on Aural Piano Tuning

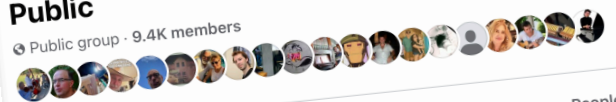


9,400 members

Group by Mark Cerisano

## How to Tune and Repair/Regulate Pianos - Beginners - Public

Public group · 9.4K members



Discussion Featured Events Media Files Guides People



4,180 members

**How to Tune Pianos by Mark Cerisano, RPT**

@howtotunepianosbymarkceris2922 · 4.18K subscribers · 229 videos

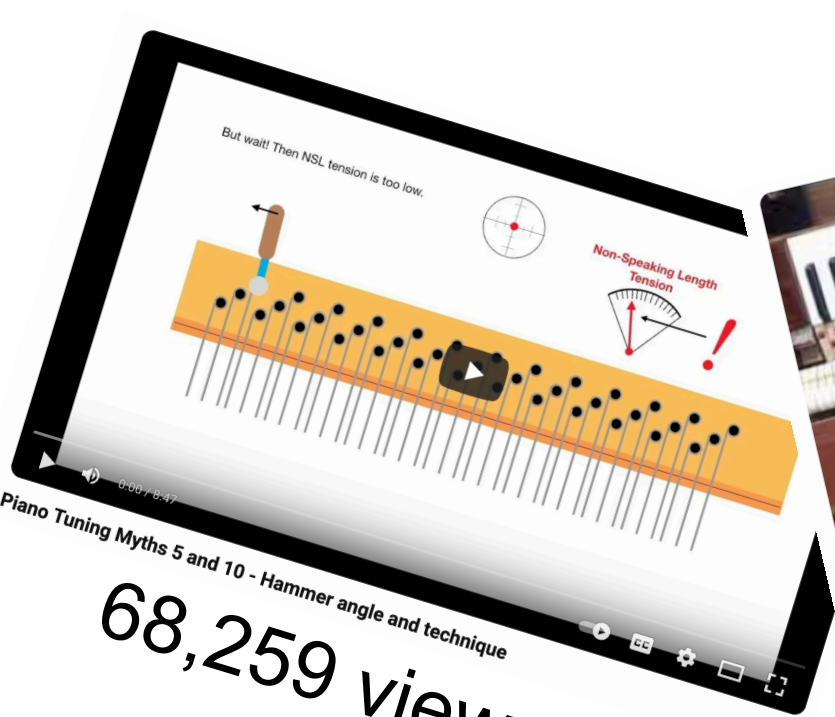
Hi, ...more

SUBSCRIBE!

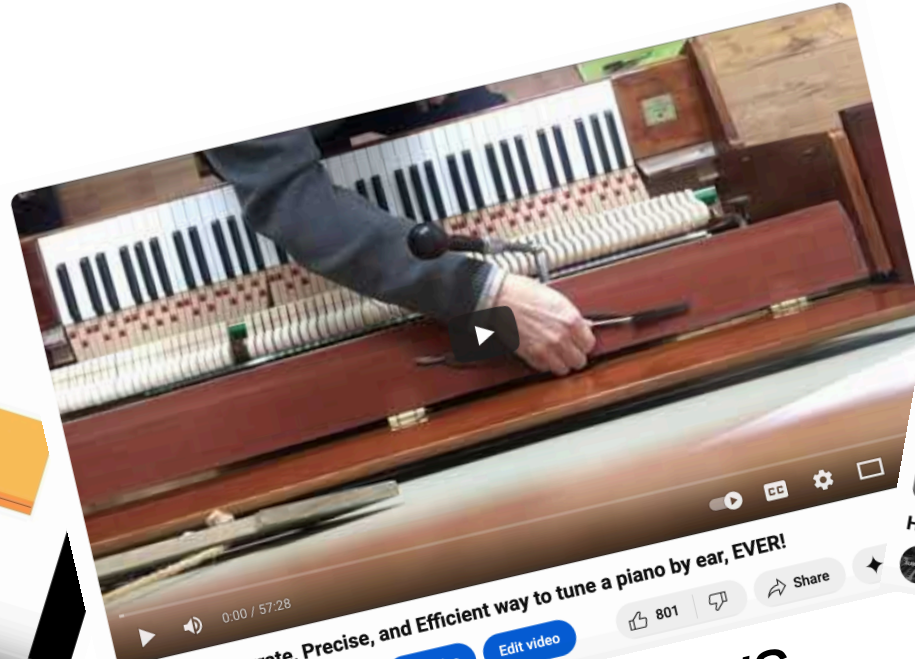
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# The Premier Expert on Aural Piano Tuning



68,259 views



The most Accurate, Precise, and Efficient way to tune a piano by ear, EVER!

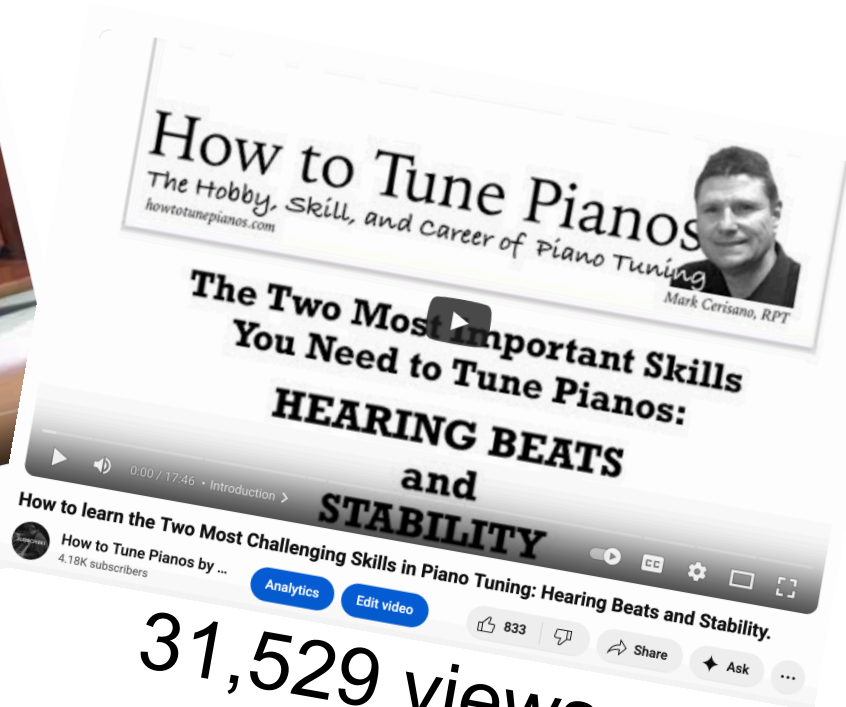
How to Tune Pianos by ...  
4.18K subscribers

Analytics Edit video

801

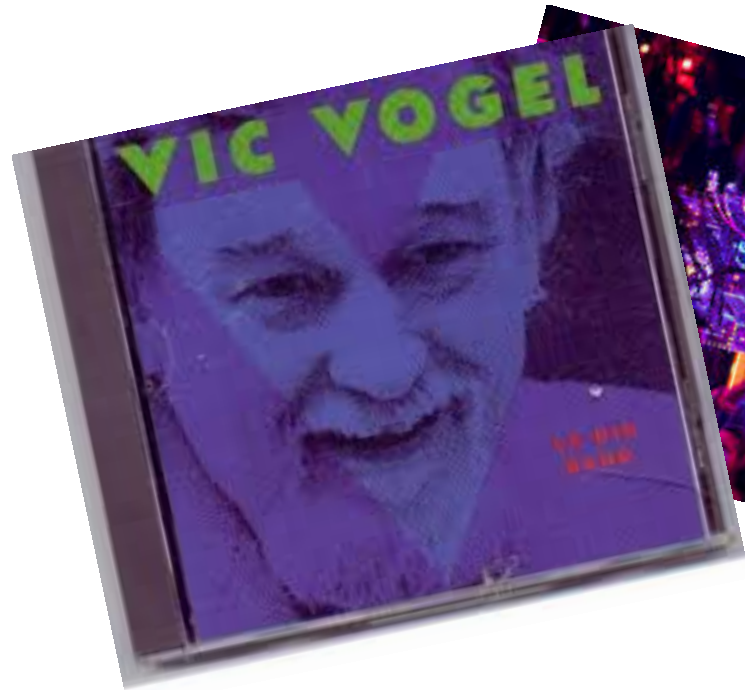
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56,380 views

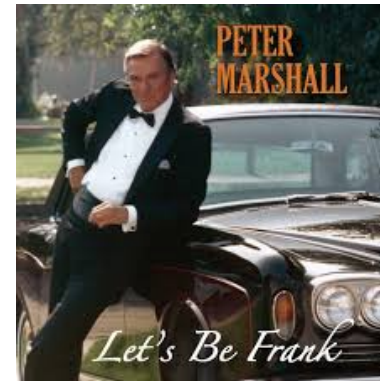
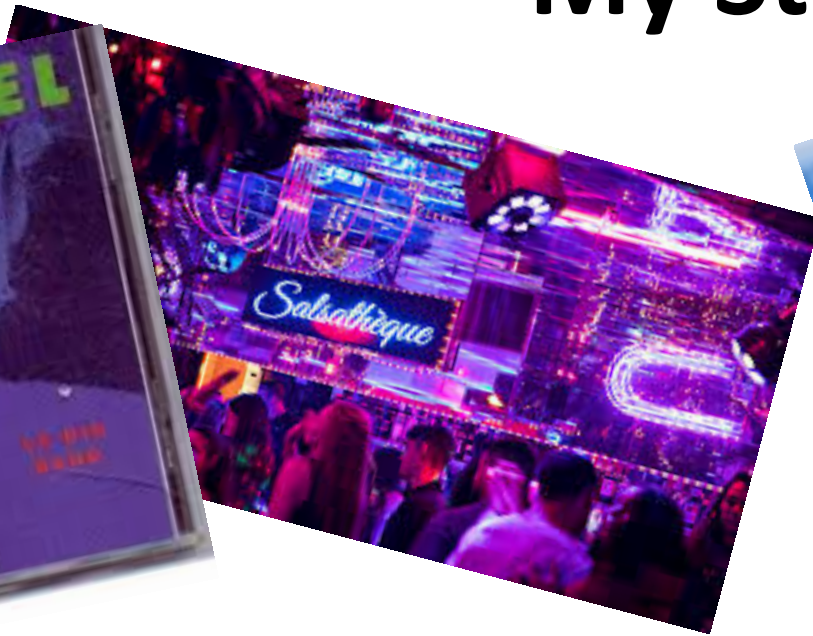


31,529 views

# My Story



Montreal Freelance  
Trumpet Player  
1988 - 1994



Cruiseships 1994 - 1999

# My Story



**OTTAWA  
CATHOLIC  
SCHOOL BOARD**



Lester B. Pearson School Board

Commission scolaire Lester-B.-Pearson  
1925 Brookdale Ave., Dorval, QC, H9P 2Y7  
[www.lbpsb.qc.ca](http://www.lbpsb.qc.ca)



**OTTAWA-CARLETON  
DISTRICT SCHOOL BOARD**



2002 - 2005



2002 - 2004



1999 - 2002

# My Story



2000



2001



2005

MRTNER



2006

# My Story



**Les Pianos Westend Ltée.**

Westend Piano Ltd.



2005

**HOW TO TUNE PIANOS**

*The Hobby, Skill, and Career of Piano Tuning*

2013

**IPTS** | International Piano  
Technicians School

2020

**What you are about to discover today is the reason why I am considered by some as the foremost expert on aural piano tuning in the world!**

# Featured in...



June 2015



July 2015



March 2016



November 2017



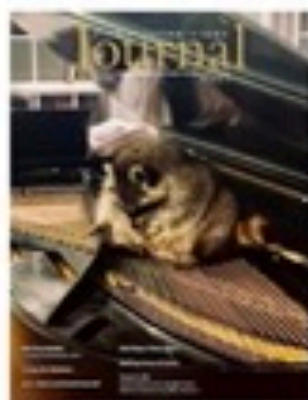
June 2021



September 2021



November 2021



March 2023



November 2023



January 2025

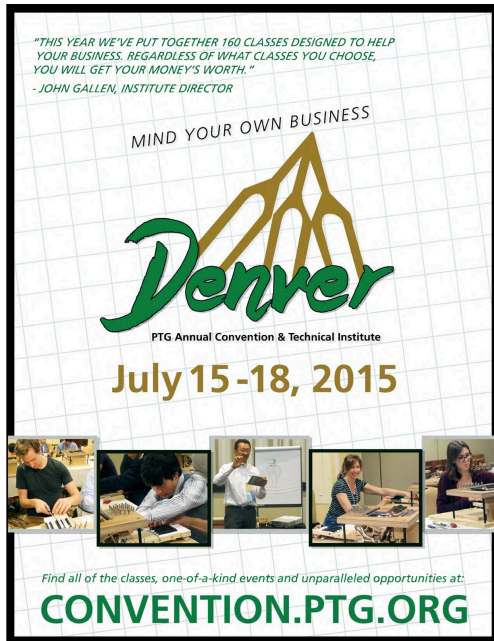


February 2025



March 2025

# Featured At...



2015



2024



2025

**What are people saying?**

Re: New message from: >

Inbox x

Testimonials x



← smcope@ymail.com <smcope@ymail.com>

Aug 27, 2020, 10:05 AM



to Mark ▾

I'll be honest, I went from knowing nothing summer of last year, to now I'm keeping up all of our pianos at my church (I'm the full time Instrumental Music Director, we have 6 pianos), as well as tuning about 5-6 pianos per month for profit, and I'm continuing to getting new customers. I'm about to redo a customer's keytops, all because your instruction videos are clear. **Your method has really been extremely helpful, and really the only one that I have seen that explains everything in great detail** (ESPECIALLY STRETCH). So I hope you do keep adding to the site, and I hope that people start to see the value in the way you go about this. I now have a successful side career in piano tuning after about 9 months of very helpful instruction through your website. And it could not have come at a better time because most of my in-person trumpet students in public schools are not taking lessons because of COVID (and the online trumpet lessons just don't work for me.) So thank you. I'm grateful.

Will be in touch.

Scott

**“Your method has been extremely helpful, and really the only one that I have seen that explains everything in great detail”**

- Scott Copeland  
Piano Technician

Thank You



Inbox x

Testimonials x



← Mitja Jeram

Thu, Aug 28, 1:12 PM



to me ▾

Hi Mark,

Thank you for teaching me piano tuning. **Your course and online classroom offered exactly what I needed.** I've had mentors before, but you're one of the rare ones who not only has genuine intent and deep knowledge, but also knows how to share it in a thoughtful, pedagogically sound way.

It's amazing how material that isn't inherently easy becomes so accessible through your lessons. I can confidently say that thanks to your course, I've made more progress as a tuner in just six months than I likely would have in several years—or maybe never at all.

I'm also grateful for the advice and reflections that weren't directly related to tuning. You're a mentor in the truest sense of the word.

It's been an honor to learn from you. I plan to attend a PTG convention in the future, and I truly hope we'll meet in person. I'll probably reach out again down the line, so I won't say goodbye—just thank you once more.

Thanks, Mark. Let's stay in touch!

Mitja

“Your course and online classroom offered exactly what I needed.”

- Mitja Jeram

Concert Technician

Yamaha, Ljubljana, Slovenia

# What do these piano technicians have in common?

Ulrich Gerhartz - Steinway Artists

Verne Edquist - Glenn Gould

Franz Mohr - Vladimir Horowitz

Alex Brown - Elton John, Beyonce

**They are respected as being at the height of  
piano tuning artistry.**

**They were or are sought after by the most famous musicians.**

**More importantly, their tunings help  
musicians**

- Relax**
- Not be bothered by notes that are out-of-tune.**
- Enjoy their music to the fullest**

**I realized that if someone could tune a piano to a high level by ear, they could break through the limits that keep so many tuners just tuning for amateur home tunings and not being able to really make a difference in the music world.**

**I realized that if I could figure out this aural tuning thing, I could help other people break into this secret world of high level aural tuners and really make a difference with the pianos they tune.**

**I dreamed of helping as many people as possible achieve these high level aural skills that could change their lives by helping them make more money if they chose, and helping them achieve a real sense of fulfillment knowing they were able to make a piano sound its absolute best!**

**The problem was, my tunings were not that good.**

**I wasn't anything special...**



**I was an average piano tuner,  
and I was teaching people how to  
tune pianos the average way!**

**What I Did Not Know...**

**A piano tuner is never sure when they get fired, but all piano tuners get fired.**

**A piano tuner gets fired when they don't get called back.**

**People were not hiring me back, so I had to find out who was firing me, and why!**

**I called up all my customers to ask them if they wanted their piano tuned again.**

**I asked everyone who said, “No thanks”,  
“Why not?”**

- Not ready**
- Not playing**
- My brother-in-law tunes our piano now**
- Your schedule was not open enough (!?)**

**And then...**

**“I am not getting you to tune my piano anymore because your unisons were bad.**

**The first time I played a loud song, they all went out of tune!”**



**Confused.**

**Did everything I was taught.**

- Put the hammer at 12:00**
- Go sharp and ease the pitch flat**
- Do not flagpole the tuning pin**

**It wasn't until I figured out the **three secrets**  
that everything changed!**

**My tunings improved and my teaching  
improved!**

**People starting reaching out to me and telling me how amazing my students were doing.**

# My students started getting crazy results!



← Keith Akins <keith@akinspianocraft.com>

to mark ▾

Hi Mark,

Fri, May 28, 2021, 2:44 AM



I was looking on your website for a place to post a recommendation but you are welcome to use the following statement:

Some time ago I had recommended your tuning course to someone beginning their piano service career. I recently had the opportunity to evaluate one of their tunings on a fine grand piano. **There were only two notes I attempted to change and one of them I couldn't improve.** I believe you have made a significant contribution to the establishment of another much-needed technician in our area.

-Keith Akins

RPT since 1971

Former Editor, Piano Technicians Journal

If you have modifications to suggest, please let me know.

Best regards,

--Keith

Keith Akins, RPT

Piano Technologist

[715/775-0022](tel:7157750022) Mon-Sat 9a-9p

[www.akinspianocraft.com](http://www.akinspianocraft.com)

Find me on [LinkedIn](#)

**“There were only two notes I attempted to change, and one I couldn't!”**

**- Keith Akin**

**Past PTG Journal Editor**

# My students started getting crazy results!

First concert tuning  
Inbox x Testimonials x  
← Ionwyn Buckland <ionwynb@hotmail.com>  
to mark@mrtuner.com ▾

Mon, Mar 22, 2021, 7:20 PM

Hi Mark,

Just wanted to let you know that I did my first concert tuning aurally the other day. The piano was an old German Steinway M that had been restrung about 15 years ago, and unfortunately the tuning pins were not very true and jumpy to feel. My usual 4 hours later the end result was good. Using your system of 12 o'clock hammer position and various bending and slow pulls I eventually managed to get tuning pins where I wanted them (generally somewhere between the two jumpy notches!). There were a few unisons that drifted and weren't quite clean, but I did my best by trying to work around the notchy pins meant not focussing on stability as much as I might have with smoother pins. Having said that, there were 3 concerts over 3 days and the artist played one of the big Beethoven sonatas at each and the overall stability was very good.

**“The concert pianist was so happy, he wants me to tune his newer Steinway!”**  
**- Ionwyn Buckland**  
**Piano Technician**

Sitting in the concerts I really noticed the clean and singing treble as a result of your stretch methods and was very chuffed. I actually went there before each concert to try and tweak a few unisons anyway, and despite my best efforts there was still one or two that weren't quite clean each time - oh well, perfection isn't always attainable...

The performer said he was very happy with the tuning and was sure I was the only one that noticed the unisons. He also has a newer Steinway at his holiday home on the coast the he's keen to get me to tune now 😊.

Thanks again for your fantastic teaching and brilliant methods - they really work and they helped me immensely.

Cheers,  
Ionwyn

**When I started teaching people how to tune  
pianos,**

**I realized that the stuff I was teaching them,  
the stuff that I had learned, was bad.**

**It made learning hard and difficult, and it  
took forever to get results.**

**I vowed I would never say,  
“Just tune 1,000 pianos”**

**When I discovered the secret to getting high level aural tunings consistently, I started to share it with everyone, just I am with you today.**

**Then something wild happened...**



← Dest-Limited-Office <info@dest.com.tw>

to mark ▾

Fri, Oct 30, 2020, 6:59 AM



Dear Mark,

Below are our feedback:

" Actually, in the long run, we have looked up much tuning knowledge and consulted many masters.

In recent years, comparing to other old concepts, we find your lessons very innovative and creative.

The equal temperament you teach is awesome.

We especially love the super stability part: the bend test and tension band.

In the past, we thought to bend the tuning pin was bad and harmful.

However, the way you express the bend test really inspires us.

To be frank, because the bend test might fool us at some time, the stability may change after one week or so.

Therefore, we believe the hard blows( with key pounder) are sufficient if we want the whole scale to be even.

It is just like fabrics with or without ironing. It's quite easy to tell the even degree.

Thus, in our opinion, the combination of bend test and hard blow are very important to obtain the super stability.

As to the Beat-Speed-Windows-Temperament-Sequence F3-F4, it's quite useful and won't accumulate errors."

Please share your thoughts with us.

Thank you for all your endeavors.

Best wishes,

Danny

Dest - Boesendorfer Taiwan <http://www.boesendorfer.com.tw>

台北市大安區復興南路一段253巷2號3F-2

“We find your lessons very innovative and creative”

- Danny

Bosendorfer, Taiwan



to mark ▾

Dear Mark,

Vincent has tried DSU, and find it really awesome.

In the introduction of "[The Power of Double String Unisons, D.S.U.](#)",  
you mentioned as follows.

" Learn how to analyze the Non-Speaking Length Tension in order to produce stable tunings,  
**without using excessive hard blows**, that even the most powerful pianist will not budge."

Why is that DSU could reach better stability than the mono string tuning?

We would like to know the principle behind.

In addition, We think DSU a nice way to tune.

But, comparing to Stability, why do you write so few to describe DSU?

In the fourth chapter of the book, "New Technique For Superior Aural Tuning (Virgil E. Smith)",  
the author mentioned some concept similar to DSU, like in the paragraph "Technique for Dealing With The Unison Pitch Difference".

But the author didn't say much about it.

We also want to know if DSU is used quite often by many tuners?

Like **master** tuners would adopt DSU to tune.

Actually, we don't find much talking about DSU, no matter in books or videos.

Is it some kind "top secret" that tuning **masters** would keep as their own signature skill?

Please kindly enlighten us.

Thank you in advance.

Best wishes,

Danny

Dest - Boesendorfer Taiwan <http://www.boesendorfer.com.tw>

台北市大安區復興南路一段253巷2號3F-2

No. 2, 3F. - 2, Ln. 253, Sec. 1, Fuxing S. Rd.,

Da'an Dist., Taipei City 106, Taiwan (R.O.C.)

“Is it some kind of ‘top secret’  
that tuning masters would keep  
as their own signature skill?”

- Danny

Boesendorfer, Taiwan

**The case studies and success  
stories flew in...**

Re: Carroll > Inbox x

# More Success Stories...



← Peter Poole <ppoole118@gmail.com>  
to me, Stevens ▾

Thu, Aug 25, 2022, 10:24 AM ☆ 😊 ↶ ⋮

Hi Mark,

Here is my evaluation for Carroll Stevens; feel free to quote this as you like.

Carroll has been studying aural tuning with Mark Cerisano for about a year. I evaluated Carroll's tuning on a Kawai RX2 recently, about July 13, 2022. Carroll did a complete aural tuning on this fine piano, and the results were excellent! Having been a Certified Tuning Examiner for the PTG, I am confident that he would have and will pass the PTG Tuning Exam! **It would not surprise me if, when he takes the exam, he would score high enough to become an examiner himself!**

Great job Mark on your training methods, and Carroll on passing my evaluation with flying colors! I will continue to highly recommend Mark's Aural Tuning course!

Please note my change of email address! Please be sure to change it in your records!

[ppoole118@gmail.com](mailto:ppoole118@gmail.com)

Best, Peter Poole

Now on Facebook!

Registered Piano Technician  
Piano Technicians Guild  
cell 603-312-5169  
[ppoole118@gmail.com](mailto:ppoole118@gmail.com)

“I wouldn't be surprised if  
Carroll scores high enough on  
the RPT exam, to become an  
examiner HIMSELF!”  
- Keith Akins  
Past PTG Journal Editor

# More Success Stories...

**After less than a year full-time, Carroll was asked to tune for a classical music festival of demanding classical musicians!**

**He was warned by his local mentor that they would be giving him tuning notes every night!**



**But there was a problem...**

**The secrets were all over the  
map...**

**So I had to organize all the information so it fit together seamlessly.**

**I created the Go A.P.E. System for Accuracy, Precision, and Efficiency**

**Some people thought it was a bad name,  
and they didn't like the ape...**



**...so I just changed it to**

**The Mark Cerisano Tuning System**

**MCTS**

**Mark Cerisano  
Tuning System**

**Stick with me. I am going to show the three mind blowing concepts for FREE that will get you results today!**

**My first step was to imagine what  
I wanted...**

# **This is what I wanted for my students:**

- **No more confusion**
- **No more doubt**
- **Fulfillment in their lives**
- **No more financial worry**
- **Recognition and respect from other piano technicians**
- **Pride in their ability to make the piano sing**
- **Confidence**

**Remember when I said that I imagined that students  
would become confident?**

**I imagined exactly just that and...**

# It happened...



**Stuart Evans**  
RPT



**Carroll Stevens**  
Concert Technician



**Simon Fox**  
Tuning for his  
own recording  
sessions

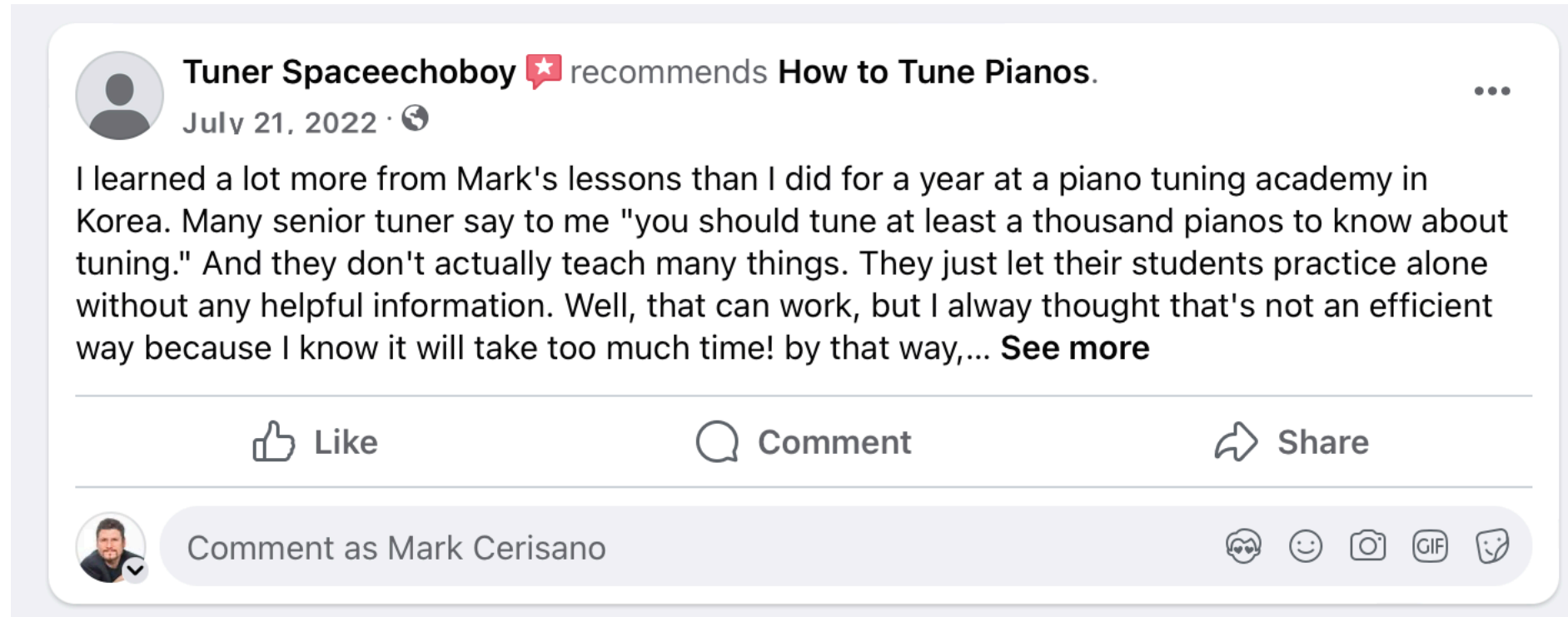


**Ross Ferkett**  
New career  
tuning pianos


**I know you are anxious for me to get to the step by step, but I need you to really believe in the techniques I about to show you.**


**So I am going to *QUICKLY*, show you a few more examples of people that have used these methods and what they have achieved...**

# Rave reviews from more people...












A screenshot of a Facebook post. At the top, it says "Tuner Spacechoboy" with a red star icon, followed by "recommends How to Tune Pianos." and a date "July 21, 2022". The main text of the post reads: "I learned a lot more from Mark's lessons than I did for a year at a piano tuning academy in Korea. Many senior tuner say to me 'you should tune at least a thousand pianos to know about tuning.' And they don't actually teach many things. They just let their students practice alone without any helpful information. Well, that can work, but I always thought that's not an efficient way because I know it will take too much time! by that way,..." followed by a "See more" link. Below the text are three interaction buttons: "Like", "Comment", and "Share". At the bottom, there is a "Comment as Mark Cerisano" button with a small profile picture of Mark Cerisano and a checkmark, and a row of icons for emojis, photos, GIFs, and stickers.

Tuner Spacechoboy  recommends **How to Tune Pianos.** ...

July 21, 2022 · 

I learned a lot more from Mark's lessons than I did for a year at a piano tuning academy in Korea. Many senior tuner say to me "you should tune at least a thousand pianos to know about tuning." And they don't actually teach many things. They just let their students practice alone without any helpful information. Well, that can work, but I always thought that's not an efficient way because I know it will take too much time! by that way,... [See more](#)

 Like  Comment  Share

 Comment as Mark Cerisano     

**“Learned more than a year at a formal school”**

# Rave reviews from more people...



Elisheva Walters  recommends **How to Tune Pianos.**

July 21, 2022 · 



This guy knows his stuff!



Like



Comment



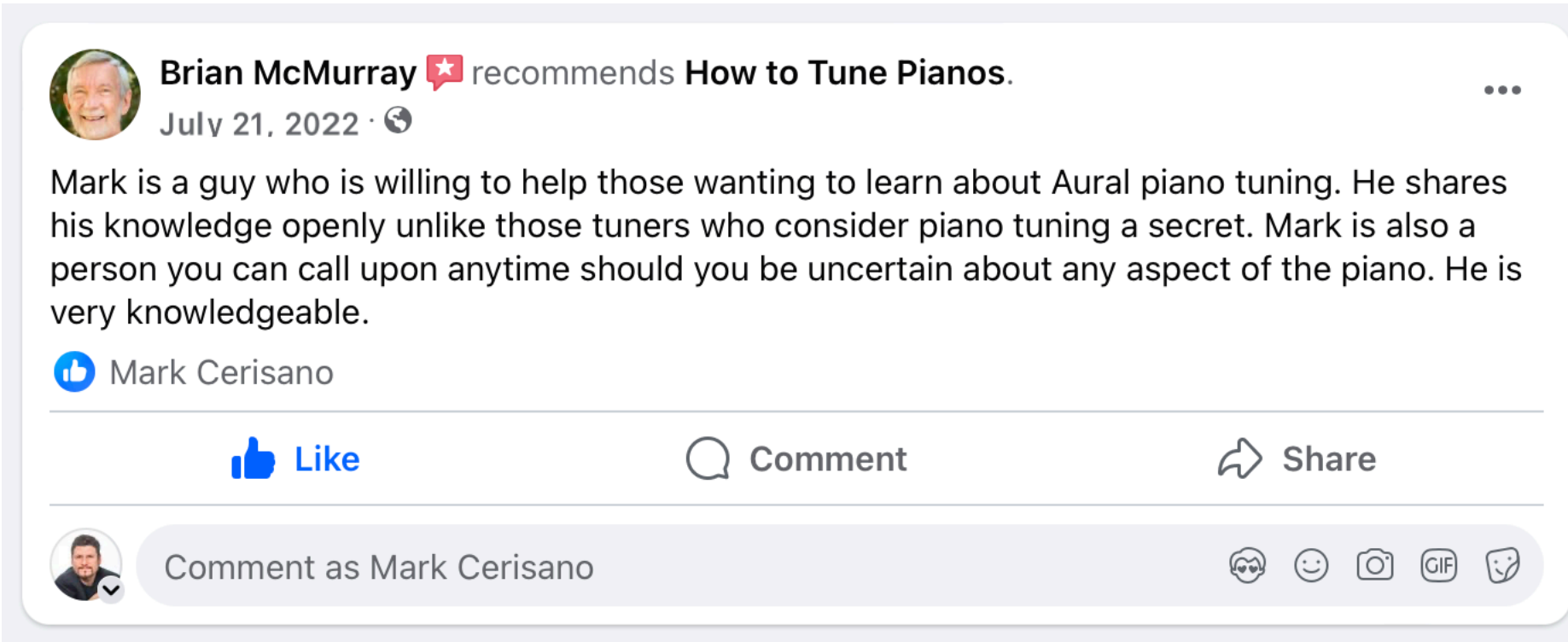
Share





Comment as Mark Cerisano




# Rave reviews from more people...

A screenshot of a Facebook post. At the top, a profile picture of Brian McMurray is followed by the text "Brian McMurray" with a red star icon, "recommends How to Tune Pianos." and a date "July 21, 2022" with a globe icon. Below this is a paragraph of text: "Mark is a guy who is willing to help those wanting to learn about Aural piano tuning. He shares his knowledge openly unlike those tuners who consider piano tuning a secret. Mark is also a person you can call upon anytime should you be uncertain about any aspect of the piano. He is very knowledgeable." Underneath the text is a blue thumbs-up icon followed by the name "Mark Cerisano". Below this are three interaction buttons: "Like" with a blue thumbs-up icon, "Comment" with a speech bubble icon, and "Share" with a share icon. At the bottom, there is a comment input area with a profile picture of Mark Cerisano, the text "Comment as Mark Cerisano", and icons for emojis, photos, GIFs, and stickers.




Brian McMurray  recommends **How to Tune Pianos.** ...

July 21, 2022 · 







Mark is a guy who is willing to help those wanting to learn about Aural piano tuning. He shares his knowledge openly unlike those tuners who consider piano tuning a secret. Mark is also a person you can call upon anytime should you be uncertain about any aspect of the piano. He is very knowledgeable.

 Mark Cerisano

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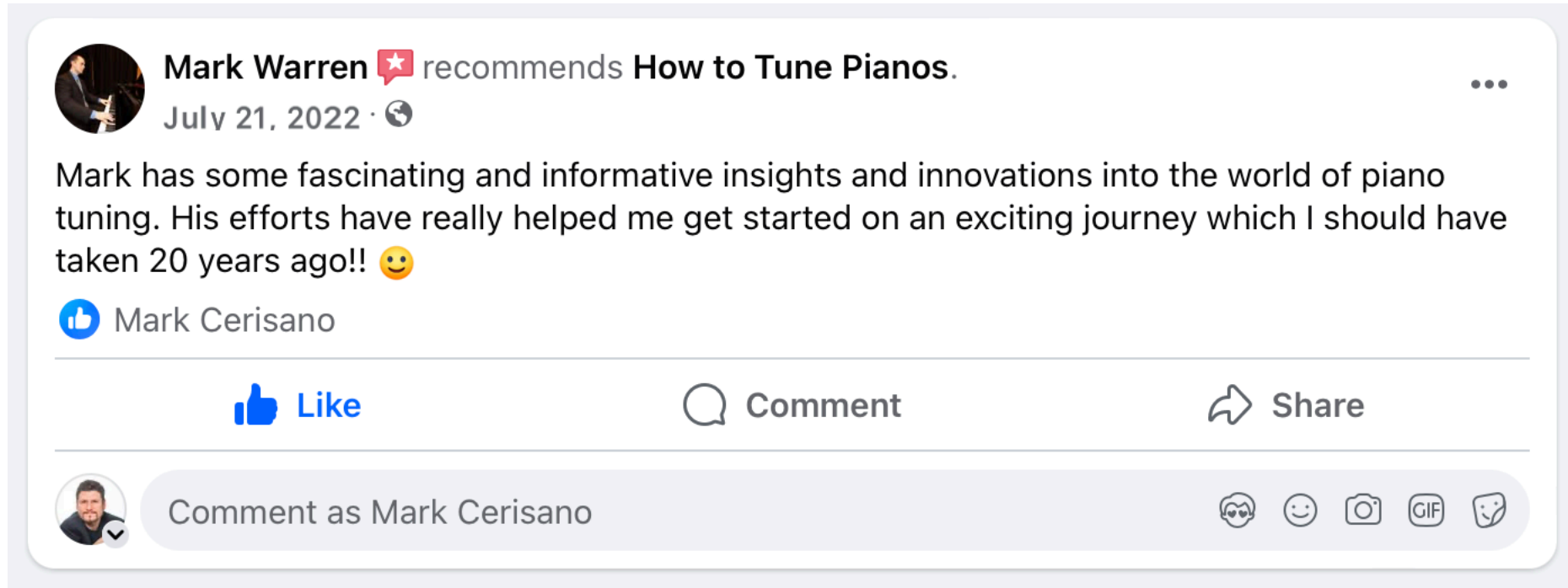
 Like       Comment       Share



---


 Comment as Mark Cerisano     

**“Shares knowledge openly”**


# Rave reviews from more people...




 **Mark Warren**  recommends **How to Tune Pianos.** ...

July 21, 2022 · 







Mark has some fascinating and informative insights and innovations into the world of piano tuning. His efforts have really helped me get started on an exciting journey which I should have taken 20 years ago!! 😊

 Mark Cerisano

---

 Like Comment Share

---

 Comment as Mark Cerisano     

**“Fascinating and informative insights”**

# Rave reviews from more people...



 **Sam Anstice Brown**  recommends **How to Tune Pianos.** ...

July 21, 2022 · 

Mark has a very deep and thorough understanding of piano tuning and related arts. I have been a professional tuner since the mid 80s and I STILL learn from this guy. Mark teaches what to do, how to do it, and crucially WHY it needs to be done that way. I wish he'd been my teacher when I was learning my craft. Highly recommended.

 Mark Cerisano

---

 Like  Comment  Share

---

 Comment as Mark Cerisano     

**“Tuning since mid 80’s. Wish he’d been my teacher.”**

# Rave reviews from more people...



Cameron James Webb  recommends How to Tune Pianos.

July 21, 2022 · 



I learned so much from Mark. Definitely a master teacher.

1 comment



Like



Comment



Share



**How to Tune Pianos**  
Thank you for sharing!



3y Like Reply





Comment as Mark Cerisano




# Rave reviews from more people...


 **Joshua Martell**  recommends **How to Tune Pianos.** ...

 July 21, 2022 · 







Detailed explanations of how and why things work.

 Mark Cerisano


---


 Like Comment


---

 Comment as Mark Cerisano     


# Rave reviews from more people...






**David Wiebe F**  recommends **How to Tune Pianos.** ...

January 3, 2022 · 







Great knowledge and a really accurate system Mark is teaching

 You and 1 other

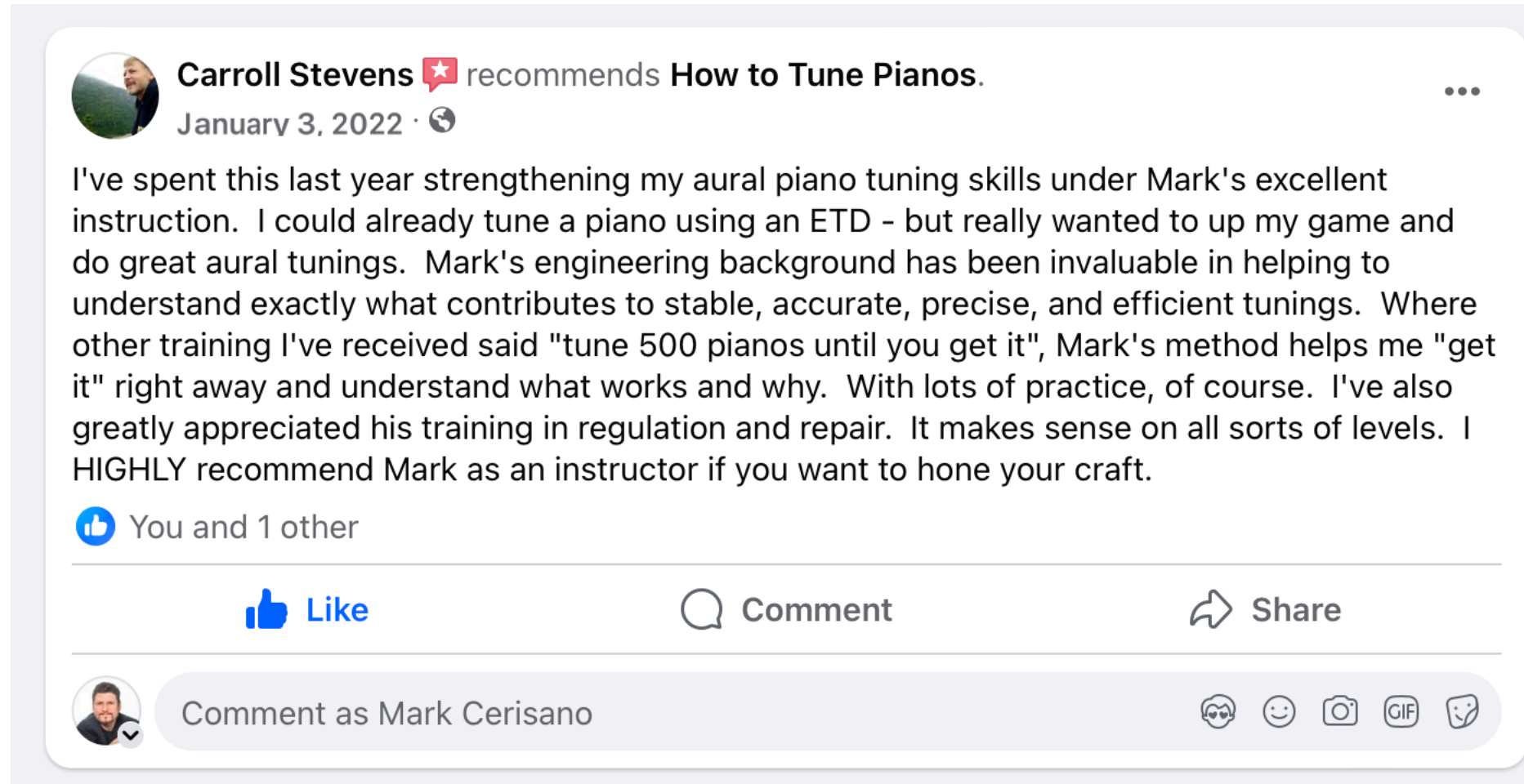
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 Like       Comment       Share

---

 Comment as Mark Cerisano     


# Rave reviews from more people...






**Carroll Stevens**  recommends **How to Tune Pianos.** ...

January 3, 2022 · 


I've spent this last year strengthening my aural piano tuning skills under Mark's excellent instruction. I could already tune a piano using an ETD - but really wanted to up my game and do great aural tunings. Mark's engineering background has been invaluable in helping to understand exactly what contributes to stable, accurate, precise, and efficient tunings. Where other training I've received said "tune 500 pianos until you get it", Mark's method helps me "get it" right away and understand what works and why. With lots of practice, of course. I've also greatly appreciated his training in regulation and repair. It makes sense on all sorts of levels. I HIGHLY recommend Mark as an instructor if you want to hone your craft.

 You and 1 other

---



 Like  Comment  Share

---

 Comment as Mark Cerisano 

**“Mark’s method helped me get it right away instead of having to tune 500 pianos first!”**

# Rave reviews from more people...

 **Mindy Rawlinson**  recommends **How to Tune Pianos**. January 3, 2022 · 🌐

I started my journey as a piano technician at the Piano Tuning Academy, which offered online instruction via video modules. EVERY. SINGLE. VIDEO left me with more questions than answers. Every time I pushed for answers, any answers, from the course administrators or from local technicians, I was told that you just learn by doing, and that after tuning 1,000 pianos, I'd get it.


Well, who has that kind of time? And who wants to leave 999 pianos in the wake of their destruction? I was not okay with this solution. Plus, my blood pressure was rising from the frustration I was feeling.




Finding [Mark Cerisano](#) and his method of instruction, as well as having the ability to meet with him weekly for feedback and help was a total game-changer for me. I am asking the same questions but am finally getting answers!



I am so appreciative of his background in both engineering AND music. He is able to combine both to create an experience that is imbuing me with confidence as I learn. We measure EVERYTHING as we work on each new unit, which provides instant feedback and makes my next attempt on that assignment better.

Is it easy? Nothing about this profession is. But it is EASIER, and I feel like I'm finally making progress instead of spinning my wheels fruitlessly.

So thank you, Mark. I'll take you any day over blood pressure medications. 😊

 You, Barry Bradshaw and 1 other

 Like  Comment  Share

 Comment as Mark Cerisano 

**“Having taken a course at another well-known online school, every single video left me with more questions and the administrators couldn’t answer my questions. They told me to tune 1000 pianos. Mark’s system made everything easier!”**

# Rave reviews from more people...



A screenshot of a Facebook post. At the top, it says "Deborah Leaverton" with a red star icon, followed by "recommends How to Tune Pianos." and a date "January 3, 2022". The main text of the post reads: "Every tuner I've ever known has acted like everything about piano tuning is a trade secret. They're special, you're not. But Mark, on the other hand, takes the time to share how everything works. His encouragement and patient help to people who are interested in learning the art of piano tuning reflects his love of the art that he wants to pass to others." Below the text, it shows "Barry Bradshaw, Joshua Martell and 2 others" with like and love icons. At the bottom of the post are buttons for "Like", "Comment", and "Share". Below the post is a comment box with a profile picture of Mark Cerisano and the text "Comment as Mark Cerisano". To the right of the comment box are icons for emojis, photos, GIFs, and stickers.

Deborah Leaverton  recommends **How to Tune Pianos.** ...

January 3, 2022 · 

Every tuner I've ever known has acted like everything about piano tuning is a trade secret. They're special, you're not. But Mark, on the other hand, takes the time to share how everything works. His encouragement and patient help to people who are interested in learning the art of piano tuning reflects his love of the art that he wants to pass to others.

  Barry Bradshaw, Joshua Martell and 2 others

 Like  Comment  Share

 Comment as Mark Cerisano     

**“Mark takes the time to share how everything works. He is encouraging and patient.”**

# Rave reviews from more people...



Tom Hannah  recommends **How to Tune Pianos.**



January 3, 2022 · 

Mark is a very experienced tuner and presents a method that is easy to follow and works.



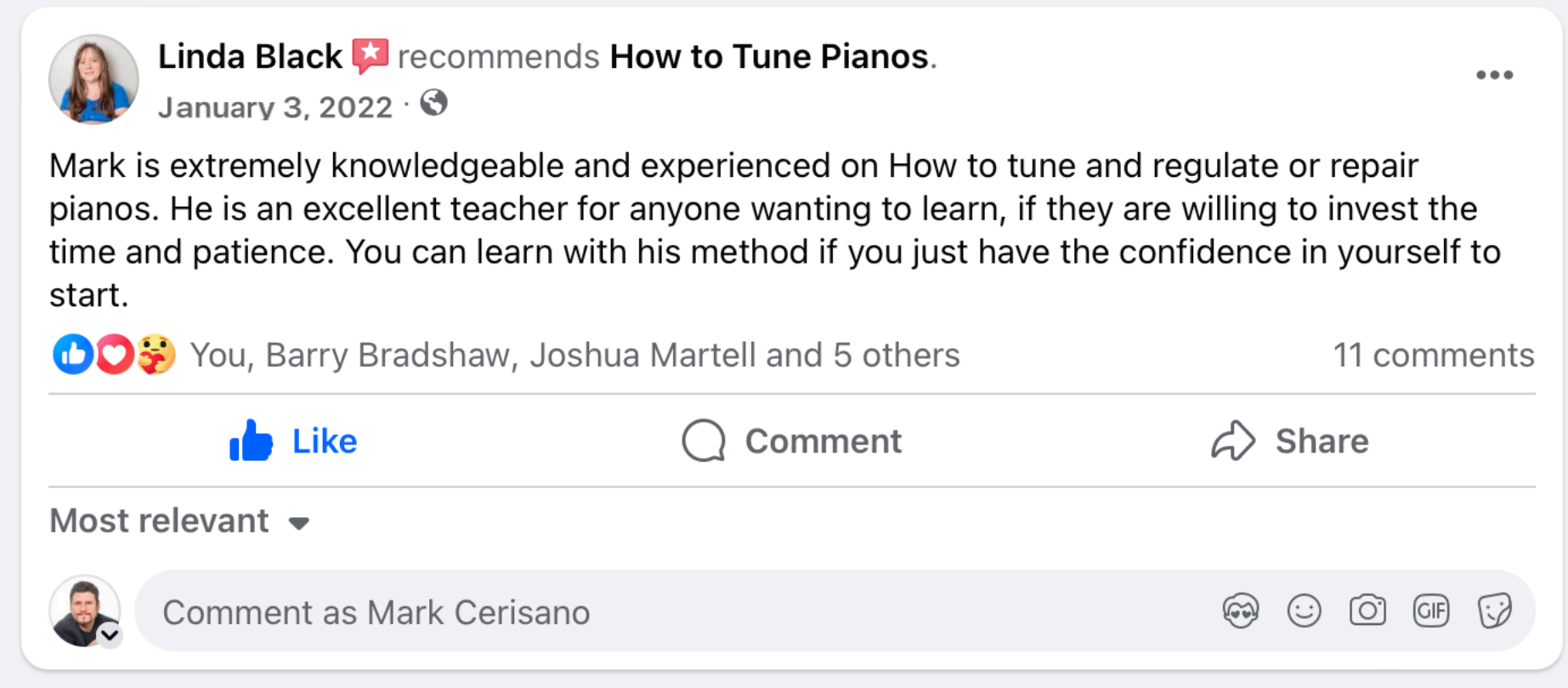
You, Barry Bradshaw, Joshua Martell and 2 others




Comment as Mark Cerisano






# Rave reviews from more people...




Linda Black  recommends **How to Tune Pianos.** ...

January 3, 2022 · 

Mark is extremely knowledgeable and experienced on How to tune and regulate or repair pianos. He is an excellent teacher for anyone wanting to learn, if they are willing to invest the time and patience. You can learn with his method if you just have the confidence in yourself to start.







   You, Barry Bradshaw, Joshua Martell and 5 others 11 comments

---

 Like Comment Share

---

Most relevant ▾

 Comment as Mark Cerisano     

**“You will learn with Mark’s method!”**

# Rave reviews from more people...



Yuri Meyrowitz  recommends **How to Tune Pianos.**

January 3, 2022 · 



Mark really knows how to explain the fundamentals.



Like



Comment




Share



Comment as Mark Cerisano



# Rave reviews from more people...

A screenshot of a Facebook post. At the top left is a profile picture of Roy Howard. To its right, the text reads "Roy Howard" followed by a red star icon and "recommends How to Tune Pianos." Below this is the date "January 3, 2022" and a globe icon. The main text of the post says "Mark Cerisano is a true technician and a great teacher. His engineering background gives him a perspective that he uses to do research that makes his teaching useful for us all." Below the text are icons for likes (thumbs up and a smiling face) and the text "You, Barry Bradshaw, Joshua Martell and 2 others". To the right of this are "3 comments" and "1 share". Below the post are three buttons: "Like" with a thumbs up icon, "Comment" with a speech bubble icon, and "Share" with a share icon. Below these buttons is a dropdown menu labeled "Most relevant" with a downward arrow. At the bottom is a comment input area with a profile picture of Mark Cerisano, a checkmark, and the text "Comment as Mark Cerisano". To the right of the input area are icons for emojis, photos, GIFs, and stickers.

**“A true technician and great teacher!”**

**Are you ready to get into it?**

**Secret #1:**

**The New Shortcut to Learning to  
Tune Pianos like a Pro that Nobody  
Knows About...Yet!**

**The way I was teaching piano tuning was  
not working.**

**I was teaching the old way and people were asking questions that I couldn't answer...**

**...and you remember I made a promise to myself that I would never tell anyone to ‘just tune 1,000 pianos and then you’ll know’?**

**So, I had to redesign piano tuning, analyze it, find out what worked and what didn't, and throw out what wasn't working.**

**#1 - I had to do was find out if what I was hearing was really what I was hearing.**

**#1 - I had to do was find out if what I was hearing was really what I was hearing.**

**It was not!**

**#1 - I had to do was find out if what I was hearing was really what I was hearing.**

**It was not!**

**“Auditory Illusion”**

# **Bandpass Filter Training!**

**This is how I figured it out!**



**This was ground breaking!**

**Not only could I now know for sure how a beating intervals sounds, I could teach others and help them train their own ears to hear what master tuners do, in a fraction of the time!**

**But that wasn't all!**

# **The Famous F3A3 Argument!**

**Bandpass filter to the rescue...**

**No more wondering.**

**No more quessing.**

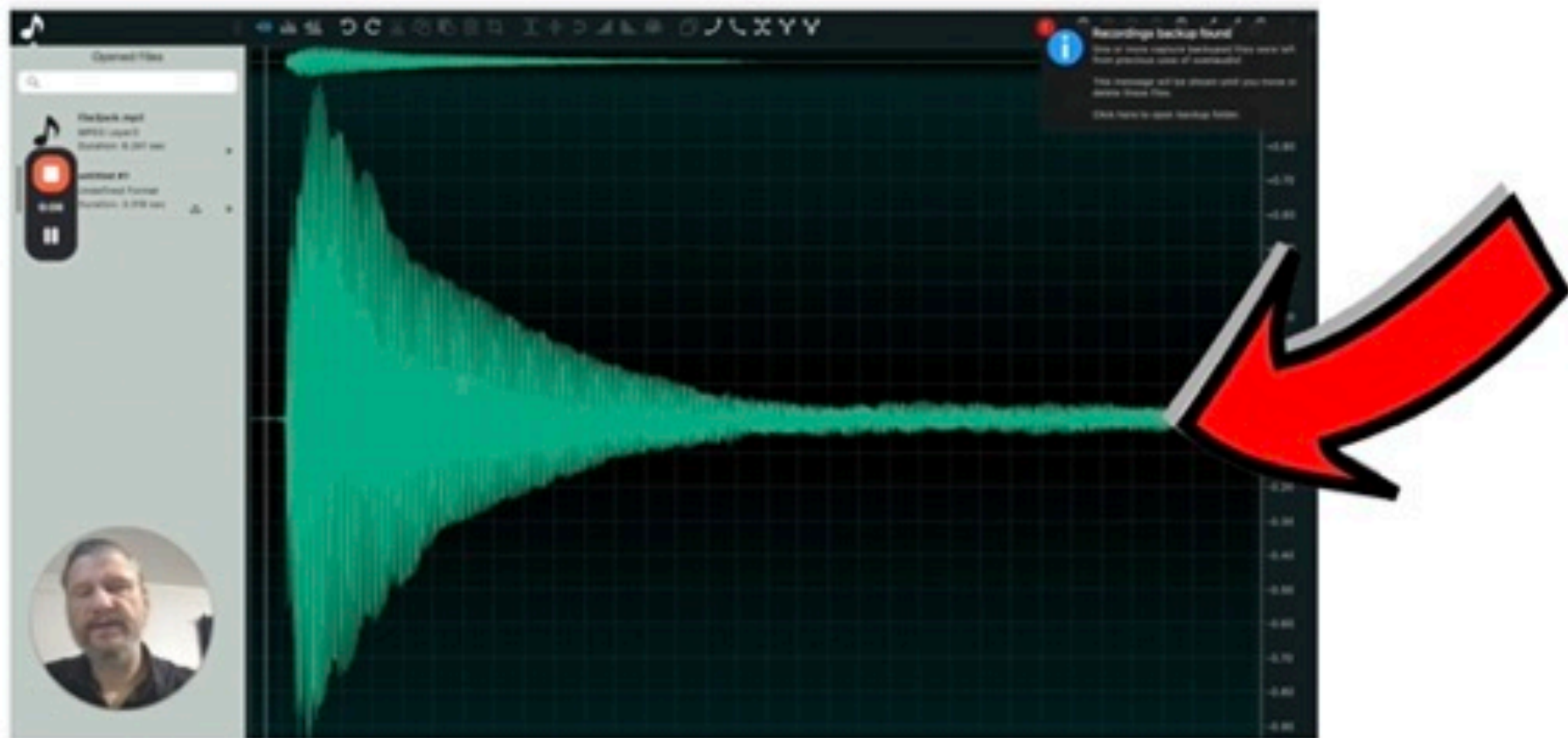
**No more arguing.**

**Interval beat rates are important, but there is something so much more important that filters can help us do better...**

## **UNISONS**

**As you know, I got fired for poor unisons and so will you if you don't figure this out.**

**Here is how bandpass filters can help you know if your unisons are clean enough or not.**



**How's everyone doing?**

**Stay until the end and I will send you these powerful MP3s that use bandpass filters to help you train your ear to tune pianos better...**

Practice hearing higher partials in an out-of-tune unison

**These are the kind of exercises that helped Stuart get 100% on unisons in his RPT exam!**



**Who here is ready for Secret #2?**

**Secret #2:** **How to Tune like the Pros and Be 100% Sure Your Tunings are Solid!**

**Bandpass filters can train you to know exactly what a clean unison sounds like, but...**

**I needed to figure out the stability puzzle.**

**Lucky for me, I came upon...**

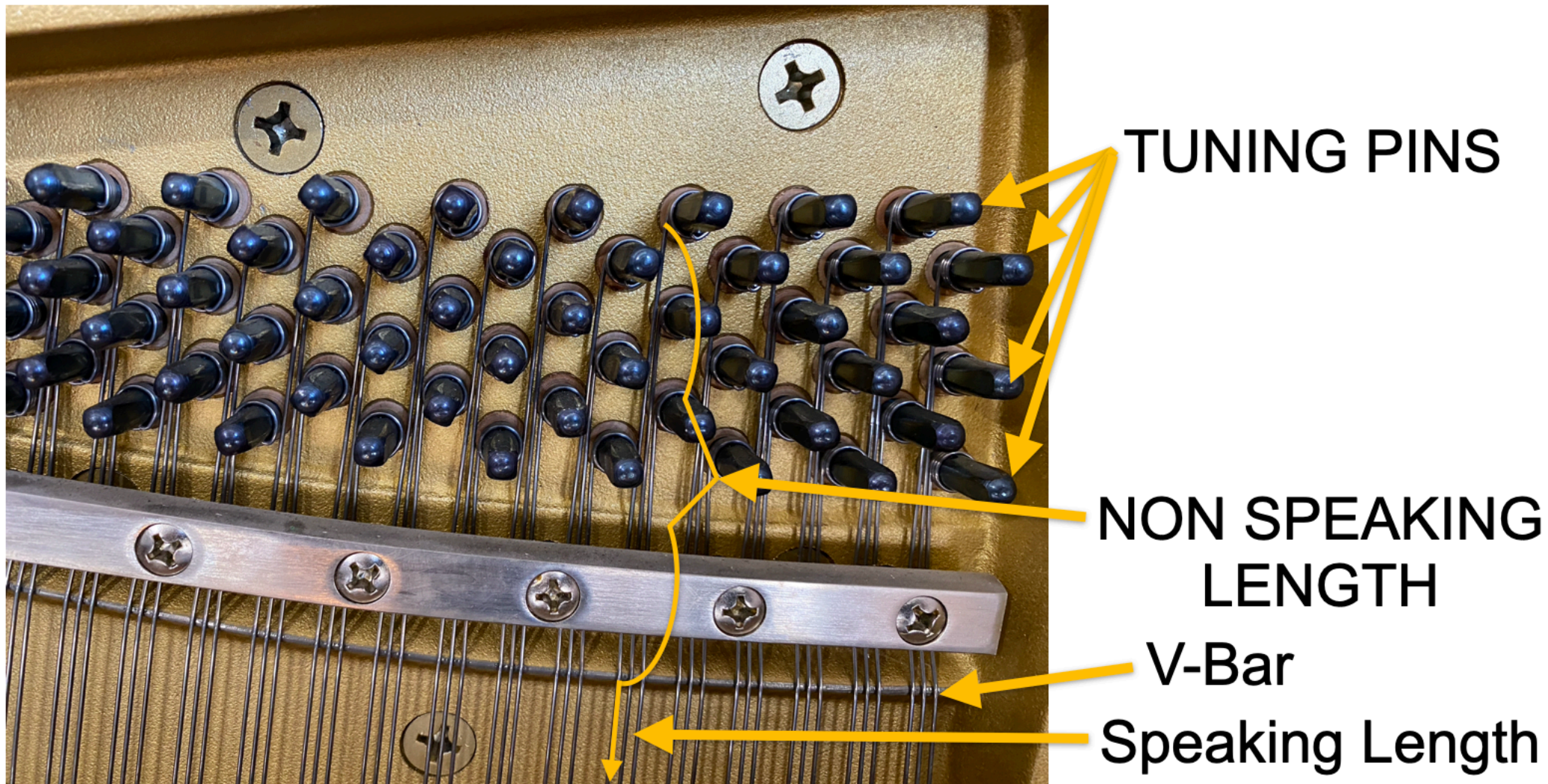




# ...The Dreaded Dominion Piano

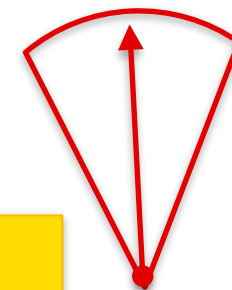
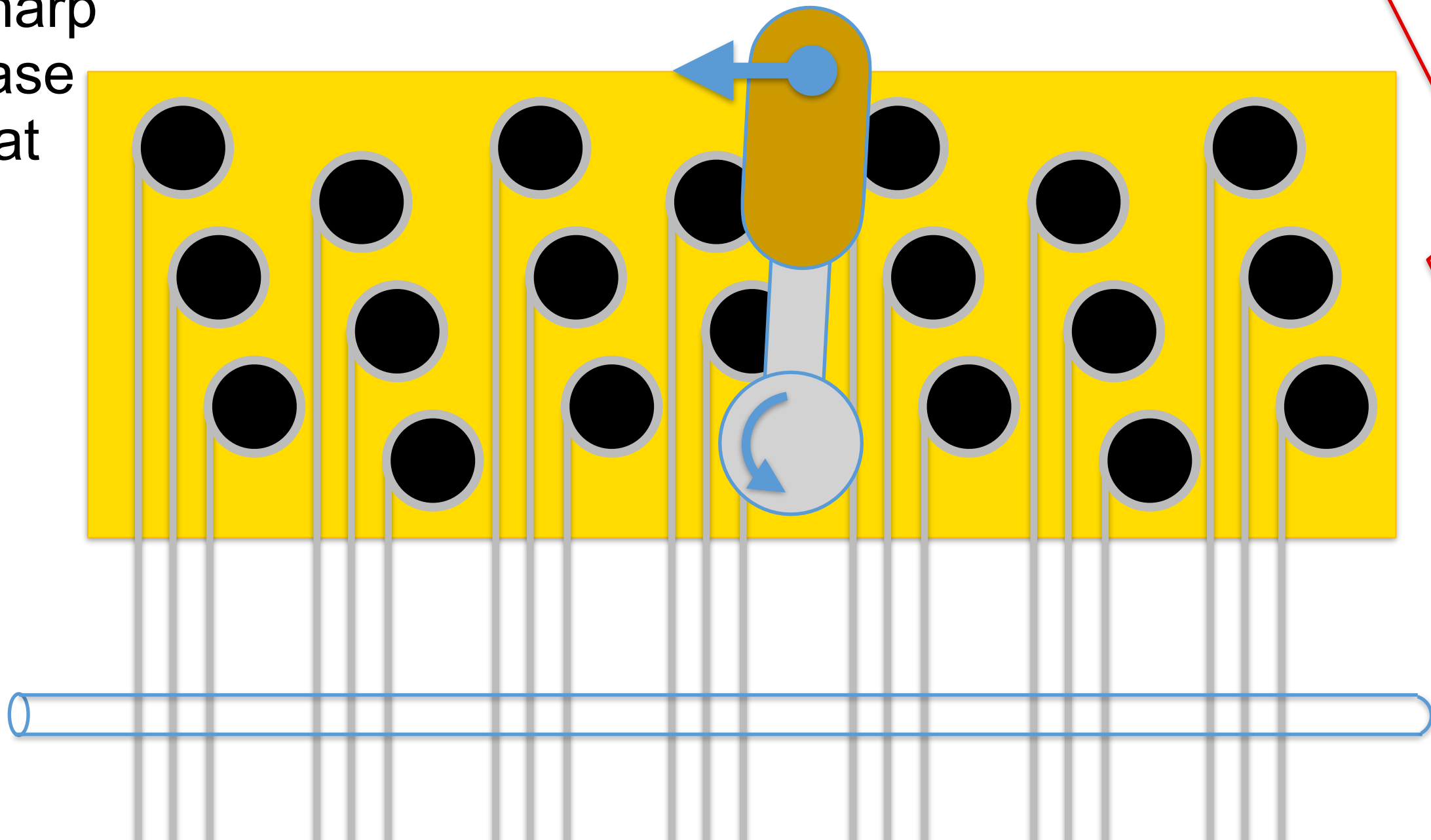


# The Physics of Tuning

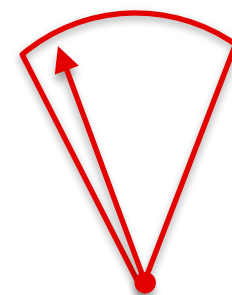


# The Physics of Tuning

Go  
Sharp  
Ease  
Flat



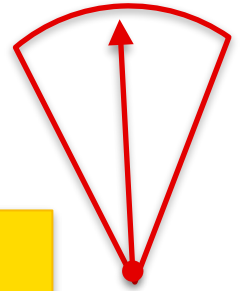
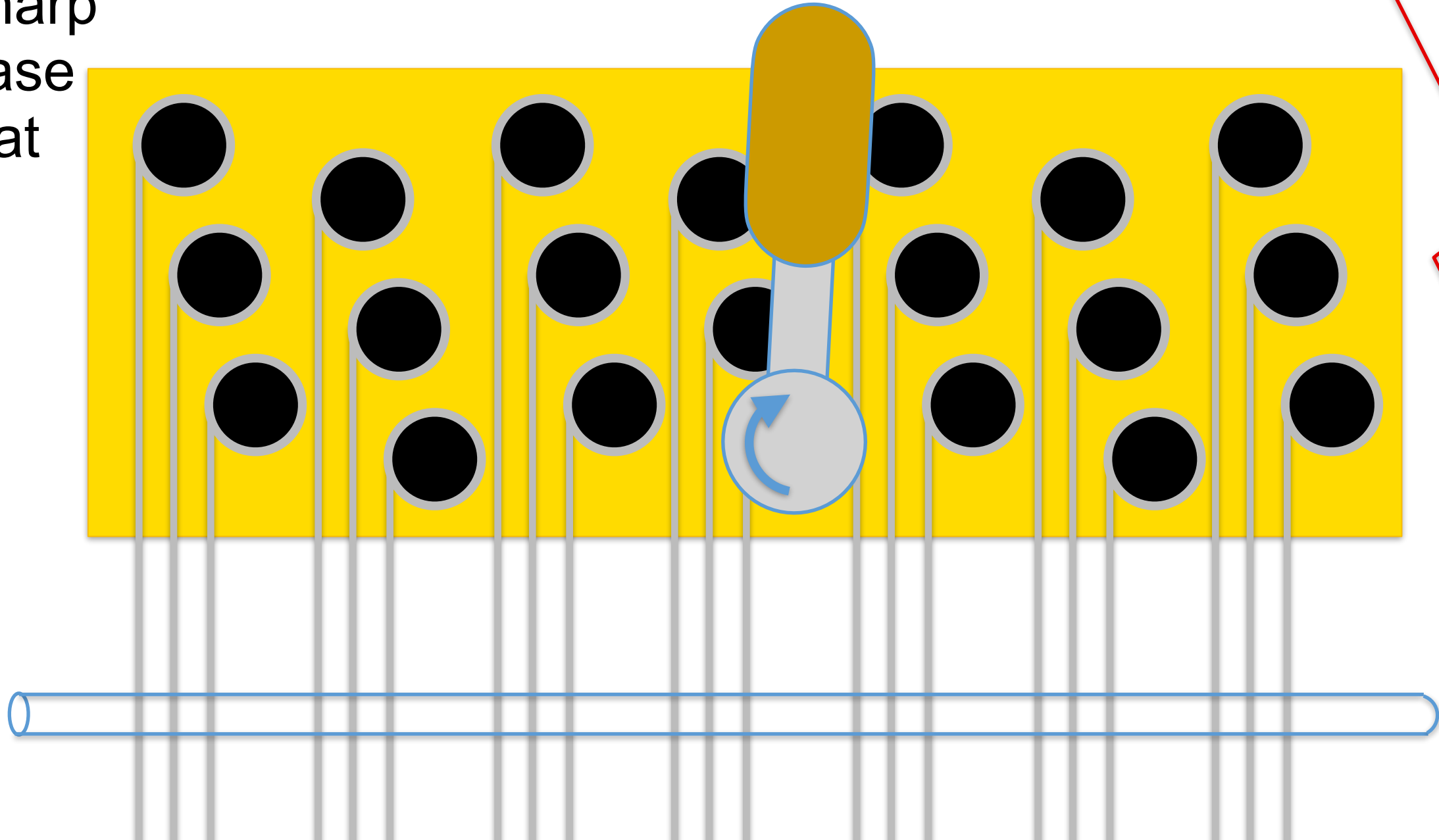
PITCH



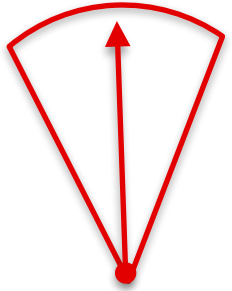
NSL  
Tension

# The Physics of Tuning

Go  
Sharp  
Ease  
Flat



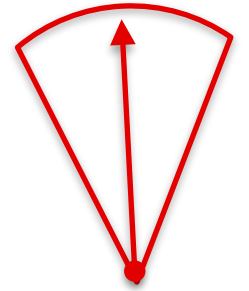
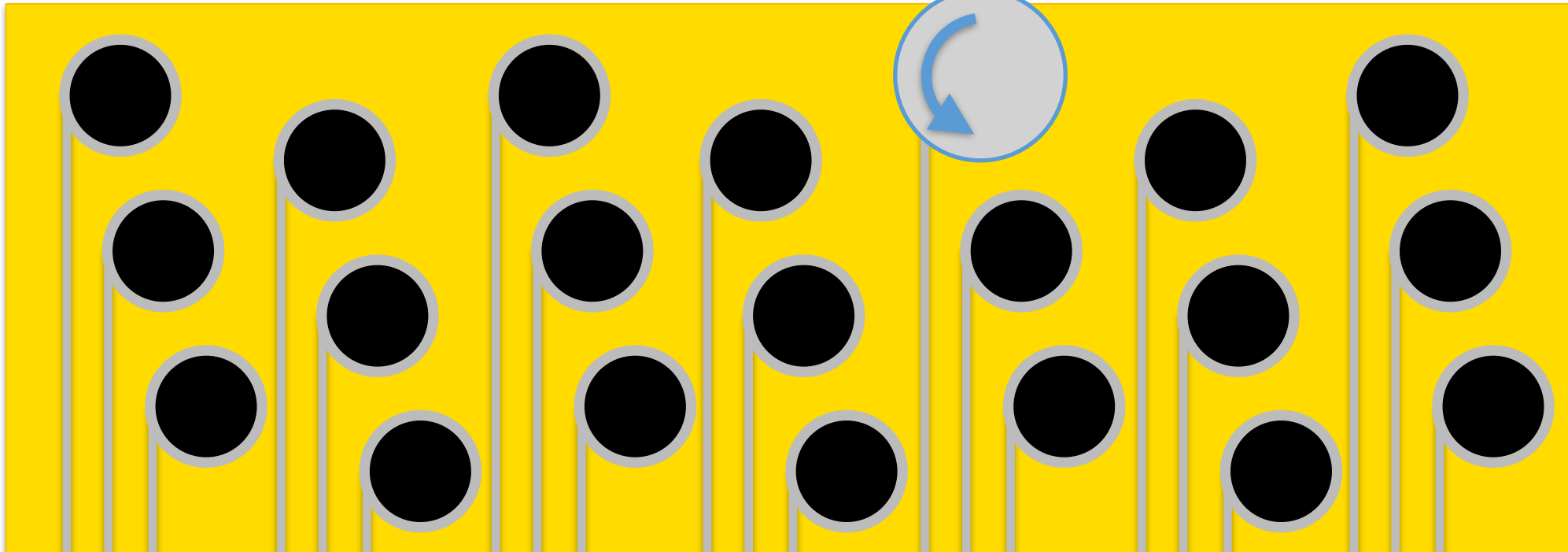
PITCH



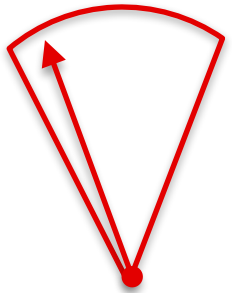
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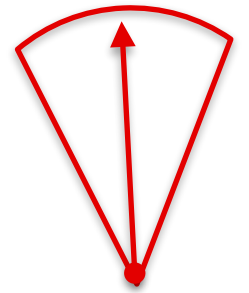
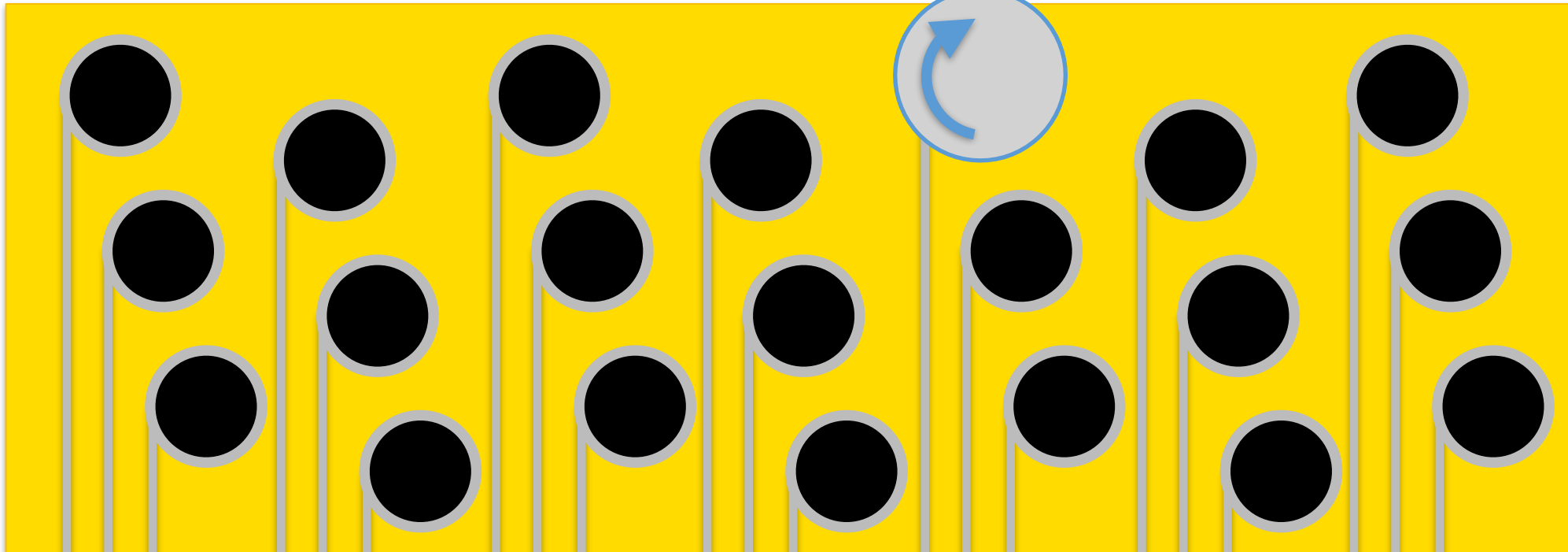
PITCH



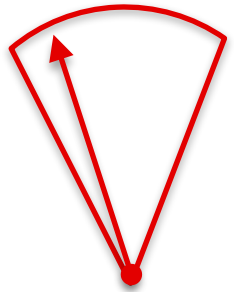
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# The Physics of Tuning

Go  
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Flat



PITCH

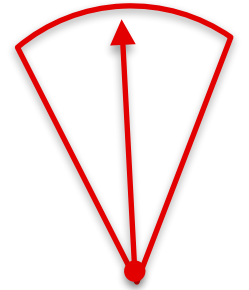
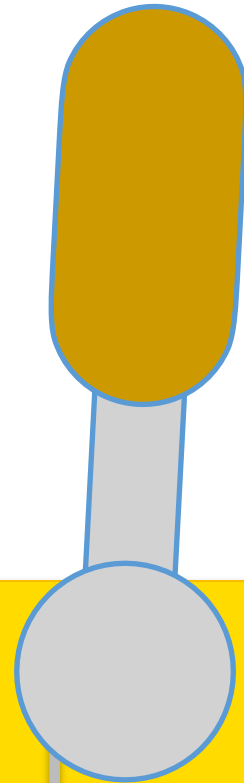


NSL  
Tension

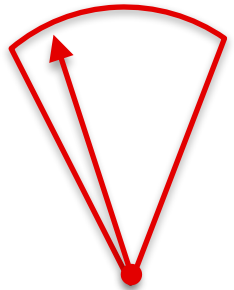
# The Physics of Tuning

Go  
Sharp  
Ease  
Flat

This string will go  
flat right away!

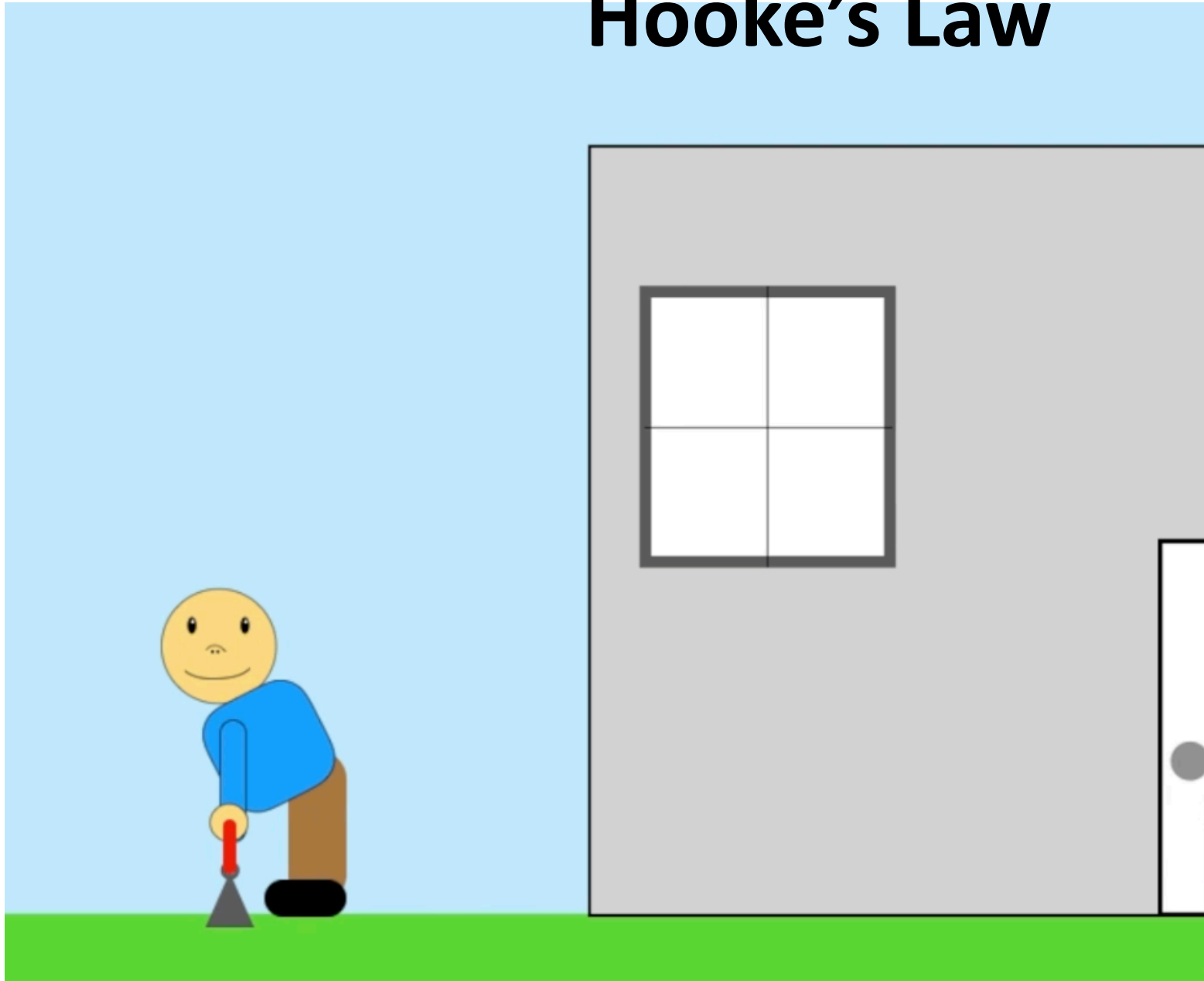


PITCH



NSL  
Tension

# Hooke's Law

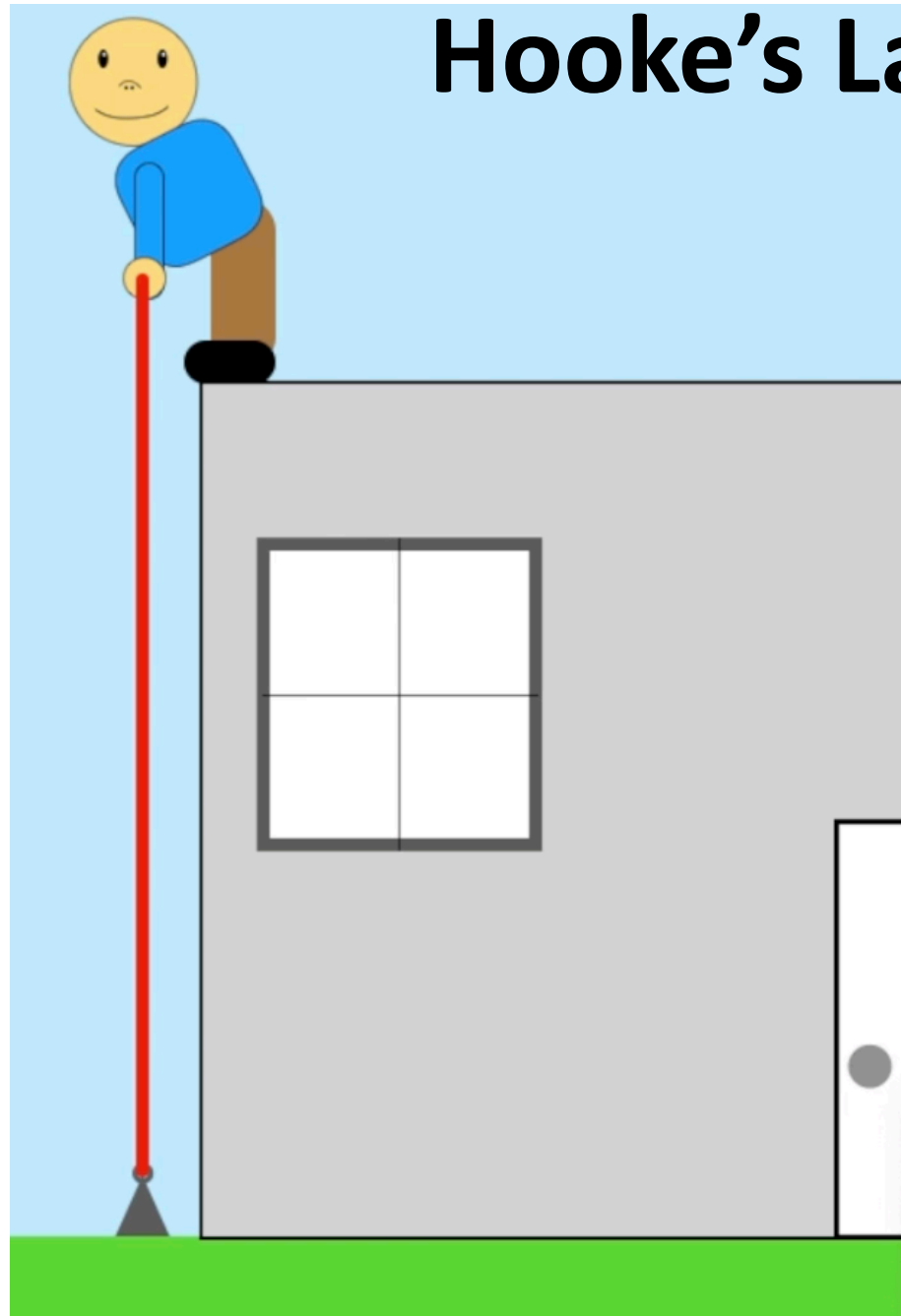


# Hooke's Law

Lifting up on  
a short elastic  
raises tension a lot

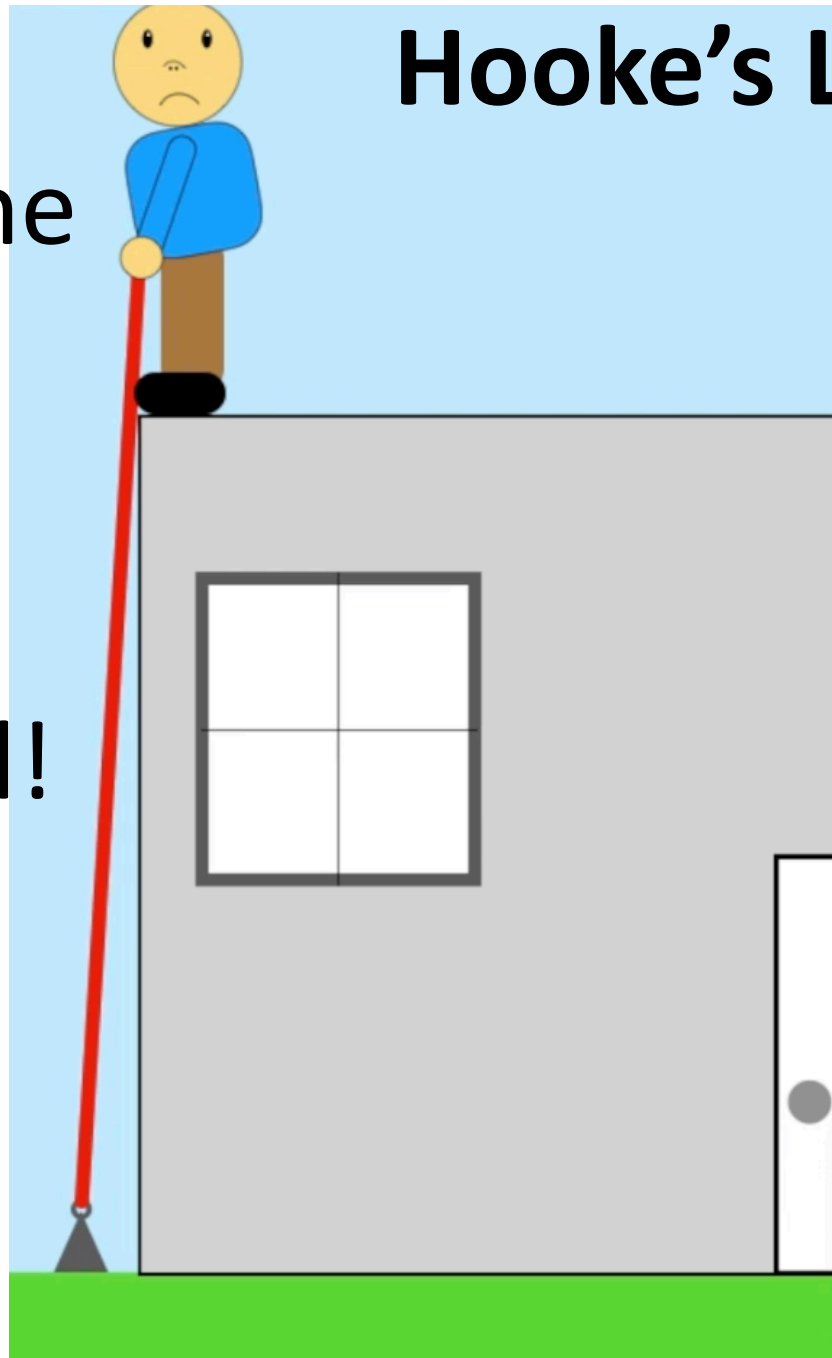


# Hooke's Law



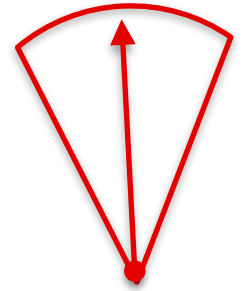
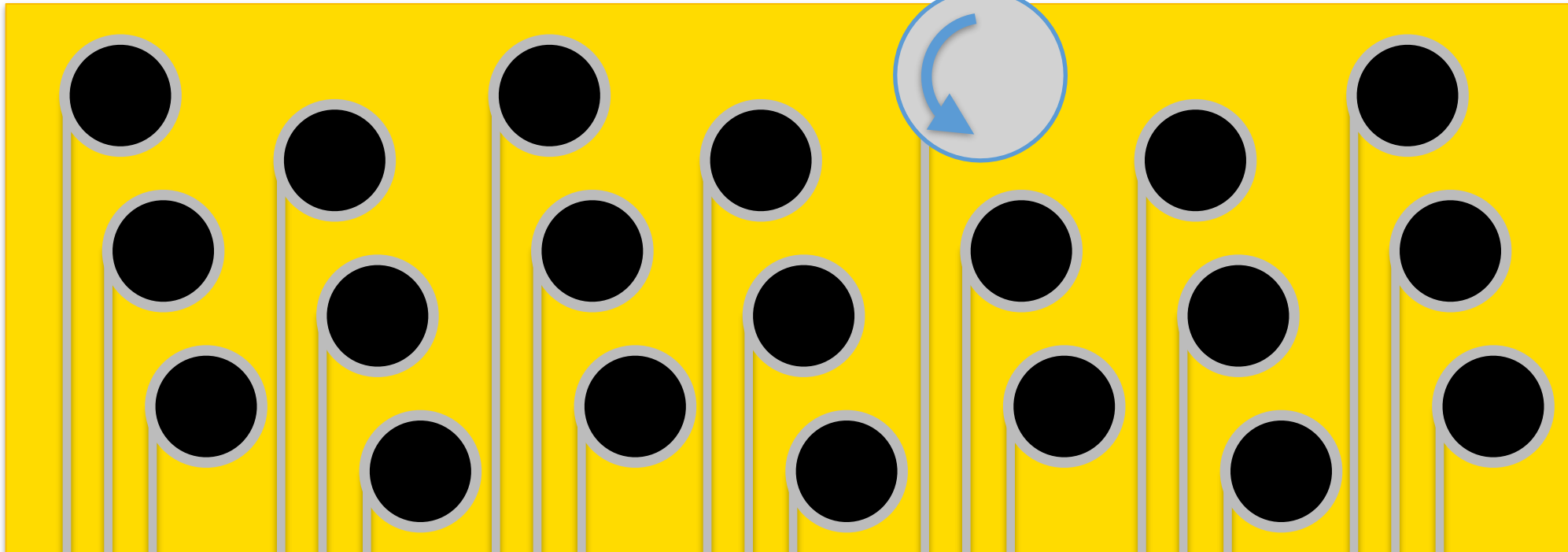
# Hooke's Law

Lifting up the same amount on a long elastic does NOT raise tension a lot at all!

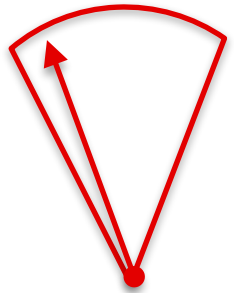


# The Physics of Tuning

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Flat



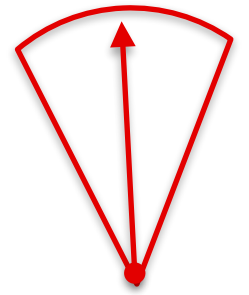
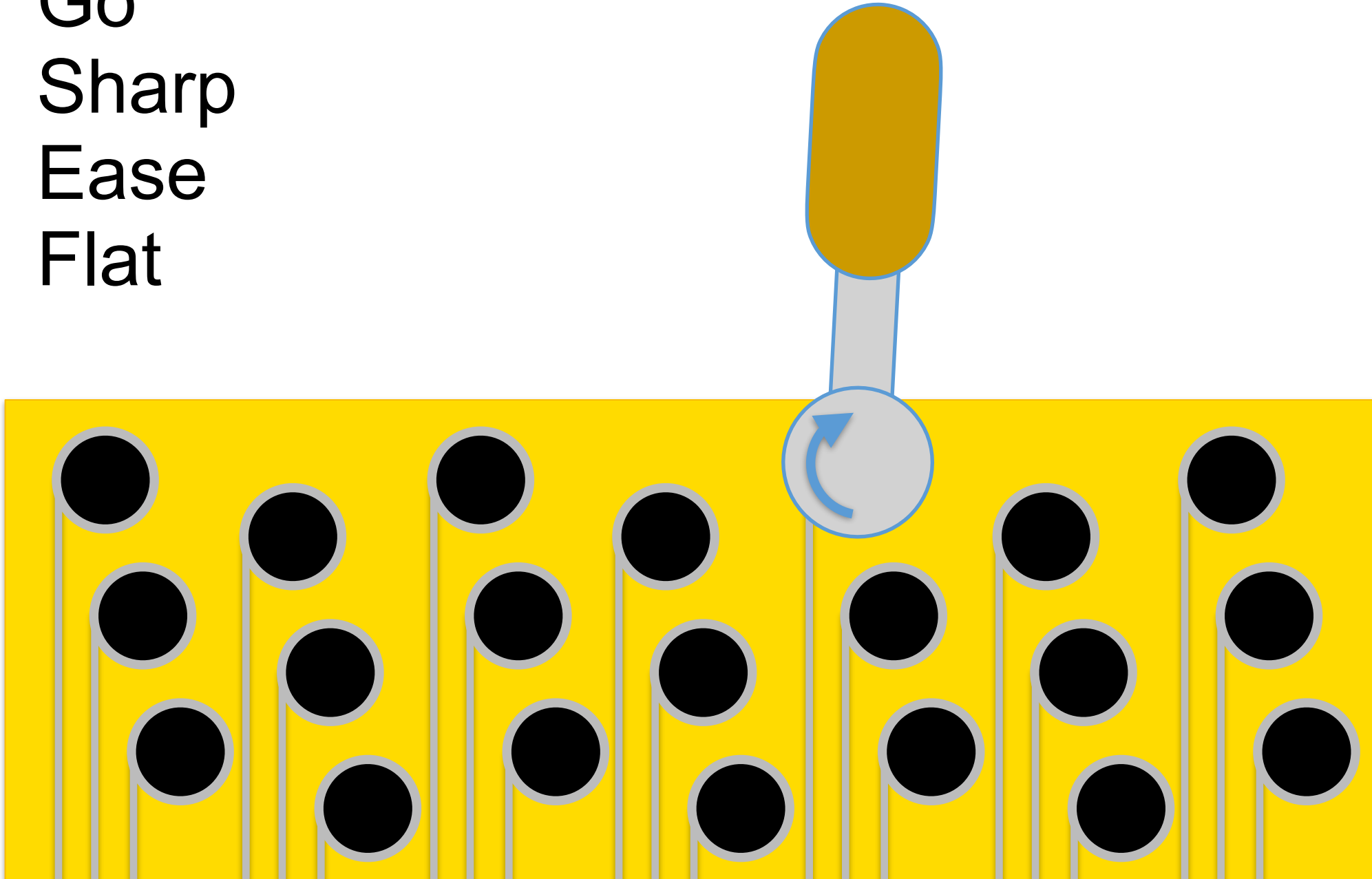
PITCH



NSL  
Tension

# The Physics of Tuning

Go  
Sharp  
Ease  
Flat



PITCH



NSL  
Tension

**How many people here are following me?**

**Secret #3:** **How to Get Professional Tunings  
Without Having to Train and Study  
for Years like Other Tuners.**

**Secret #3a: Stop guessing about the pitch!**

**Secret #3b: The secret weapon for precision!**

**Secret #3c: How to know for sure!**

**Secret #3a: Stop guessing about the pitch!**

**I had to find out why the pitches I was setting, using the standard instructions taught to every beginner, did not work!**

# **Temperament Sequences**

**Procedures to tune the 1st octave in the  
middle of the piano.**

**Problem -  
NONE OF THEM “WORKED”!**

# **SOLUTION**

**Measure each piano before tuning.**

**Then use the temperament sequence based  
on the measurement of the piano!**

# **Basic Theory**

- 1) Every string produces extra frequencies above the lowest frequency.**
- 2) These extra frequencies are not the same for each piano.**
- 3) Therefore each piano has to be tuned differently.**

**I created three different octave types in one piano:**

**1) A3-A4**

**2) Tune B3 down to A3 to get A3-A4 on a new piano.**

**3) Tune C#4 down to A3 to get a third piano type.**

**Each octave had to be tuned differently to sound its best...**

**Three different octave types, specific to the piano you are tuning...**

**Three different temperament sequences, specific to the piano you are tuning...**

**No more quessing.**

**No more refining.**

**No more wasted time.**

# I know what you are thinking...

“Is it some kind of ‘top secret’  
that tuning masters would keep  
as their own signature skill?”

- Danny  
Bosendorfer, Taiwan

# No! It is not! And I am going to share it all with you today!

**Secret #3b: The secret weapon for precision!**

**Let's say you need to move a string up or down a very small amount.**

**How would you do it?**

**How would you know when you had moved it that very small amount?**

**This is how everyone does it...**

**Up, down, up, listen, down, down some more, listen, is it ok?, up some more, etc.**

**Does that sound efficient to you?**

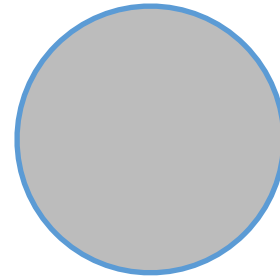
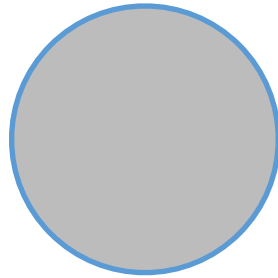
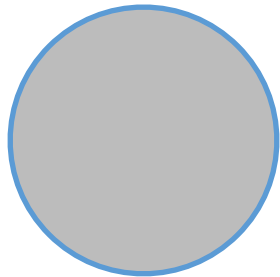
**Years ago when I was just starting out, my mentor told me about this tuner who would tune two strings at once.**

**Later, I learned about Virgil Smith, who would change a note's pitch after the tuning was done, by "cracking" or "shimming" the unison.**

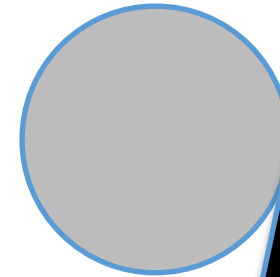
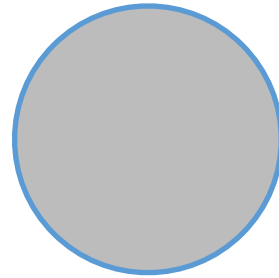
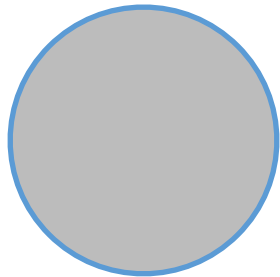
**Then I realized...I could tune the whole piano like this!**

**It's called Double String Unison.**

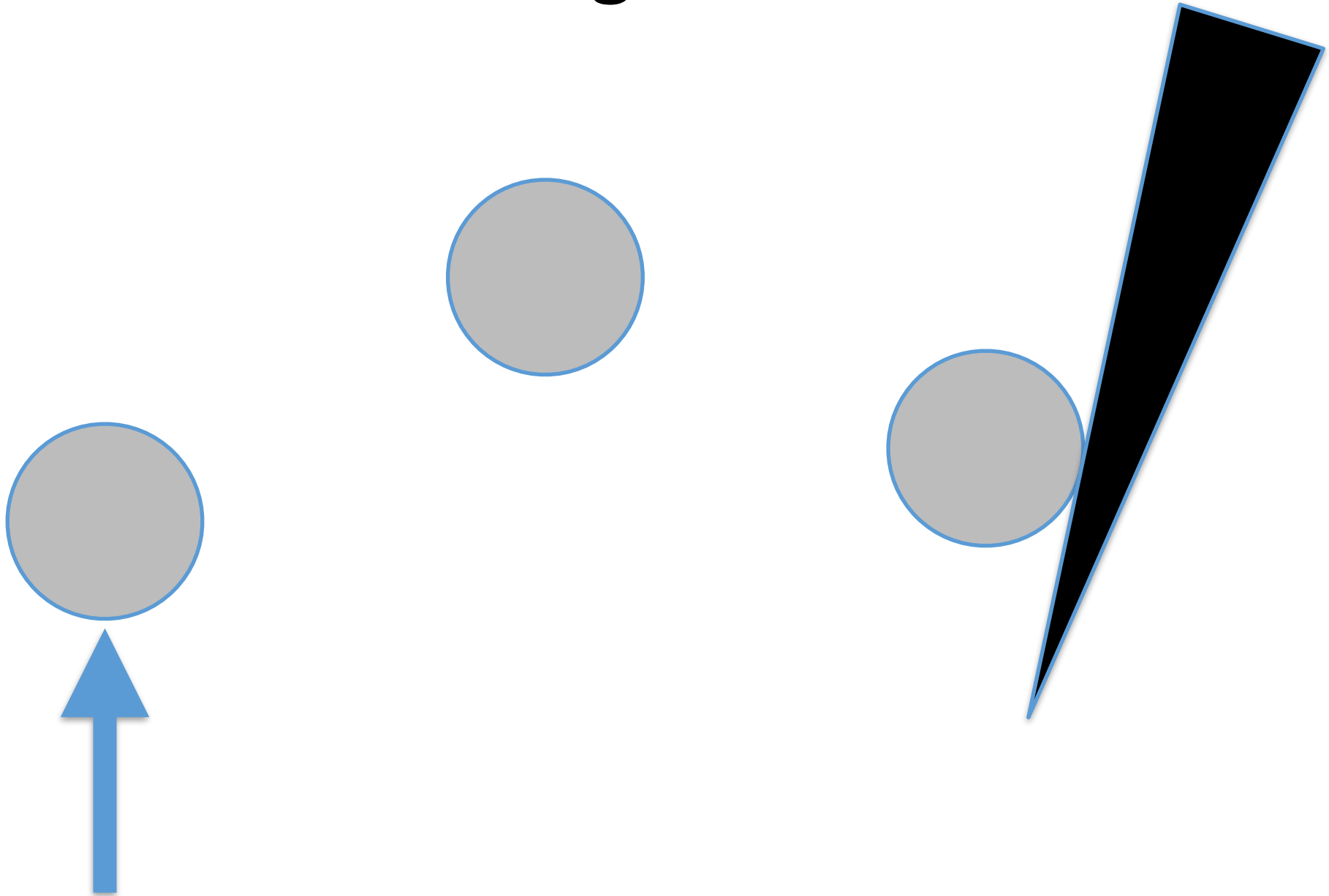
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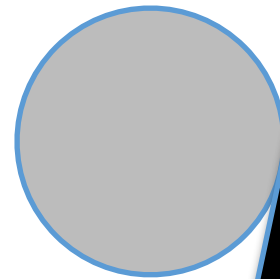
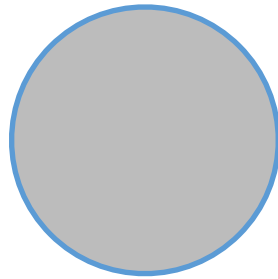
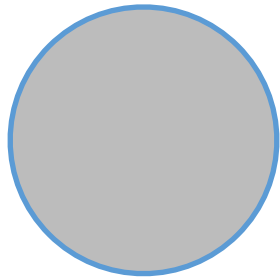
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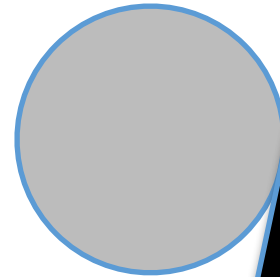
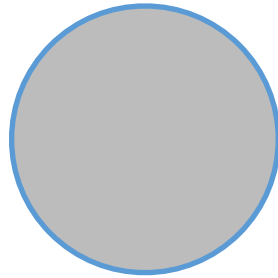
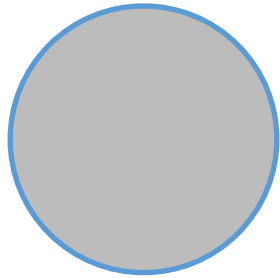
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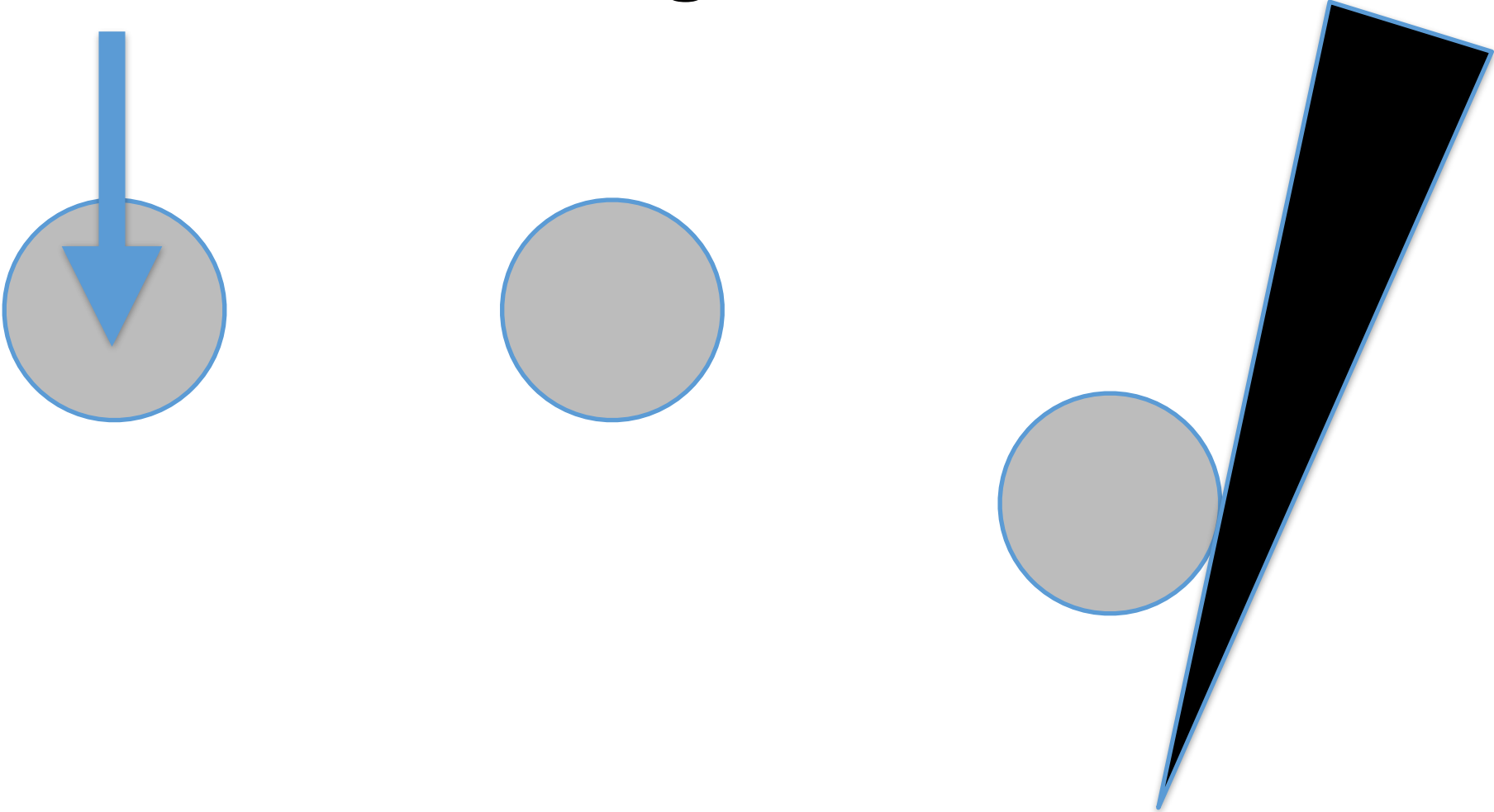
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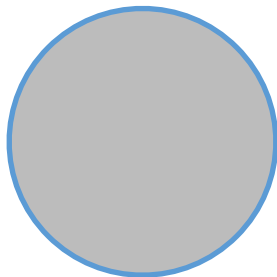
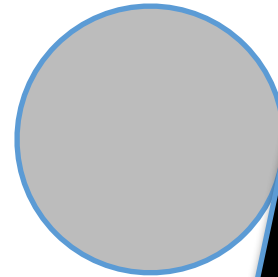
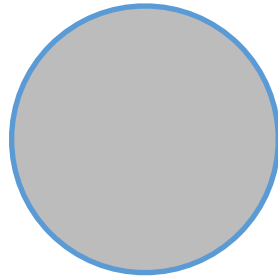
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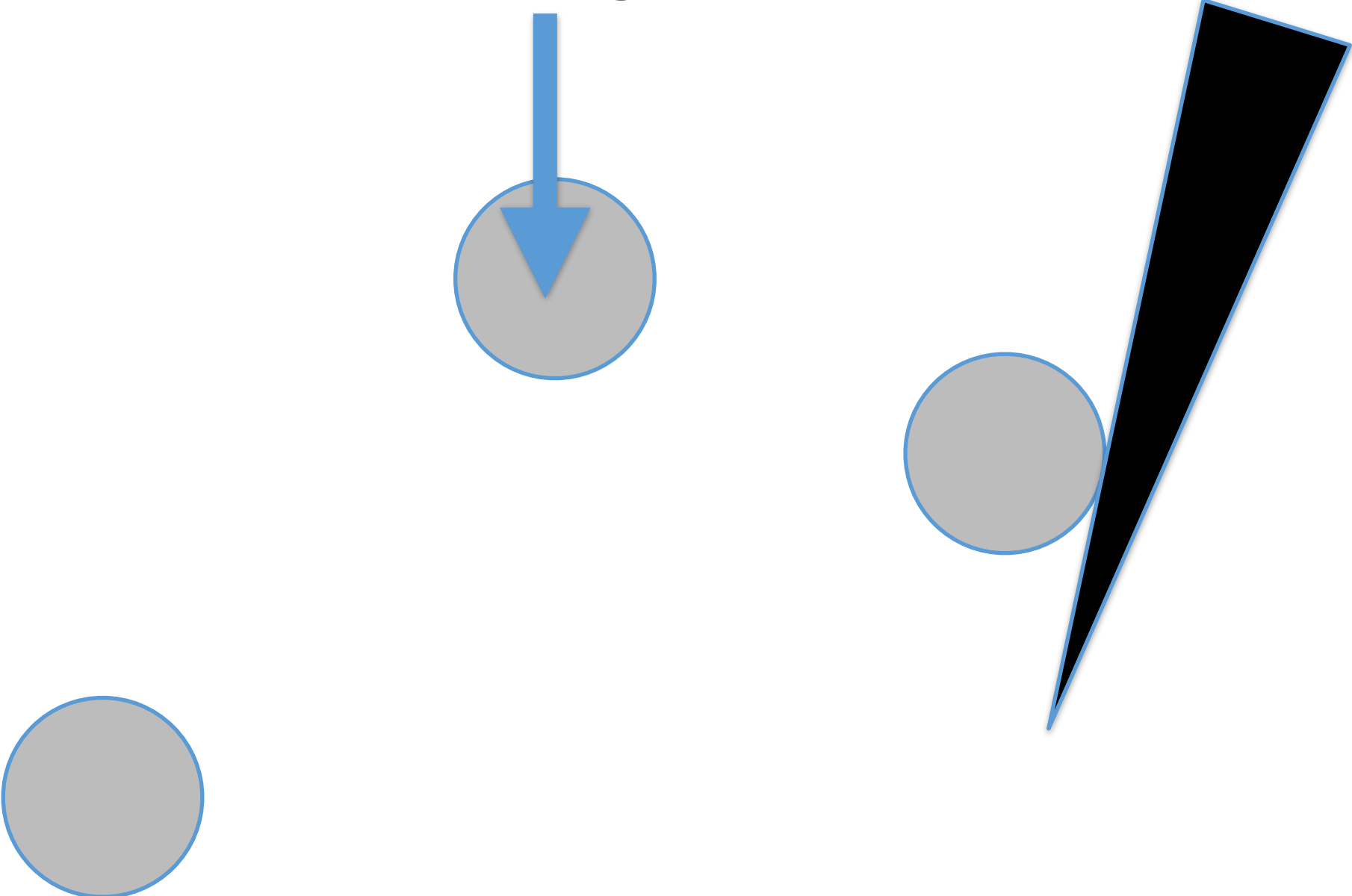
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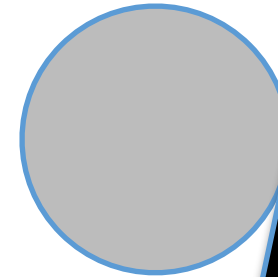
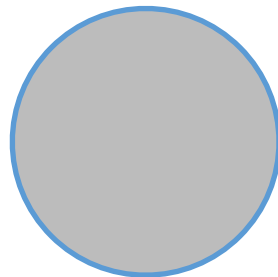
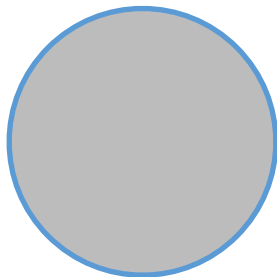
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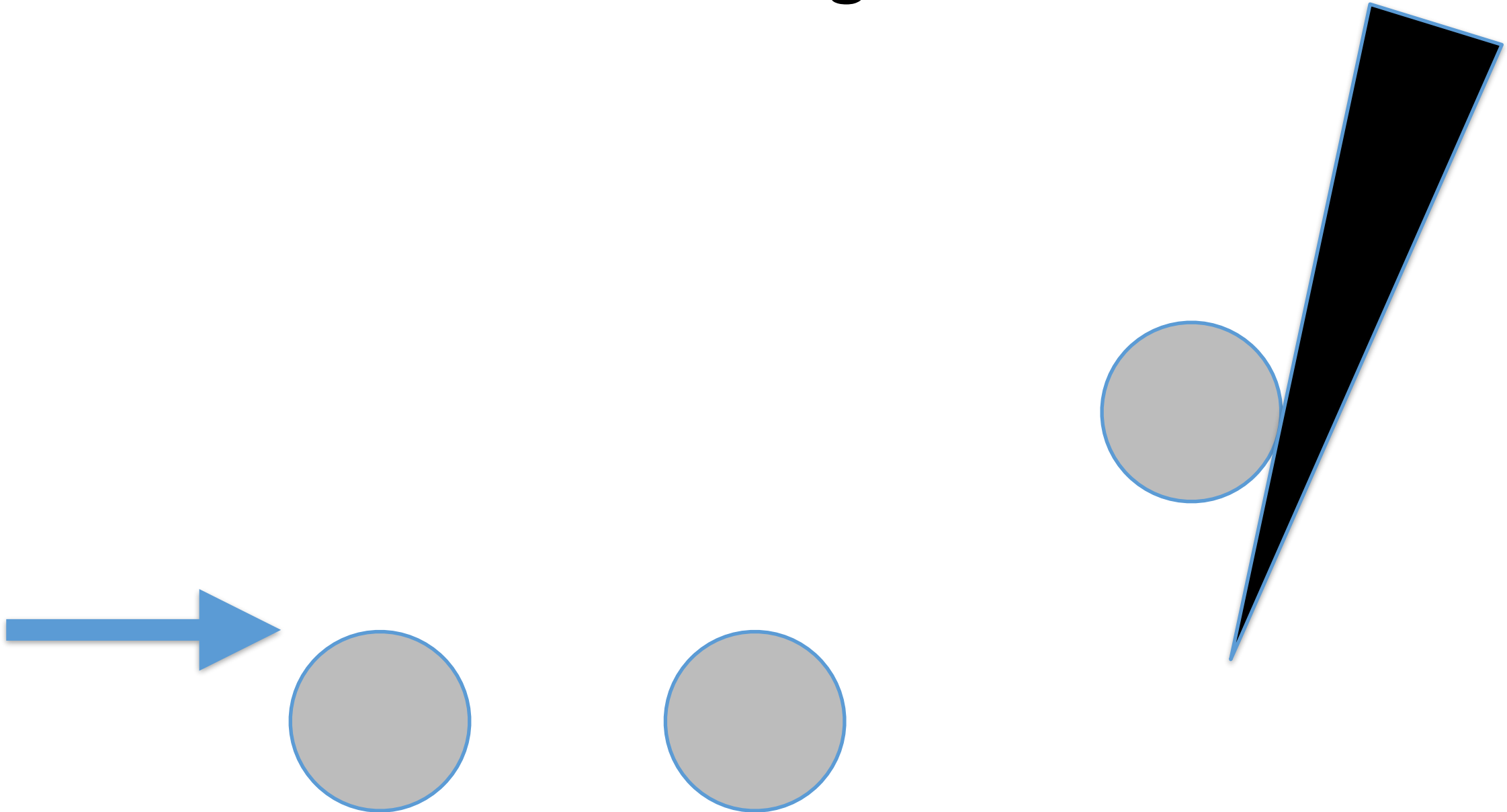
**It's called Double String Unison.**



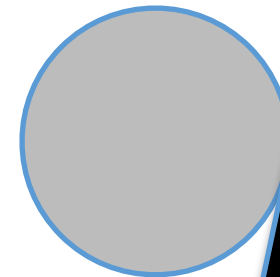
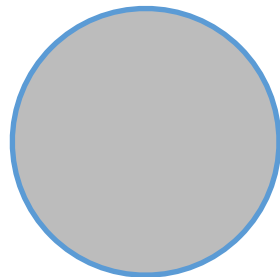
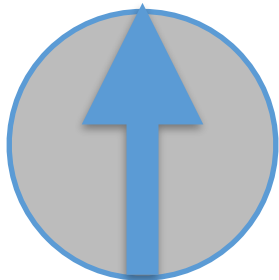
**It's called Double String Unison.**



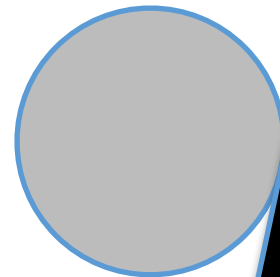
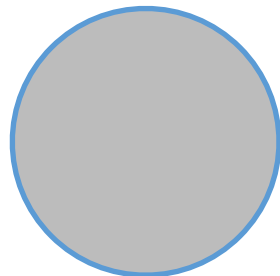
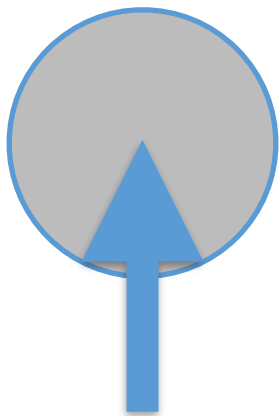
**It's called Double String Unison.**



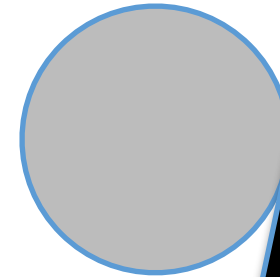
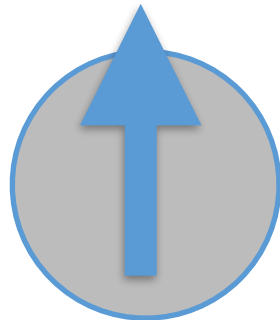
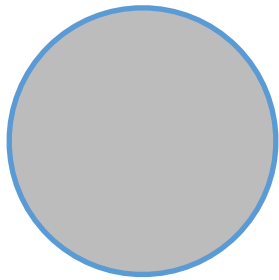
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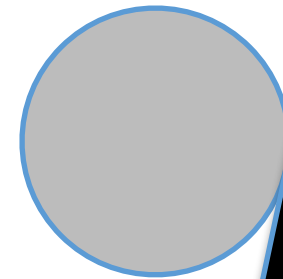
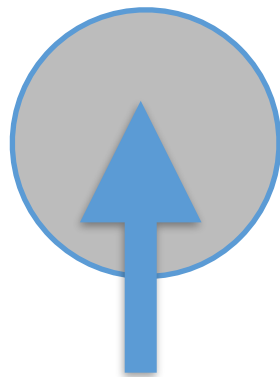
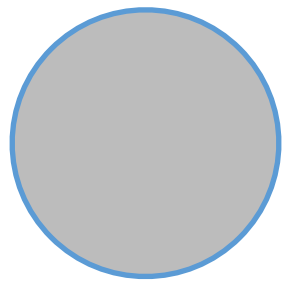
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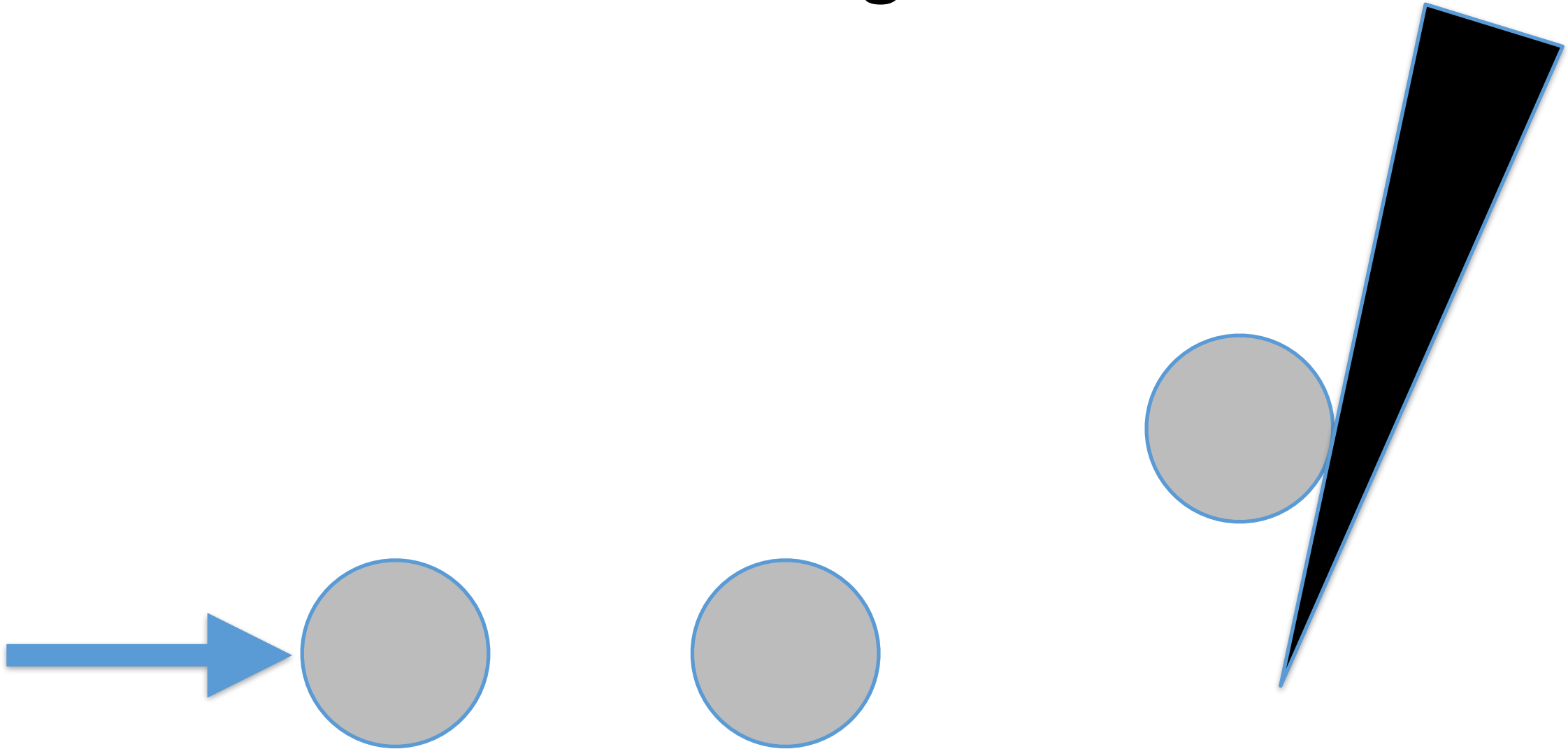
**It's called Double String Unison.**



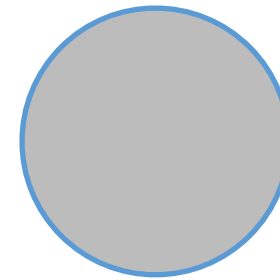
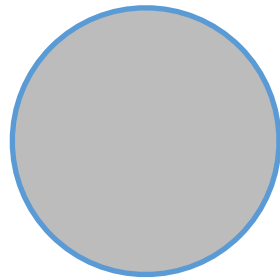
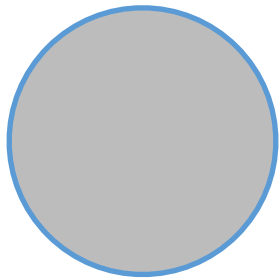
**It's called Double String Unison.**



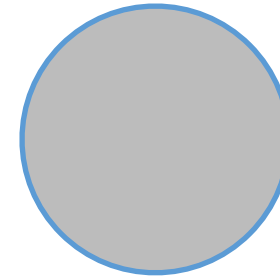
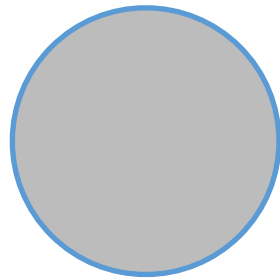
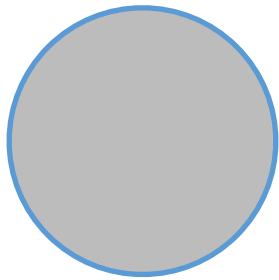
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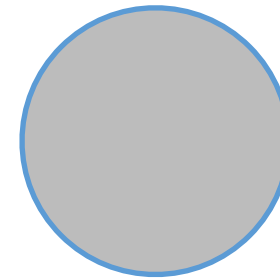
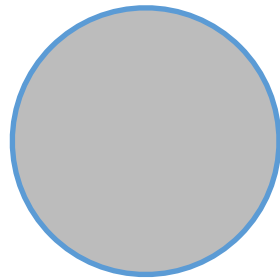
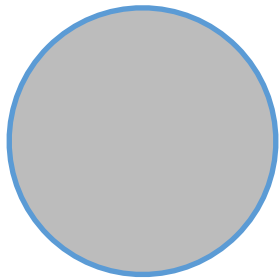
**It's called Double String Unison.**



**It's called Double String Unison.**

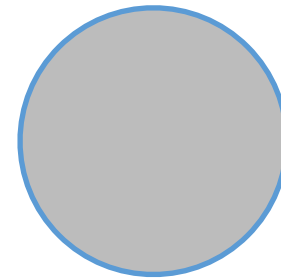
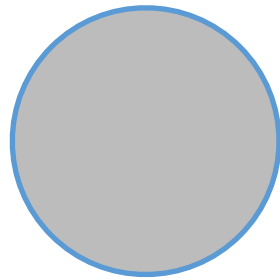
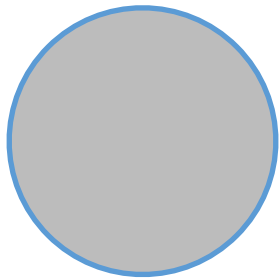


**It's called Double String Unison.**



**It's called Double String Unison.**

**Done!**



## **Just some of the benefits...**

- 1. More unison practice.**
- 2. Immediate feedback if a string drifts (Find your stability problem before the customer does!)**
- 3. NO trial and error!**
- 4. Only one direction at a time: Constant pin/hammer contact, no stiff shank/tight tip needed. Etc, etc, etc...**

**Just some of the benefits...**



**Remember I mentioned at the beginning  
of this presentation something called  
“Auditory Illusion”?**

**It’s real, and it messes with our brain.**

**My evil experiment...**

F3-A3, F3-A4 not filtered.

F3-A3, F3-A4 filtered.

**There was only one way to be sure...**

**Put your guess in the chat...**

**That's right, Bandpass Filters!**

**By measuring the beats rates, we could know, once and for all what the beats were!**

**And what's more, we could measure them!**

**And that's exactly what I did...**



B1 | fx

|                     | A                                      | B  | C | D                  | E       | F |                     |  |   |   |   |   |     |             |              |  |  |  |  |
|---------------------|--|--|---|--------------------|---------|---|---------------------|--|---|---|---|---|-----|-------------|--------------|--|--|--|--|
| 1                   |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 2                   |  | <table border="1"><tr><td><b>IPTS</b></td><td>International Piano Technicians School</td></tr></table>   |   |                    |         |   | <b>IPTS</b>         | International Piano Technicians School |   |   |   |   |     |             |              |  |  |  |  |
| <b>IPTS</b>         | International Piano Technicians School |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 3                   |  | <table border="1"><tr><td><b>UNIT 1 - DSU</b></td></tr></table>  |   |                    |         |   | <b>UNIT 1 - DSU</b> |  |   |   |   |   |     |             |              |  |  |  |  |
| <b>UNIT 1 - DSU</b> |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 4                   |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 5                   |  | <table border="1"><tr><td><b>Technician:</b></td><td>Example</td></tr></table>   |   | <b>Technician:</b> | Example |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| <b>Technician:</b>  | Example                                |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 6                   |  | <table border="1"><tr><td><b>Date</b></td><td></td></tr></table>   |   | <b>Date</b>        |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| <b>Date</b>         |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 7                   |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 8                   |  | <table border="1"><thead><tr><th>Partial</th><th>Mark</th></tr></thead><tbody><tr><td>1</td><td>3</td></tr><tr><td>2</td><td>2</td></tr><tr><td>3</td><td>2</td></tr><tr><td>4</td><td>1.5</td></tr><tr><td><b>Mark</b></td><td><b>53.1%</b></td></tr></tbody></table> |   | Partial            | Mark    | 1 | 3                   | 2                                      | 2 | 3 | 2 | 4 | 1.5 | <b>Mark</b> | <b>53.1%</b> |  |  |  |  |
| Partial             | Mark                                   |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 1                   | 3                                      |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 2                   | 2                                      |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 3                   | 2                                      |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 4                   | 1.5                                    |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| <b>Mark</b>         | <b>53.1%</b>                           |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 9                   |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 10                  |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 11                  |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 12                  |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 13                  |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 14                  |  | <table border="1"><tr><td><b>MCTS</b></td><td>MARK CERISANO TUNING SYSTEM</td></tr></table>  |   |                    |         |   | <b>MCTS</b>         | MARK CERISANO TUNING SYSTEM            |   |   |   |   |     |             |              |  |  |  |  |
| <b>MCTS</b>         | MARK CERISANO TUNING SYSTEM            |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |
| 15                  |  |  |   |                    |         |   |                     |  |   |   |   |   |     |             |              |  |  |  |  |

**IPTS** | International Piano Technicians School

**MCTS** | MARK CERISANO TUNING SYSTEM

|                 |         |
|-----------------|---------|
| <b>Student:</b> | Example |
| <b>Date:</b>    |         |

**Tuning A3A4**

|            |            | Unisons | Beats | Time (x1000) | BPS | Ratio |          |
|------------|------------|---------|-------|--------------|-----|-------|----------|
| <b>4:2</b> | M3 - F3A3  | 4       | 4     | 900          | 4.4 |       |          |
|            | M10 - F3A4 | 3       | 4     | 850          | 4.7 | 5.9%  | 4:2 size |
| <b>6:3</b> | m3 - A3C4  | 3       | 4     | 1065         | 3.8 |       |          |
|            | M6 - C4A4  | 4       | 4     | 1099         | 3.6 | -3.1% | 6:3 size |

|             |       |
|-------------|-------|
| <b>Span</b> | 9.0%  |
| <b>Type</b> | Small |
| <b>Half</b> | 4.5%  |

<10%=Small, 10-20%=Medium, >20%=Large

**4:2 Size**

|                      |               |
|----------------------|---------------|
| <b>Actual</b>        | 5.9%          |
| <b>4:2 Goal</b>      | 4.5%          |
| <b>Difference</b>    | 1.4%          |
| <b>Penalty</b>       | 0.0%          |
| <b>Loss</b>          | 0.0%          |
| <b>Interval Mark</b> | <b>100.0%</b> |
| <b>Unisons Mark</b>  | <b>87.5%</b>  |
| <b>Final Mark</b>    | <b>91.7%</b>  |

4.49%

Lose 5% per 1% error (Penalty x 5)

U:I = 2:1

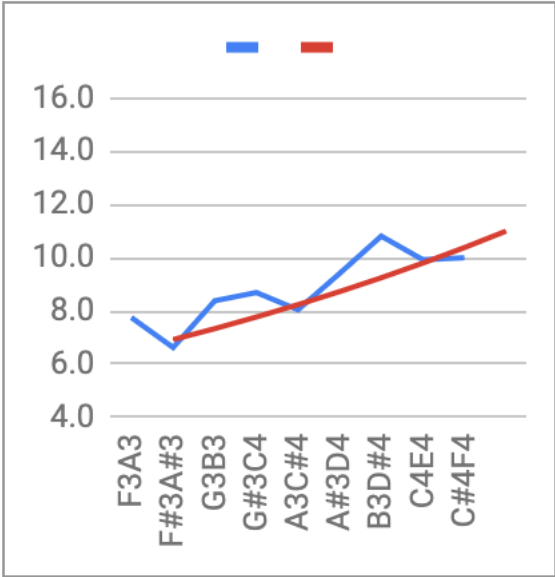
|             |      |     |
|-------------|------|-----|
| 4:2 beating | 0.3  | bps |
| 6:3 beating | -0.1 | bps |



|             |         |
|-------------|---------|
| Technician: | Example |
| Date:       |         |

| M3s    | Uni | Beats | Time (x1000) | bps  | ratio          | Error | Penalty | %Loss      |
|--------|-----|-------|--------------|------|----------------|-------|---------|------------|
| C#3F3  | 3   | 4     | 454          | 8.8  |                |       |         |            |
| D3F#3  | 4   | 4     | 345          | 11.6 |                |       |         |            |
| D#3G3  | 4   | 4     | 565          | 7.1  |                |       |         |            |
| E3G#3  | 4   | 4     | 434          | 9.2  |                |       |         |            |
| F3A3   | 3   | 4     | 516          | 7.8  |                |       |         |            |
| F#3A#3 | 4   | 4     | 603          | 6.6  | -14.4%         | 9.4%  | 9.4%    | 9.4%       |
| G3B3   | 2   | 4     | 477          | 8.4  | 26.4%          | 14.4% | 14.4%   | 14.4%      |
| G#3C4  | 4   | 4     | 460          | 8.7  | 3.7%           | 0.0%  | 0.0%    | 0.0%       |
| A3C#4  | 4   | 4     | 497          | 8.0  | -7.4%          | 2.4%  | 2.4%    | 2.4%       |
| A#3D4  | 4   | 4     | 425          | 9.4  | 16.9%          | 4.9%  | 4.9%    | 4.9%       |
| B3D#4  | 3.5 | 4     | 370          | 10.8 | 14.9%          | 2.9%  | 2.9%    | 2.9%       |
| C4E4   | 3.5 | 4     | 403          | 9.9  | -8.2%          | 3.2%  | 3.2%    | 3.2%       |
| C#4F4  | 4   | 4     | 400          | 10.0 | 0.8%           | 0.0%  | 0.0%    | 0.0%       |
|        |     |       |              |      | <b>M3 MARK</b> |       |         | <b>63%</b> |

M6s

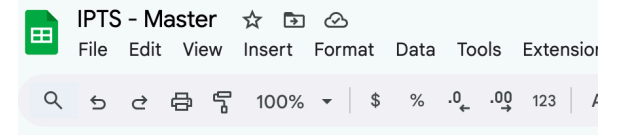
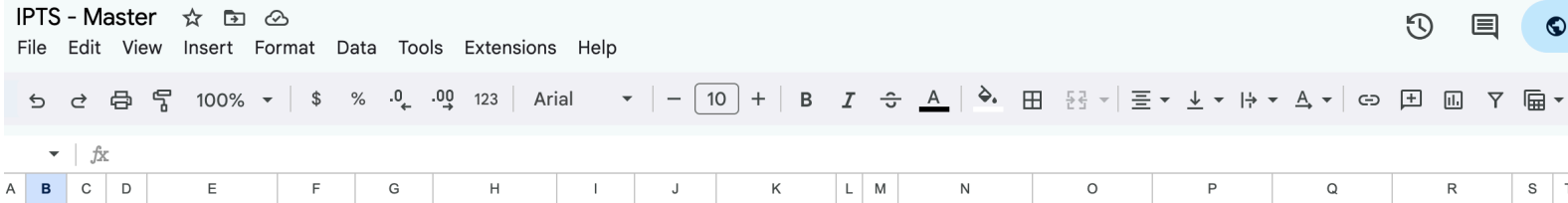
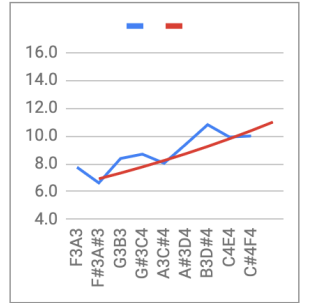


# Stay to the end to get your very own copy of this spreadsheet so you can score your own tunings all the way from A0 to C8!

|             |         |
|-------------|---------|
| Technician: | Example |
| Date:       |         |

| M3s            | Uni | Beats | Time (x1000) | bps  | ratio  | Error | Penalty | %Loss      |
|----------------|-----|-------|--------------|------|--------|-------|---------|------------|
| C#3F3          | 3   | 4     | 454          | 8.8  |        |       |         |            |
| D3F#3          | 4   | 4     | 345          | 11.6 |        |       |         |            |
| D#3G3          | 4   | 4     | 565          | 7.1  |        |       |         |            |
| E3G#3          | 4   | 4     | 434          | 9.2  |        |       |         |            |
| F3A3           | 3   | 4     | 516          | 7.8  |        |       |         |            |
| F#3A#3         | 4   | 4     | 603          | 6.6  | -14.4% | 9.4%  | 9.4%    | 9.4%       |
| G3B3           | 2   | 4     | 477          | 8.4  | 26.4%  | 14.4% | 14.4%   | 14.4%      |
| G#3C4          | 4   | 4     | 460          | 8.7  | 3.7%   | 0.0%  | 0.0%    | 0.0%       |
| A3C#4          | 4   | 4     | 497          | 8.0  | -7.4%  | 2.4%  | 2.4%    | 2.4%       |
| A#3D4          | 4   | 4     | 425          | 9.4  | 16.9%  | 4.9%  | 4.9%    | 4.9%       |
| B3D#4          | 3.5 | 4     | 370          | 10.8 | 14.9%  | 2.9%  | 2.9%    | 2.9%       |
| C4E4           | 3.5 | 4     | 403          | 9.9  | -8.2%  | 3.2%  | 3.2%    | 3.2%       |
| C#4F4          | 4   | 4     | 400          | 10.0 | 0.8%   | 0.0%  | 0.0%    | 0.0%       |
| <b>M3 MARK</b> |     |       |              |      |        |       |         | <b>63%</b> |

M6s



**IPTS** International Piano Technicians School

**MCTS** MARK CERISANO TUNING SYSTEM

|                 |         |  |                    |  |
|-----------------|---------|--|--------------------|--|
| <b>Student:</b> | Example |  | <b>Tuning A3A4</b> |  |
| <b>Date:</b>    |         |  |                    |  |

|            | Unisons    | Beats | Time (x1000) | BPS  | Ratio |                |
|------------|------------|-------|--------------|------|-------|----------------|
| <b>4:2</b> | M3 - F3A3  | 4     | 4            | 900  | 4.4   |                |
|            | M10 - F3A4 | 3     | 4            | 850  | 4.7   | 5.9% 4:2 size  |
| <b>6:3</b> | m3 - A3C4  | 3     | 4            | 1065 | 3.8   |                |
|            | M6 - C4A4  | 4     | 4            | 1099 | 3.6   | -3.1% 6:3 size |

|                      |        |                                       |
|----------------------|--------|---------------------------------------|
| <b>Span</b>          | 9.0%   | <10%=Small, 10-20%=Medium, >20%=Large |
| <b>Type</b>          | Small  |                                       |
| <b>Half</b>          | 4.5%   |                                       |
| <b>4:2 Size</b>      |        |                                       |
| <b>Actual</b>        | 5.9%   |                                       |
| <b>4:2 Goal</b>      | 4.5%   | 4.49%                                 |
| <b>Difference</b>    | 1.4%   |                                       |
| <b>Penalty</b>       | 0.0%   |                                       |
| <b>Loss</b>          | 0.0%   | Lose 5% per 1% error (Penalty x 5)    |
| <b>Interval Mark</b> | 100.0% |                                       |
| <b>Unisons Mark</b>  | 87.5%  |                                       |
| <b>Final Mark</b>    | 91.7%  | U:l = 2:1                             |

|                    |      |     |
|--------------------|------|-----|
| <b>4:2 beating</b> | 0.3  | bps |
| <b>6:3 beating</b> | -0.1 | bps |

**IPTS** International Piano Technicians School

**UNIT 1 - DSU**

|                    |         |
|--------------------|---------|
| <b>Technician:</b> | Example |
| <b>Date:</b>       |         |

| Partial     | Mark         |
|-------------|--------------|
| 1           | 3            |
| 2           | 2            |
| 3           | 2            |
| 4           | 1.5          |
| <b>Mark</b> | <b>53.1%</b> |

**MCTS** MARK CERISANO TUNING SYSTEM

**This is a good place to stop and go over all the things I promised you if you stay to the end...**

**1. Limited access to my most popular training,  
“How to Get Superior Stability”**

**2. A collection of MP3s, proven to train your ear to be able to hear like a master piano tuner!**

**3. Copy of the International Piano Technicians School’s proprietary scoring spreadsheet which will allow you to score all your tunings exactly like we do at the school!**

# Let's go over the secrets now that we know what they are...

**Secret #1** - The New Shortcut to Learning to Tune Pianos like a Pro that Nobody Knows About...Yet! **Bandpass Filters**

**Secret #2** - How to Tune like the Pros and Be 100% Sure Your Tunings are Solid!  
**NSL Tension Analysis**

**Secret #3** - How to Get Professional Tunings Without Having to Train and Study for Years like Other Tuners.

**Secret #3a** - Stop guessing about the pitch! **Measure your piano!**

**Secret #3b** - The secret weapon for precision! **Double String Unison!**

**Secret #3c** - How to know for sure! **The IPTS Spreadsheet!**

**Crazy give away upgrade for people who stay until the end!!!**

1. Stability Course
2. MP3s
3. Spreadsheet

**PLUS...**

4. **A complete replay recording of this webinar!**
5. **ALL THE SLIDES!!!**

**You now understand how bandpass  
filters super charge the training of  
your piano tuner's ear!**

**And you have discovered why we need to leave the NSL tension at the right spot for the string to be stable!**

**I have also shown you how DSU can improve your precision so you know exactly when the string's pitch changes.**

**And you understand that there is a way to precisely measure beat rates.**

**You should also realize that the only temperament sequence that works is the one designed specifically for the piano you are tuning.**

**“One size does NOT fit all!”**

**Let me ask you a question...**

**How's everyone doing so far?**

- **Was our time together enjoyable for you so far?**
- **Have you also found it valuable?**
- **Do you feel you are more comfortable on how to tune pianos more now than before you joined this webinar?**
- **Have you come up with some ideas you already feel excited about implementing into your own life?**
- **Is it fair to say that using these techniques would give you a significant advantage over other people who are trying to tune pianos?**
- **Are you happy you watched this webinar today?**

**You can take what I shared with you today and use that to change your life for the better. I have confidence that even after our time here together, you now understand a new way to help you learn how to tune pianos like the pros that you previously didn't think about before...**

**And if that were your only option, it would be a worthy ideal to pursue.**

**But what if there were another option. An option that allowed me to serve you at the highest level.**

**A chance to go more in depth together than we can in one short webinar where we connect together just once.**

**What If I had more of a responsibility for your success, had more of an obligation to help you get the results that you desire and also that I believe you deserve.**

**If I had such an option for you, would you like to hear more about it and what it could do for you?**

**That's why it's with great pleasure that I  
introduce you to...**

# **The IPTS Mentor Program!**

**The concepts and methods I  
have shown you today only  
scratch the surface. Not  
even a dent...**

**First lets remember who  
this is for...**

# Who this is for:

- ★ Advanced musicians who want more.
- ★ Tuners frustrated by the results of the ETD.
- ★ People fascinated with the art of aural tuning.
- ★ Musicians looking for a new career or side hustle.
- ★ Musicians who are ready to settle down.

# Who this is NOT for:

★ Non musicians.

★ Musicians without a solid grasp of music theory.

(You should be able to name or play all scales and intervals instantly.)

★ Those who don't believe aural tuning skills are required to get the best results.

★ People looking for a quick fix so they can start doing mediocre tunings to make money off of customers who can't tell the difference.

★ Anyone who prefers to learn alone, distrusts instructors, or resists new ideas.

**You are probably asking yourself:**

**Is this program for me?**

**Will I succeed?**

**Can I handle it?**

**Will I even like it?**

**Limited Time**

**FREE 45 minute strategy session.**

**Find out if this is right for you!**

## **Goals:**

- 1. Can we help you learn and improve your piano tunings?**
- 2. What are the actual problems with your piano tuning?**
- 3. Are we a good fit to solve those problems?**
- 4. Are you a good fit for us? (We are looking for positive people. We don't work with negative people).**

**Then and ONLY then... we will show you what the Mentor Program is and see if this is the answer you have been looking for...**

# **This is your Aural Piano Tuning Roadmap**

- 1. Understand the theory.**
- 2. Learn what a good unison sounds like.**
- 3. Understand what make a string stable.**
- 4. Work through 22 units, finishing as a certified Aural Piano Tuner, APTU, with the International Piano Technicians School, IPTS.**
- 5. Business building training for those who want it.**

**Does this sound like you?**

**Do you want to skyrocket your piano  
tuning skills and finally get the results you  
know you can get with the right training?**

**Over the next 5 days I have set aside some time to talk to people who want to finally master this skill and see if I can help them.**

## **What to Expect:**

- 45 minutes**
- Map out an exact action plan for you to follow so that you can finally learn how to get concert level aural tunings this year.**
- This call will probably be the most valuable 45 mins you spend working on piano tuning this year...**

# **The IPTS Mentor Program has already...**

- ★ Trained hundreds of technicians!
- ★ Helped people master unisons and stability!
- ★ Created new careers for many people!
- ★ Help people become more confident!
- ★ Help more people feel fulfilled!

Piano tuning has been taught for decades, centuries even, like it's black magic; no science. "Just do what sounds good."

Science and physics are not used well and as a result, people struggle for years to get any decent results, and many just quit.



← rjturney@iinet.net.au

to RPT ▾

Hi Mark,

Here's my testimonial...

Regards,

Roger

"I have always had an interest in piano tuning and with work changes in the early 2000's I had an epiphany one day and decided to learn how to tune pianos. I live in Melbourne, Australia and I could not find anyone willing to train me. So, after an extensive on line search I found Mark Cerisano in Montreal, Canada. After a little due diligence I set up a training session with Mark in Montreal. My wife was very supportive, a trip to Canada! After one on one training I headed home.

It didn't take too long before I realised I needed more direction and training. This time we conducted the training via SKYPE. I found this to be as effective and as thorough a learning experience as one to one. I have had further on line training with Mark and in 2019 I decided to attend the PTG convention in Tucson. Prior to the convention I visited Mark in Montreal and spent time with him going APE (this is Mark's - Accurate Precise and Efficient tuning methodology).

I like Mark's pedagogical style – he is direct, to the point and very clear in his instruction. Mark has a unique background as an Engineer, Musician and Teacher in enabling very efficient transfer of the science and the music theory of piano tuning.

I would recommend Mark to anyone wishing to learn piano tuning as a hobby or career.

**"Mark's pedagogical style is direct and to the point. He is able to very efficiently transfer the science and theory of piano tuning."**

Roger Turney

Melbourne, Victoria,

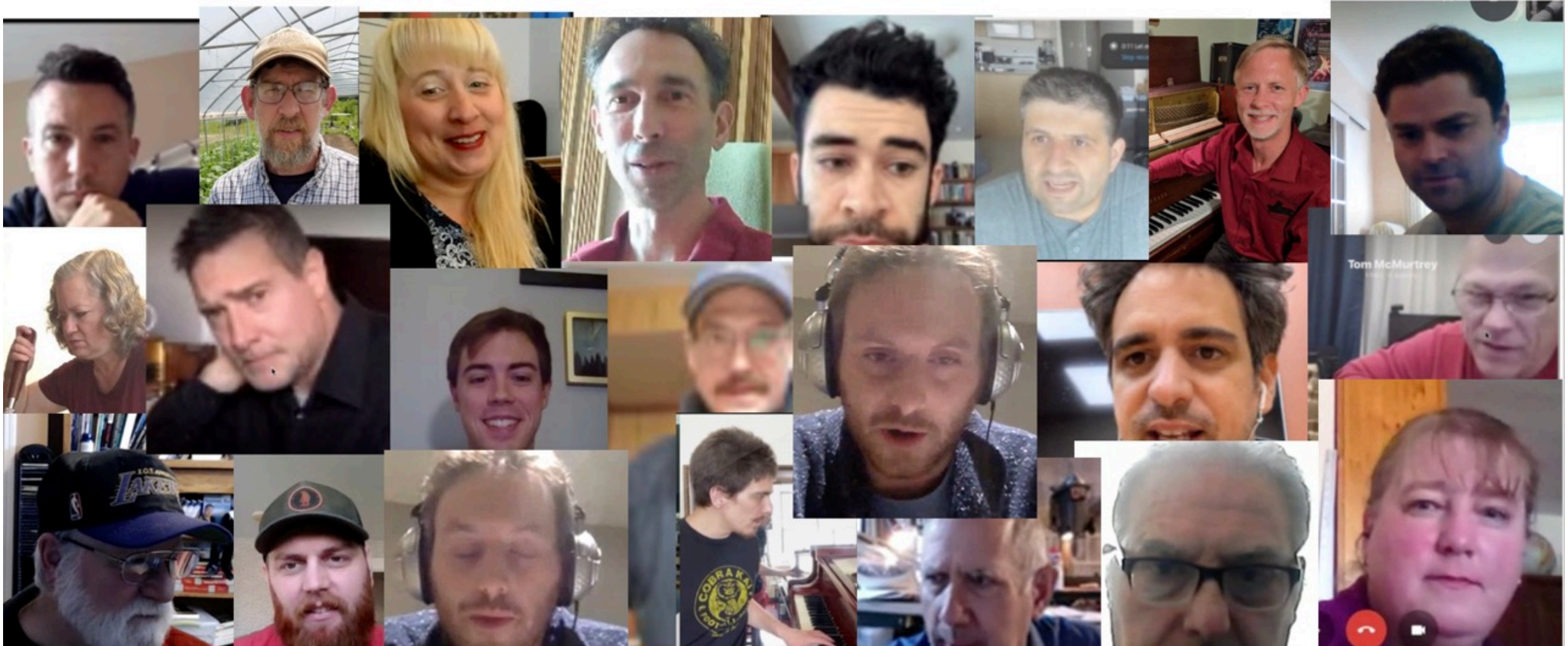
Australia

27<sup>th</sup> October 2020"

Mon, Oct 26, 2020, 10:58 PM



**These people are improving because they have opened their minds and refused to continue to learn methods that are ancient and don't work.**



# Where To Go From Here??

You can do one of two things...

1) Figure all this out on your own.

**or...**

**2) Ask for help.**

**This is the system that has transformed myself and others and changed our lives, and made us into exceptional piano tuners respected by musicians and other technicians.**

# If all this did was...

- ...allow you to make more money doing something you love...  
**Would it be worth it?**
- ... allow you to be able to tune pianos so they sing and sound beautiful ...  
**Would it be worth it?**
- ... allow you to be fulfilled doing something you've always wanted to do...  
**Would it be worth it?**

**What is the difference between  
starting now or later?**

**Motivation!**

# Answers to Commonly Asked Questions...

“I don’t have a good piano” or “I only have one piano”

“I don’t have a good microphone”

“I don’t have enough time”

“I only tune with an ETD. I don’t want to learn how to tune aurally.”

“I want a formal education”

“What about a video only course like PTA?”

“I want to pass the RPT exam and they only test single strings”

“I learn better on my own”

“Online learning doesn’t work for me”

“I just don’t know if this is what I want or if it will work for me”

**That’s what the call is for...**

# We Finally Made It!

[HowToTunePianos.com/BOOK](https://HowToTunePianos.com/BOOK)

[HowToTunePianos.com/GIFT](https://HowToTunePianos.com/GIFT)

1. Free Stability Lessons
2. Practice MP3s
3. IPTS Scoring Spreadsheet
4. Replay recording
5. All these slides!!!
6. Surprise gift!!!

**Take the next step!**

**[HowToTunePianos.com/BOOK](https://HowToTunePianos.com/BOOK)**