Kim Herder ([08:24](https://www.rev.com/transcript-editor/shared/zC5zZtpKu02LsQzoKrluPeyi0e8iejKEMAT_Sf8-L0XTGVPP1bG8dxsxkFgwUipl3Yhag59NLu1PZ_ECdPK0MJHjaKE?loadFrom=DocumentDeeplink&ts=504.2)):

Yes. Hello Amanda? Yes. Hey. Hi. I'm Kim Herder and I'm with Daylene Long and so glad you're doing this for us. So we're on Pacific time, so we're still morning, year after lunch, I imagine

Amanda Fuller ([08:56](https://www.rev.com/transcript-editor/shared/k7rMSpWvLWMXxQImp96NfgFDW93lpfWjFmyrLlAkJE_bhSYWO6GhJ8TuIZfxujzw3bQFzlKDz4jTs7-pxGymRUE-PZY?loadFrom=DocumentDeeplink&ts=536.01)):

That is right.

Kim Herder ([08:57](https://www.rev.com/transcript-editor/shared/lVHkekmmKtz56MgoWfcHEDrs77rGNXsEhlSGVLmAmVGoY9Eqr6XTZeI_zMpNTGhzk9KTa_3_wd0IbM0VUWQ2RlYOBVk?loadFrom=DocumentDeeplink&ts=537.66)):

Well, we are very excited to have you. I'm particularly excited to say two things. One on the school, what your school webpage, it says that you're state champions. Is this football?

Amanda Fuller ([09:08](https://www.rev.com/transcript-editor/shared/mX1yhK1oTTctMzr7N-5QZKQyfxSYTKcj001E0Cwh-jpW5H9Z8Ukb_A3kFWkd1-ZNabITOtdhJIr2dSrZXh4FuFUL7CQ?loadFrom=DocumentDeeplink&ts=548.91)):

We were state champions three years ago in football.

Kim Herder ([09:14](https://www.rev.com/transcript-editor/shared/yLr_0cgO8ks5UqZC0qz9xshMQzWFWyRGPVXuPqLeV9x-AB_9-aag1wlTjQdWIqyHLHt-9Un-sJ-7hO-oSe65TqCpUcs?loadFrom=DocumentDeeplink&ts=554.1)):

It still says state champions.

Amanda Fuller ([09:15](https://www.rev.com/transcript-editor/shared/Fnakhm00KvlgPrIA8iLlNLDThnhScLbP3DxcVEVc9Lh1RFLNs4SKxeLnFcFgjtBsyNWq9XibQUyNycwDeVsWqAjILN8?loadFrom=DocumentDeeplink&ts=555.57)):

Oh, at some point. Yes, we were state champions.

Kim Herder ([09:17](https://www.rev.com/transcript-editor/shared/-SlSrr67wYkLrYQEqUfrWLvG1-1r8AXT-xpjj39JrvnciU5gwzLxNxrsc-LEdr18sssbyQ3V4VxvCdPkMFxEbnaojok?loadFrom=DocumentDeeplink&ts=557.73)):

Okay, well congratulations

Amanda Fuller ([09:19](https://www.rev.com/transcript-editor/shared/eSqvEM5HUVbm9uMGCoOQNQjINTWHFKKSr2HBUpJKSeVcRghLfCYy73iMM3zbiI-N4AIH9q8jTAUglQ1hFqTFH5qjyMY?loadFrom=DocumentDeeplink&ts=559.03)):

Out of playoffs. Yeah,

Kim Herder ([09:20](https://www.rev.com/transcript-editor/shared/uhOOeSdy6uR_XSyJm2_caKYNTzajKh-FXYiYL55eukPzB3sxlSH5oUXd4htb7bFaERDRzE0NGZbt3O65fkbrbppfKMA?loadFrom=DocumentDeeplink&ts=560.22)):

Congratulations on that. Okay, but you're continuing in the playoffs?

Amanda Fuller ([09:23](https://www.rev.com/transcript-editor/shared/1CbzfUaP1t3ndRV8VZHyuCe5WTgM_OM4-j-puAZGYNgUKOZBco35VTz9YtzKODnv1IC2KxXJvQz_TVIVzlW2l24Vi-A?loadFrom=DocumentDeeplink&ts=563.43)):

That's right. Well we just finished. They got put out right the fourth round, so we don't get to go, but we were close.

Kim Herder ([09:31](https://www.rev.com/transcript-editor/shared/U6PvPlML5KLK41HNTQxLgEzOKZ6Yqz-Jq6NUJoI7j_w5gbG9vaqnCgnbAprLJgdrcZQM3CXJvo9siR9q5dStLvbbw5c?loadFrom=DocumentDeeplink&ts=571.23)):

Okay, well good try. I want to say thank you. I was the military bratt and I saw the, it said 20 plus percent of the kiddos belong to military families.

Amanda Fuller ([09:45](https://www.rev.com/transcript-editor/shared/KrREvua2TUtwsfFYIWIBMaMH8l4eMr4ktqlwqnA-kwNHWtFB8dU8SNOAXX0InZhHi15gfXLJg4fbu_9olj5D7GZTOa0?loadFrom=DocumentDeeplink&ts=585.96)):

That's right.

Kim Herder ([09:47](https://www.rev.com/transcript-editor/shared/4D4rKiMdtZt5NsVSFn_BFTCALNzq8YI2jdJIx7-BAKSlGEVV7kk_FaOg6n8cqD0Jb2YkI648BgwItbON2DwNyaNp8fQ?loadFrom=DocumentDeeplink&ts=587.79)):

That's okay. So which affiliations or bases are near?

Amanda Fuller ([09:51](https://www.rev.com/transcript-editor/shared/6Zy11-jpZ0dwj0bipjgz9gHNzGgVVDRRdr4Brlzewsczo72n9aFuPilofzJuQ8Zg9sNKaz0OBix4kS0KXXwv9GFldac?loadFrom=DocumentDeeplink&ts=591.66)):

So we have Maxwell Air Force Base and Gunnar Air Force Base both in Montgomery, which is, we're a little small town right outside of Montgomery. So we allow any military families, active duty, military to come to our district even though they're not zoned for here, the Montgomery schools are not Fantastic.

Daylene Long ([10:15](https://www.rev.com/transcript-editor/shared/FkFMp9kP51N8G8FXbx2o2xH3tO0XKHqwK7uM9LUsYPNwcGrxx3q1Y9rXrg78xIYDYOECX60k6QCpRAl6wMyEBzXGAHQ?loadFrom=DocumentDeeplink&ts=615.72)):

That's great. That's a really nice thing.

Kim Herder ([10:18](https://www.rev.com/transcript-editor/shared/3C03IAUDoJXjDMvOBTKNh6N54bgY17hLl88G1nhNLQL9hW5rx7hhhRJ_3TTEOQATE0zZOAyeR9S4oE8A0udMem6vv54?loadFrom=DocumentDeeplink&ts=618.69)):

I appreciate that because that was, I mean, a lot of years ago, but my parents would always do something so that we weren't generally either on campus or schools on base or someplace they didn't want us. So appreciate that.

Daylene Long ([10:36](https://www.rev.com/transcript-editor/shared/9RQ7FGYMzQfCXS0h0aKUjpbYA0RChQTH2zoufzXNN4dxmTlb_3eswVedgrLrBtMDhjMPLCh0-2NB9Fu81TgQplmDsGI?loadFrom=DocumentDeeplink&ts=636.78)):

Well Kim, if you don't mind, I'll go through some just the basics and Amanda, then I'll just ask you some questions specifically kind of focusing on life science and different types of things that you use in the classroom. Our goal today is really to get some more information for one of our clients on how they can best serve teachers, how they can best make the resources available for you that you need. We are recording it today, but I promise you won't end up on America's Funniest Home videos or your students to be able to see or anything like that. It's just for note taking purposes

Kim Herder ([11:13](https://www.rev.com/transcript-editor/shared/pH5YCgBlhVrBuxky55JE1ZXTGm9tY8CoGL6KaRoONtbnA0o_60BBKFFwN10-KoDBsUtVLf-wKZeNzwKN4ikyyXi4_lk?loadFrom=DocumentDeeplink&ts=673.92)):

And I'm going to step off camera, so make sure we Okay.

Daylene Long ([11:17](https://www.rev.com/transcript-editor/shared/wAhA8d52L-BXGb9qlpvF5C0Re8a4BvfraKMvxXLGSmbWf1SPpUkAivAv7Zv4Cwf0PH03687z8983zzC3zCdMUN8C_6s?loadFrom=DocumentDeeplink&ts=677.91)):

Okay, that sounds good. Let's see.

Amanda Fuller ([11:23](https://www.rev.com/transcript-editor/shared/kMFHnIwXr65RZQ3TiKeFUHY-J7n218nKyf44wJJIBNSIVfUl2U76QxBUruuxZ84e0IUTFbk0742LVlojEkMTGaMiek4?loadFrom=DocumentDeeplink&ts=683.49)):

Clarify something before you get started. Absolutely. So I don't if I answered something a certain way, but this year I'm not teaching life science. I do work for a plus, I contract through a plus and I write curriculum for seventh grade and I teach professional development to life science teachers, but I'm currently teaching anatomy and physiology. So I don't know if that makes a difference or not.

Daylene Long ([11:49](https://www.rev.com/transcript-editor/shared/lqhj_sr-K-otrait0GAUsxtvr3AYNmBnnVGDtVdKQkZMPxqy65ZgPc6XA6PkGFtI4Xr4CaMmhiC1W-24R1AJvjAiYLQ?loadFrom=DocumentDeeplink&ts=709.68)):

It does. That's wonderful. That all works out just fine. I'm going to be particularly interested in hearing about your professional development experience and what teachers are needing these days, but your anatomy and physiology background is great too. Okay, so we're good. So you're going to see that we're going to ask a lot of why questions. What questions we're going to ask you how you feel about these things, or at least tell us if there's frustration points. We want to know that if there's areas that really delighted you or made you happy or made your students happy, let us know that too. The best way to think of this is that Kim and I are filming like a documentary of how you go about buying and using life science materials, including anatomy and physiology. And so we, we'll kind of cue you from time to time to say, okay, do you remember when you decided that you were going to get this and that type of thing. That's kind of the overview. Do you have any other questions before I dive in?

Amanda Fuller ([13:01](https://www.rev.com/transcript-editor/shared/HG3XaRp-eIGgmCF9UDX9nlaLTxGbLHOvFo47RBBNvxBsjQhyasErQM880mRqX2SJ-aSVJVOYdzkqtNL3azqZDREQN3g?loadFrom=DocumentDeeplink&ts=781.3)):

Nope.

Daylene Long ([13:01](https://www.rev.com/transcript-editor/shared/ZhREpGKM0h79sMmWj2ev9EyH2EMQZLlA2oVWNZB3IKVWBimCLAFxAUFkqRJjfo1a-BGyVPr7FnVeogljHSABHWHRhag?loadFrom=DocumentDeeplink&ts=781.87)):

Okay. You mentioned in some of the screening and some of the surveys that we did that your science department chair and when was the last time you bought something for anatomy and physiology or for life sciences for your department?

Amanda Fuller ([13:23](https://www.rev.com/transcript-editor/shared/w3_XoH5YNzs_UXw0JFfIgZRJLHtr6gMWn8QFm0am0FQ3-jd72jMloRMMw9Bi4R8-eaPNi6kPB6J91K9aHbDDqAcjftw?loadFrom=DocumentDeeplink&ts=803.68)):

So at the beginning of this year, well a little bit further into it, we got a grant and I was able to spend about $8,000 on just purchasing for our department. So I made all those purchases by the end of October and I would say over the last month I've gotten a bunch of stuff in.

Daylene Long ([13:45](https://www.rev.com/transcript-editor/shared/lZgTu2dkOG-tFENmEF5fuh2yr_2F6goZJBqmHDnASZePdnJLdQdhBbIqLkezKwlsOUZQGxjteyGTJ-NALFE6K3YYMhA?loadFrom=DocumentDeeplink&ts=825.4)):

So how do you decide what it is that your department needs?

Amanda Fuller ([13:49](https://www.rev.com/transcript-editor/shared/a2KUsNsMgR0QpovbWMMEmNG0ryUbc5H4QF4zXlC84H6R_URde-WN9VniM9MnU-4wcaB77Y2Dhb-aGVLQwaINVbtd8R0?loadFrom=DocumentDeeplink&ts=829.78)):

So for this particular thing, I sent out a survey and my superintendent asked at a committee meeting that I'm a part of for us to make a wishlist. So I just sent the wishlist out, said tell me if we could do anything, what is it that you would want to purchase? And so they made a wishlist and then I kind of categorized it by things that would affect students directly, things that would be just kind of models and things that would be helpful to us, but the kids wouldn't directly have contact with it, so we just kind of split it up into categories and then they gave us a certain amount of money and said spend it. So we did.

Daylene Long ([14:29](https://www.rev.com/transcript-editor/shared/pHHcCHV8dTDcwcn55HC29qHntJp1gUNxEhOzogqGTI13WY5WByd5Q-oJlWoETORNTB_dKjlRXvBK8PJXb8Mt4CbI-0o?loadFrom=DocumentDeeplink&ts=869.23)):

And then how did you decide, so you categorized, just want to make sure I understand, you categorized it cut by what's going to affect students the most and a few, sorry, one

Amanda Fuller ([14:40](https://www.rev.com/transcript-editor/shared/bOEXxZ84JXcG7HERn_iQe3WAN9HMaAgYeKuXnJjIvldutIi_ddUsusMbn4PM2hVoP8oPnmM_kQ3C3F64bDQqqAyfxRw?loadFrom=DocumentDeeplink&ts=880)):

Second. I have a student at the door. Okay, nevermind. She realized I'm in the middle of something. Keep going. Sorry. No

Daylene Long ([14:45](https://www.rev.com/transcript-editor/shared/dSKEAhpGnKqSj2fJZqmnR6ait8FWJ0dbTQgENS1hCDHKUSkLU63NefNRh-J2m9JKPiZR7CNrkD7f9gbI_XEQZyhXCk4?loadFrom=DocumentDeeplink&ts=885.52)):

Worries. So you mentioned that you categorize it according to what's going to have an impact on students, what might just be needed for other reasons and that type of thing. And then did you give priority to one of the other categories

Amanda Fuller ([15:01](https://www.rev.com/transcript-editor/shared/EokXgNZ7IXRogEVChRFYU8pYBqPIqVny7VvBhQAA1Z9O0MN-B-Tuo9QYKwnkne1FhNZk89Z6D3gkifdnlKY_QcyEJNA?loadFrom=DocumentDeeplink&ts=901.94)):

When you Definitely things that students would put their hands on. So lab materials, we did some dissection stuff and then kind of lower were things like I know one group requested a set of books, like textbook type things, and that was kind of lower on the category list.

Daylene Long ([15:26](https://www.rev.com/transcript-editor/shared/weV5KyPIrIy3vuVgFRgGv61ySVlSNGBhT_c8rWcnpH2ApP-JSRJ_QnSATvK9Q30vuTT2pNIqjUnplRZ-M_LB-rj921M?loadFrom=DocumentDeeplink&ts=926.39)):

You decide who going to buy from. So you've got probably a wide variety of different types of things that your department's asking for. How do you decide which vendors to go to?

Amanda Fuller ([15:39](https://www.rev.com/transcript-editor/shared/a5K-tVZpvlXgH4No_1143XxNnMxMcvexborNYW7yiDSCb3Gb0E-VIhMd0RkIA2GoisShpxNp4X-45Rnm7Gjz0tcnnes?loadFrom=DocumentDeeplink&ts=939.05)):

So the first priority was cost compared prices, then what would be easiest for me? So obviously we've ordered from Flinn and from Carolina before, so I went with those first and Amazon. And then there were a couple things that could only be purchased through specific vendors and then obviously had to purchase from them.

Daylene Long ([16:05](https://www.rev.com/transcript-editor/shared/gsn2aKmUrfqZaqEViGMUhWwzTTLROtPd5aZKOADo36X4dw1raqjB6AyaCrtVpTOIG2k0kbZxsh5ZTeU0Lf8k7tLBdA0?loadFrom=DocumentDeeplink&ts=965.36)):

Do you remember any of the things that needed to be purchased through specific vendors?

Amanda Fuller ([16:09](https://www.rev.com/transcript-editor/shared/ystg-IuZ_0YP4-UbH05jYQ7uCj38AjPMYKQ6rH3FbItVAiF6O-K4W5dRkW8gAZeBQsoBuQD0E1dPGOKVXzajvnyYQR8?loadFrom=DocumentDeeplink&ts=969.8)):

Yeah, there was a empathy belly that was a specific thing. And so my class follows fetal development for the school year and so at the end of the year we let them wear the belly and feel what it feels like to be pregnant and that kind of thing. So there are only a couple of vendors that sell that. So I had to get their W nine and do the whole get them on our vendor list. That was one. And then we had never ordered from microscopes.com and so we ordered bulk of those microscopes and so they just had the best price so I could just get more for my money with them.

Daylene Long ([16:52](https://www.rev.com/transcript-editor/shared/sfke4_WEPhKokd8eGL5SEkpI9mPLVs64OJbNwxYW_ahzFJiGMFVRY2GP-OiI6A0wbbwoP4RlA4kafhZFDajKLc1itbg?loadFrom=DocumentDeeplink&ts=1012.04)):

And you hadn't ordered from them before, but it was really price that tipped you over from maybe one of your other standard vendors like Flinn or Carolina you mentioned in the beginning.

Amanda Fuller ([17:03](https://www.rev.com/transcript-editor/shared/GU-WqzNgNsaaPYszW6YDggdElKtAauq9b6iSi5tEXeK4FdF6r3ov0puXtSTTHpUgFi5KcpNF0UGUZDOrCgk7A2paxgA?loadFrom=DocumentDeeplink&ts=1023.56)):

Yep.

Daylene Long ([17:04](https://www.rev.com/transcript-editor/shared/v8rfBOzZy7k9Q9rTAESFR_wTmz_7bJPjhUJGIAZ5PX2GmvhuOLe9nx0zgteu0xk-s3IKCybeNp9bEBDH-AvuyVm2IZo?loadFrom=DocumentDeeplink&ts=1024.01)):

Do you have a preference of Flinn, Carolina when you're looking?

Amanda Fuller ([17:08](https://www.rev.com/transcript-editor/shared/kmEWhIh-h0r3-iiC_IC-syURZCjF3JodMMUggfJUDVel3CVBmH-EigrKu8wkjRprX1rlMnbaT19iZtjskcztUAF1BcA?loadFrom=DocumentDeeplink&ts=1028.33)):

Not really.

Daylene Long ([17:09](https://www.rev.com/transcript-editor/shared/pUnfHpmRP8ONxQIHqhzC5Y6pRytU0ucvBZHjRxAXUiUuCRgzxxmMDcDVUGLblzu5FY_ODCDQIkRdvu7FC35OchSnYTQ?loadFrom=DocumentDeeplink&ts=1029.35)):

Okay. Does your district have a contract with either of them?

Amanda Fuller ([17:14](https://www.rev.com/transcript-editor/shared/2u1ihcESLgmq3zHpXa8RZzYhMr687anzDNzWG8eihnWK0lDL2EQ0RwKexl2uQje7JhAiBmJMc4ZVvHwVYuSpp46V81I?loadFrom=DocumentDeeplink&ts=1034.93)):

It's not, I don't know. Right now we just got something new called ClassWallet and so I don't know if that's a contract for us or a class wallet has a contract. So one of the accounts that I order from has to be through Class Wallet. So I'm not sure about the contract, but I don't think we have contracts with either of 'em from the school to Carolina or school to Flinn. I think we just have their W nine and we have just an account set up.

Daylene Long ([17:48](https://www.rev.com/transcript-editor/shared/7TlVCJQ_C08invAH0V3MPE6wMl5fNEp2Z417g9kl7QQxC6MqmP1Ehv2cYsHO5241beSdYWu0cRYL5nW2bPIF1mpJDB8?loadFrom=DocumentDeeplink&ts=1068.38)):

Okay. Do you remember what you bought from Flinn and or what you bought from Carolina?

Amanda Fuller ([17:55](https://www.rev.com/transcript-editor/shared/4PPOLGbxHWXbpAKAAnOZ9FprXRqZOMPMiYmbe_q7vjeAOm3srfdevUhMSVJc72zPb7l7BHAVBm_AegLCkSUo4tZ6m-Y?loadFrom=DocumentDeeplink&ts=1075.59)):

I could tell you what we got from a combination. So I know we got some dissection, some hearts to dissect. We some, we have a forensics class, so we got some fingerprinting materials, we got synthetic blood, we got a lot of glassware, but I couldn't tell you which came from which vendor. Okay.

Daylene Long ([18:27](https://www.rev.com/transcript-editor/shared/IyalqZXhbtHRFeXlCOLjO-YYbaPx_jPpgwhUOQopEbuPmOScaZuBD6ZFrJE5ymCUBQWUagc9Jps8dmZC5CQInDsYOHs?loadFrom=DocumentDeeplink&ts=1107)):

How did you decide between those two vendors which was going to get one set of things and which was going to get the others?

Amanda Fuller ([18:33](https://www.rev.com/transcript-editor/shared/6reMUyTsTIHOsot5APpD6Z-GApKMjuspFdR0e-eEc6hoCP-wnJTj3zF51au66WpJxydeFcGiDBsjZwdCPLywiok4Gg0?loadFrom=DocumentDeeplink&ts=1113.39)):

Cost.

Daylene Long ([18:34](https://www.rev.com/transcript-editor/shared/Q_pcMQMyppkOo7Ozy8lLvFRYdfQQqSE3JvrFqlLIwG_2UQlRvn0YQcVuzrNXKz_DY38Stg-rXJYChzTzO24X76Gita8?loadFrom=DocumentDeeplink&ts=1114.53)):

Cost. Straight up cost. Okay. Do either of them provide professional development for you?

Amanda Fuller ([18:43](https://www.rev.com/transcript-editor/shared/3uMPq6wcumTDB9hRuk2bcleZI2a-31Gjhqo-Lio3Q7ozATioSPzQ_GATLgLvlUwOk-6XRGSk-My3sZ1454HVhvXpuos?loadFrom=DocumentDeeplink&ts=1123.11)):

Not that I know of.

Daylene Long ([18:44](https://www.rev.com/transcript-editor/shared/x5MXB7aHjdbs96QbJIcA6cW5JDDNgvCnNEFkjA5IzUHXyddiMZOPNirhDvtYJhuKxW6DKulfLBvWrE1hvZz6d2ESaCY?loadFrom=DocumentDeeplink&ts=1124.79)):

Okay. I had somebody recently say to me that most teachers do a lab once a year, may do it across different sections, but they're usually only doing it once a year when they're teaching a topic and that having some sort of pd, whether it's asynchronous or in person, is helpful. I wanted to get your feedback on that of how your district and your school approach professional development when it comes to the hands-on science.

Amanda Fuller ([19:23](https://www.rev.com/transcript-editor/shared/dKrxqy9iuStXUlqG6y6tieOW5lUfein3ksKICbH7LilLErFreQEaGdActW1R4eutRhYxCZgbtMWdQJrEAJePouVThKM?loadFrom=DocumentDeeplink&ts=1163.46)):

So we do use a plus, which is the group that I was telling you that I work for and for the science department, a lot of our professional development, I guess I'm talking from both sides. So a plus provides professional development and a lot of our professional development revolves around teaching them how to use the labs. And then we also have science in motion, which is called Asim, and they provide both supplies and they provide professional development for the particular science labs.

Daylene Long ([20:01](https://www.rev.com/transcript-editor/shared/OwX-PiMj4gaYiMDyzMr-fWcgWBHQJlV63XbP5__ydWUzUCyg-YwDfinRy55i3EZVb6rYWDx-IcgevSY3pnLkXLpCkHs?loadFrom=DocumentDeeplink&ts=1201.38)):

Science in motion is the van or the bus that kind of goes around that does some training and has hands-on materials. And then the a plus organization that you were talking about, do they provide training that's in person or is it It's in person. It's in person. Okay.

Amanda Fuller ([20:25](https://www.rev.com/transcript-editor/shared/T8taWlCnNvUedAckOI3xPY0W9p742Xhe2CqktR9v3OiOZkCigAfMsGg-2N5jMEu7q3y0GRJnEEZyXdrMOk9qKQLcBDM?loadFrom=DocumentDeeplink&ts=1225.44)):

Yeah, so it's a week over the summer and then a couple days in the fall and a couple days in the spring.

Daylene Long ([20:33](https://www.rev.com/transcript-editor/shared/xxTV1n_BcMNCRTu8K5XUGLVhvR_9eSLEd4IhsUrbiBTijTXMj5c-FaSzzqK8-fsbbd5BELi-fccCkinVvr5iacuqNbY?loadFrom=DocumentDeeplink&ts=1233.09)):

And then you mentioned that you've started to get some of these materials right. Okay. So when you get stuff, do you have a preference of how it's sent to you? What's included with it? What makes your life the easiest on the receiving side of things?

Amanda Fuller ([20:56](https://www.rev.com/transcript-editor/shared/wTR5yRBeFVU4-3C7ff-QJPydr_8Fl22nwEdMbhfmIuA0WYCykARKHJsVFQjOVRRqlqkxDXDNv3gin5U-w8dYFiFI-cw?loadFrom=DocumentDeeplink&ts=1256.47)):

I don't think I have a preference.

Daylene Long ([20:58](https://www.rev.com/transcript-editor/shared/Cu6mnFg75GkHVEgAMy00oQJJ966SN-8S_U4ojXhGQiMT1-hHWU69XUKtZQeOdAv-UmthBXjmvLbI5V-j1PjCtls8HHM?loadFrom=DocumentDeeplink&ts=1258.21)):

Okay. Alright, that's fine. And then I want to go back to the professional development for a second. If any of the vendors that you used provided some sort of professional development for teachers and or lab prep for students, meaning videos or things to read or simulations before they do the labs, would any of those be helpful for specific topics that you think would be most in demand?

Amanda Fuller ([21:40](https://www.rev.com/transcript-editor/shared/8NCh0yzfulp46okV1bvoU-nZenCc6ltb-lIRL2ADyWbxNF1561QLuyPjnFxkdyXHU2LbbNbBkW_ySXFYkevEwylT3D8?loadFrom=DocumentDeeplink&ts=1300.72)):

I couldn't think of anything off the top of my head, anything specific.

Daylene Long ([21:45](https://www.rev.com/transcript-editor/shared/_tjtKaUdbuaOJ886lHyLbHSeNFkGI67SrcqVmKrRll8uONhOOaylt_XyX8-aZ3H5aBTI8fiP_3x0LM7vry00yEwfqaY?loadFrom=DocumentDeeplink&ts=1305.58)):

Okay. So thinking about your role as an anatomy and physiology teacher, then let's go into that a little bit. If you had either one of those, either resources to help you right before you teach a certain thing every year, you mentioned that you bought some hearts. Were they cow hearts?

Amanda Fuller ([22:11](https://www.rev.com/transcript-editor/shared/Te1wTL8_Bk9ftJP21QUHDD1BHlU9H2GM8N5ut7JVirBpMNNFvByR9S0SFoiZVkLBLqV40BwJKedO9Gu_mPJmom9tWcQ?loadFrom=DocumentDeeplink&ts=1331.23)):

They were sheep hearts.

Daylene Long ([22:12](https://www.rev.com/transcript-editor/shared/XYxD5GqdzK3NYF1EbzQbgH0aUmrzxF1V8NPtkcwRnGuRuHYFu30eFl5DPBUiGxoVE9346Gry6vmWk-hYvUejP5GPNxM?loadFrom=DocumentDeeplink&ts=1332.28)):

Sheep hearts. So let's just kind of think about that lab for a second. Is there anything, in an ideal world, what kind of reminders or prep would you have every year and what would your students have?

Amanda Fuller ([22:31](https://www.rev.com/transcript-editor/shared/xgseVvPG5uagJN8P0ALmuiiSz_WQhaytv1Qf2sBRwZ_IOC4Ghell_hTCkE1Aj6AgOdQF6qD8N8dDN_k6eX5j8ZpO_E0?loadFrom=DocumentDeeplink&ts=1351.33)):

I've been doing this for several years, so I've got kits made up. So that would be helpful if they came as a kit with either the scissors or scalpel or whatever, the pens and the plate and maybe the mat that has the instructions, that would be beneficial? Is that what you're asking me?

Daylene Long ([22:54](https://www.rev.com/transcript-editor/shared/fstFDOGuT4ZJpa9ZBTbiVoHHSW4_R0TjdFbpskM-UKCnSobYhkHVs6yWh4J40oSk2HUd0NtYJgb_ESQnsi1ph6oeBXc?loadFrom=DocumentDeeplink&ts=1374.64)):

Yes.

Amanda Fuller ([22:55](https://www.rev.com/transcript-editor/shared/aTl01rWorFfM3Qbjzahc0IgCXcDzbQeIRxEtYK9eF1Ggq1BM1tWO2wXOTqoQUFQKMDmTtRunFPtDrTwmmv3IyjLnzSw?loadFrom=DocumentDeeplink&ts=1375.99)):

How to package it?

Daylene Long ([22:57](https://www.rev.com/transcript-editor/shared/6eYaySi2xcLQ9sJo2ayjhIXRceNy3fry4W9LB5GHlWPRt6w05gIe4AAppQmINRXY_kXyqQd1wT93FKsL1mFlbxB1bj0?loadFrom=DocumentDeeplink&ts=1377.16)):

Yeah, how to package it or any kind of video simulation prep that you would have a student look at the day before to make sure that the lab ran efficiently.

Amanda Fuller ([23:17](https://www.rev.com/transcript-editor/shared/8yVoznSnnnp1TlOFD_jsOfdfd-he0VR5S1MWczzs33TQp6YzBb6nUeeHFAmOkDBdW-Mvs01X-UVm_cHGXjTEZGV79LA?loadFrom=DocumentDeeplink&ts=1397.02)):

I think if I were brand new to it, if I haven't done this for several years, it would be super helpful to watch somebody else teach it to their class. So maybe just a quick run through of this is what my kids should be doing when I'm doing this, this is what I should be looking for. Maybe a video or a picture of here's the aorta on an actual model. So maybe something like that for the teacher to watch before she did it. Her student.

Daylene Long ([23:46](https://www.rev.com/transcript-editor/shared/d20PTe9WNvdONL5dTms_8covMxoF7EzsNN5HGCw3B5OIaqvf3EZepjCmJena3FpjQLR86BTR7XPyynN1EpNFSwuQ9sQ?loadFrom=DocumentDeeplink&ts=1426.88)):

Okay. Yeah. And what about the student themselves?

Amanda Fuller ([23:51](https://www.rev.com/transcript-editor/shared/DApyZKBYaqQKp7NIsG_cUzT3rnVFLobKyWbfXiYcIe79_Jje6a_RzLSZvgwCMDV4zULBAUiyFhZIBOcf5d7EqGTrxqw?loadFrom=DocumentDeeplink&ts=1431.83)):

The student themselves? I mean, I do direct instruction before, maybe just a safety, if this is the first time they've dissected something, maybe just a little safety video. I mean, I guess as a first year teacher it would be helpful for there to be a walkthrough for students, but I feel like in general for my students watching it before and listening to the instructions before, it's not going to be as beneficial. They need it chunked. So let's do step one. I'm sorry.

Daylene Long ([24:35](https://www.rev.com/transcript-editor/shared/_oPolzBBfvNqDj3gFVYchtiYpKIM4g24awO7xvPXvrovl8Be3HjlfFCiBHZVPc2TGP4dChdv6ycfxrtTUSFsVAgkBw4?loadFrom=DocumentDeeplink&ts=1475.6)):

It's okay. If you have students coming in, that's fine.

Amanda Fuller ([24:39](https://www.rev.com/transcript-editor/shared/Hj91kaTThhxaJ-IRWQCYIEGrVxWaoJYITFOC9SlwGvL2_ASSfs8xn_VdDuwG5ZJN9yWCLq2pecQkP4l12zCr4sADigA?loadFrom=DocumentDeeplink&ts=1479.11)):

So for me, let's do step one and maybe that would be something, a video that you could watch pauses, keep going, watch pauses, keep going. So maybe just chunked. It's like let's all do this together, pauses, look at A, B, and C. And then now let's move on to step two. Look at A, B and C, maybe something like that.

Daylene Long ([25:00](https://www.rev.com/transcript-editor/shared/d18SoqAwbIzRWR03E4I2vkbnEAP5NJ1LzLRnDNuTAZqE04dAKXa-NmGYSx_J_kbWRr1p15UuHVuMdYE0tdUxFCIBY0Q?loadFrom=DocumentDeeplink&ts=1500.8)):

Does your school have any limitations over videos? Meaning are there any channels that are blocked or do you have to use them from any particular vendor?

Amanda Fuller ([25:15](https://www.rev.com/transcript-editor/shared/lEfuAkLVL8VzA2S5H-6azjuV1EHqNd4MwHj10N-V2a6muYaflgNxCiLue_8ovUTTuyOBpjVh0dqHKC9EUuX6LlybLiY?loadFrom=DocumentDeeplink&ts=1515.14)):

We have a ton of stuff blocked for students, but for a lot of our videos we are able to unblock them for our kids.

Daylene Long ([25:22](https://www.rev.com/transcript-editor/shared/zDwn9s_4P4orxernTHh9eQz14anwd0fhr7SWwkYz_DmZ6-VnRJ7m0H2bxjj6jBJos5ynGa6gGBBtW7UTE_P-X3C4wnI?loadFrom=DocumentDeeplink&ts=1522.07)):

Oh, that's great. The teacher, you yourself as the teacher can unblock it.

Amanda Fuller ([25:27](https://www.rev.com/transcript-editor/shared/oLWEw9kwQVUBAagto3GpJ8pK_RkXt6RGX2-bJYBAaQjVphPW9lgcnkd6YU2QS1EDuxNortSgEXt5PWccv3-ZkeHtKuY?loadFrom=DocumentDeeplink&ts=1527.08)):

Right.

Daylene Long ([25:28](https://www.rev.com/transcript-editor/shared/K0cw92z4f8UjFcsn44QprzBa14ifMZ9agmYyeWGAQXYKPPrHlRl19SFGUhDPk3S74zMacRn5nolM2h4q7ieUlkQ2OHQ?loadFrom=DocumentDeeplink&ts=1528.1)):

Okay, that's great. Let's see. I'm going to flip through my questions real fast. So I want to go back to a couple of things. I want to go back to the differentiating between a Carolina and a Flinn. And you mentioned that you didn't really think about the difference too much. Are there, the majority of people when we sent out the survey said that reliability was a top factor for them, and you're also mentioning that price is a top factor. So walk me through just a little bit whether or not you've had any particularly good experiences or particularly bad experiences with any vendors in the last year or two.

Amanda Fuller ([26:25](https://www.rev.com/transcript-editor/shared/To57hiSEdyZsShBet7bjEhdgrfNVZbVMlYpRpt63QPHKg_EQYGn0W8_QZGrQd7UVmAYfHD3M9Vc_cVv_jDxI87b0Vb4?loadFrom=DocumentDeeplink&ts=1585.45)):

Okay, good experience. Everything that I order, I think Amazon is just an easy vendor to use, add it to my cart, let it sit there until I'm able to place the order. So I usually order once a month, so my teachers will put into a spreadsheet for me, I'll add it to the Amazon account and I'll just let it sit there and then just click my little button and it sends it to my purchasing department. So Ease has been for Amazon, I really like that. I think it's, which I guess probably answers, but Carolina or Flinn, I can't remember which one. There's currently a Backorder item, so I would like to know that ahead of time before making the purchase. So that would be kind of a negative. So I made the purchase and it's been, I ordered everything before the end of October and I still get emails saying that there's an item that we ordered that's backorder. So if I needed that item specifically right now, if I ordered it because I'm about to start a unit and then I found out that it was backorder, it'd be pretty frustrated.

Daylene Long ([27:38](https://www.rev.com/transcript-editor/shared/fXklVZzrQFZ0zfTLX7_bgqTUJbUoN0REwjMs1srPpPWGhJCb20EP8dt0WxDT5zOYTgh9X7S1nfdfDQyCr_vH_n8Wtzg?loadFrom=DocumentDeeplink&ts=1658.13)):

Okay. So how would you like to know about it upfront? What would make that better for you?

Amanda Fuller ([27:45](https://www.rev.com/transcript-editor/shared/fDuu07Sq9yAX8CFP6RtzK8W_o4LaymCvPziaqqGZcH70oNAoKsPhwb4M1XJqdhSVfzaVKwwCSl4i0XBVPzufzdd0AhA?loadFrom=DocumentDeeplink&ts=1665.33)):

Probably as I add it to the cart

Daylene Long ([27:48](https://www.rev.com/transcript-editor/shared/k7LXv75fNp-e8nH3coMAmgXuCUNmWI7F5rhqdt2PZuvlvi5EJthaqh1f390n1Ek5TNnFM-hOQ0SAHDMVdaNagsPuzKk?loadFrom=DocumentDeeplink&ts=1668.42)):

That it tells you when you add it to the cart that it's back order. Okay. Amazon for a minute. Does your district or school then have an account with Amazon? Because you mentioned you put it in your cart and then it goes to your purchasing department.

Amanda Fuller ([28:06](https://www.rev.com/transcript-editor/shared/kdveDAovpVwUQfhj933ZlCOoi778gak2ZmtI3fYogmPvqSzK5X-f-TWoOSE7Xk_OT6bW0OIYWk2Rcg-SZslDqThqDZ4?loadFrom=DocumentDeeplink&ts=1686.06)):

So we have Amazon business set up, and so it's just a super convenient and method. She just sends me a PO order or a PO number that I put directly into the Amazon cart and then it just ships. So it's just super convenient.

Daylene Long ([28:28](https://www.rev.com/transcript-editor/shared/PkKXp19ETB3ky2CJ3o9b-ZTILl9bgddW60SP2txjgTUNvMFgRTGanffZtSHEfdxlUO15jEpStrlpnVJL_OJAMj0eg5Y?loadFrom=DocumentDeeplink&ts=1708.35)):

And you do that about once a month? How much do you spend? About once a month, just kind of average ball parking

Amanda Fuller ([28:36](https://www.rev.com/transcript-editor/shared/T1zA-PtZDppSWxhDWVjbwKk9Y9w8c_TsEqoEEqUqNsysGbrGWpNNw77ZhDmetqBKyNUfnbVxfDDJAaEb-lyuUTBDmsc?loadFrom=DocumentDeeplink&ts=1716.48)):

One month that maybe $50 one month, that maybe 500. It just depends on the needs of

Daylene Long ([28:43](https://www.rev.com/transcript-editor/shared/IGufwCQOQmSn_jW_wdwMoH4mtsFyfe0zcibuAeLKvu-zukSb-qHc_tjXcTB42FZEFEQ5qKo_5g6SU5IrPLrUfcIVAsc?loadFrom=DocumentDeeplink&ts=1723.14)):

Whatever.

Amanda Fuller ([28:44](https://www.rev.com/transcript-editor/shared/U8qlEaQQhcvN6CbOz55WtMiRYbdj11hEP9FuCpkqRy5_VhbsJBknu43gQi33A-Cz9SLMgX3uv8Kf34BT_na9ocrWduM?loadFrom=DocumentDeeplink&ts=1724.58)):

Yeah.

Daylene Long ([28:45](https://www.rev.com/transcript-editor/shared/UB-Y5QtWkLzZahQaaV_AiaYEmP-nLtRoeJTIn4UkAPRQniDjKAVb-KZDiUhC4r77UOMqvN8f4dbZiwFMyxKozEYOUQ8?loadFrom=DocumentDeeplink&ts=1725.03)):

Okay. That makes sense. Let me see what else I have. So with Amazon, are there any particular things that you buy from them that you know of that you can,

Amanda Fuller ([29:00](https://www.rev.com/transcript-editor/shared/cEqZ-l1FYnZpH-wUFae7_io0WJDifDbFrS6fszwSkoDeOQOwFakw0xxbL0hs9TNoI_z7z7HXGyEzmW_NsU1mRCXATxA?loadFrom=DocumentDeeplink&ts=1740.36)):

Random stuff? So last month I ordered something called Miracle Berries. I ordered it for our biology teacher. I'm not sure what they're being used for. I ordered batteries for our, I think it was for some lights that we have. We ordered just Ziploc bags. Those are just some things that I can think of that I ordered off of our last Amazon order. Some Lysol wipes,

Daylene Long ([29:32](https://www.rev.com/transcript-editor/shared/F7uATH6ekfZ_Oc6iQUD5DZpinNpxzuItOVUKO7Gkq8X9aeYpceOs0z8GVp_sRv8WxAUozhdIHp5QahWhBDEBzBKQbfM?loadFrom=DocumentDeeplink&ts=1772.16)):

But when it comes to beakers and that kind of thing, do you buy those from Amazon?

Amanda Fuller ([29:37](https://www.rev.com/transcript-editor/shared/gF57rMidxAn38h1MABSaZcBW0Fjx1JFPwvYoNQYFoXFPXmBlVJv4rPWDeCsm-T-5qP3_QzyrVSL_qKtp77IG2ZkdD58?loadFrom=DocumentDeeplink&ts=1777.65)):

If they had a good price, I probably would, but normally those come Carolina or Flinn.

Daylene Long ([29:42](https://www.rev.com/transcript-editor/shared/_8KHKDRrsJQ9Dil8Ac9pH3XK1O94mE7zEIrhaNBO7lYHD6eSvX9NnJt7aORq3_lu1i_unBeah7upPpq-tANRcfaPQX8?loadFrom=DocumentDeeplink&ts=1782.91)):

Okay. And what about the things like the Cow Hart or I don't know if there's anything that you buy that's live like

Amanda Fuller ([29:54](https://www.rev.com/transcript-editor/shared/11z0kitxDiL-6wCIicjLI6jo9-rgQvj8EbXXe4SrNcI_Sk1yJ3BRi2fR4ePrWsAfX4VNu018_eYyRczVLMuiGADr6Jk?loadFrom=DocumentDeeplink&ts=1794.94)):

Those would be Carolina or Flinn also.

Daylene Long ([29:57](https://www.rev.com/transcript-editor/shared/j3uJ_MZquY9Oa4RxhNwH9xnbF0Ihy-8L8gZgp4kqQ7hSBWtF5nVICkOtvvaVVa5C8Ro1AVTgHWBJTfg1h7bdrx5KGBA?loadFrom=DocumentDeeplink&ts=1797.4)):

Okay. All right. That's helpful. Kim, if you're still there, I want to turn it over to you and see what other questions you might have. She might be off.

Kim Herder ([30:09](https://www.rev.com/transcript-editor/shared/c6IkyyqVeAiEBw_LT0tvgHxhHktoB25U8YRiliWNPHrRdmSWwg713UgZfzuJq_cbiX1nm81dWiqQx6YY1tF6Igh-kdU?loadFrom=DocumentDeeplink&ts=1809.4)):

Nope, I'm here. I just had to make sure I got all it clicked. Tell me a little bit about the students and the other teachers. The other teachers that you're working with, and then you're kind of your, well just start with that. You're a department chair, so the other teachers that report to you, what are their backgrounds and how do they handle things?

Amanda Fuller ([30:34](https://www.rev.com/transcript-editor/shared/VEFqkJW5-31pU8LmZUBM48hCzjzmZs5KCM1ZddnO-q9bEatU-wJKmgLfdcAy9ISpgd5T5r123ToGGgMWC8fx7ZgzHME?loadFrom=DocumentDeeplink&ts=1834.42)):

I'm not sure which mean, so I have a chemistry teacher, he's like a third year teacher. I have two biology teachers. One is a 20 year veteran, one is brand new teacher, maybe second year teacher, and then two other teachers. Is that what you're asking me?

Kim Herder ([30:54](https://www.rev.com/transcript-editor/shared/RVt352hyDydOxgDyGmdbXwMTvyTRTWul_VAgNV_GvQNHyNdwDPEEqpo_o5xYvLgo7r2rVgH9tSCSVpskezKoK1Jq4Zk?loadFrom=DocumentDeeplink&ts=1854.82)):

Yes, that was the first part. And then how with you doing professional development and that sort of thing too, how much time do you spend with them or where are the needs that maybe they need? They have,

Amanda Fuller ([31:07](https://www.rev.com/transcript-editor/shared/5F-NLdc2-z5rv13229XykrpfKDAnuhfam5AkuR51t8LVbqg8LO9ZiR8aSN2immPSSp9l0Iab1bUB0-9FyvmWLDwOM4k?loadFrom=DocumentDeeplink&ts=1867.63)):

The professional development that I have is just a contract job that I have. So over the summer and then throughout the school year, so I helped write curriculum that's then dispersed to teachers across Alabama. So it's not just my school. So helped with the curriculum development. And then once during the summer I'll do a week of training for teachers that come from across the state on the curriculum that we developed

Kim Herder ([31:38](https://www.rev.com/transcript-editor/shared/1XzR35FxWysikBG8WzYX6VW_V9Tkbux_E3UVwDbbE6HNHzOFAQW92C9gBm1qLefdpVt0gAqnBOX0RWiW-b6SfOCYPDQ?loadFrom=DocumentDeeplink&ts=1898.92)):

In. Those do, this is your needs list and this is where to get 'em. I know like a kids Christmas list.

Amanda Fuller ([31:47](https://www.rev.com/transcript-editor/shared/a486TXg_7M4dh2pF7PqyNEE1f96__9OQ1nkM_7SJzxKld-b7n8yH-h_7vBWqbkx2jdKHt18m0j_amiAyaWimoXk8qLE?loadFrom=DocumentDeeplink&ts=1907.35)):

Yes, we do have a very specific, when I'm training, these are the things that I need to have available to me, but I don't have any say so over where it comes from. I just give it to my content director and she's responsible for ordering. I mean, I suppose I could say this is where I found it, but

Kim Herder ([32:07](https://www.rev.com/transcript-editor/shared/4DIw4X29uiGh6vJa2hXlLzCKDZMMES4wBXskqoHUH4Mv78-yGyAG-JBMQ_vBrFcbwIarhc6ks6fhytzplKR6LZJvQSY?loadFrom=DocumentDeeplink&ts=1927.99)):

Then when the teachers that are going through the professional development, do they leave with the curriculum and embedded in the curriculum? Is there a list there and does it say, sorry, I'm getting really into the weeds. Does it say you may find these at or

Amanda Fuller ([32:31](https://www.rev.com/transcript-editor/shared/XIsoAjWHeG9MgtyS9gOz-Mk1JhTG5uAmVLuDirv3BOehyK7UHhmYjwJVh0-fqndHq11SOOiJtgP7frO5gNXrrMCt1fc?loadFrom=DocumentDeeplink&ts=1951.51)):

No, there's not any direct where you can get them. There is a list, but we do, so if they're on a grant, we give them money and then we also will ship them a bunch of supplies. So whatever they need to use the curriculum for the first couple of years. So I think that they order A from, I would assume wherever they have a contract or wherever they can get the best price for the consumable things. I think we just say these are the things that you need. And I don't think that we have a list of where to find them.

Kim Herder ([33:10](https://www.rev.com/transcript-editor/shared/Ie22DOVdd1igS_BBdeD_LtMYbG83vnOkhYHA7vaHtbQOqk83JaocNLQzoBswOJ7RKL8c5hE14aFP5Aj-SMYlICA-gyc?loadFrom=DocumentDeeplink&ts=1990.4)):

Okay.

Daylene Long ([33:11](https://www.rev.com/transcript-editor/shared/kVvngDnCAFiQq-4qfLPgWtJNki1tLe34p9l10u8g8c_BWg1DtzjjzbEhK-8ga7mMiIO3dW9wxnOEF5nYN8VvOXOw2Ho?loadFrom=DocumentDeeplink&ts=1991.06)):

Kim, I had a couple of other branding questions that came to mind. This is a branding question, but it's also about how these vendors sit in your mind. If I ask you to name three adjectives to describe Flinn, what would you think of

Amanda Fuller ([33:40](https://www.rev.com/transcript-editor/shared/NtpwNhZpaIghLcHiTx63UpN3__NG2vwV5FjezLYuTaBDKDjno-5ir-0f8EJDlSYiKcI_z0EMl2QeWUqlPAjzir6AuIs?loadFrom=DocumentDeeplink&ts=2020.25)):

Three adjectives to describe Flinn? Convenient. And I don't know,

Daylene Long ([33:57](https://www.rev.com/transcript-editor/shared/leQvC9OpKhuF-QSAJmLo10Vq_YWQiFEdLkCqcXTd1EgjiYt92A0_GV5Q7wRkvIt7JevGmL05fiocN97EsvFPau-afXw?loadFrom=DocumentDeeplink&ts=2037.78)):

You can stop at too if you need to. And what was the last one

Amanda Fuller ([34:02](https://www.rev.com/transcript-editor/shared/bz6BZ1nfTXCBSjHxAZSIWRF3hEnnv8DJ9QNdbZVukVrHmEFumRVXZlE0hj-AmSM6Uf1RBRlBgSbVrXZYt_VzpK09elA?loadFrom=DocumentDeeplink&ts=2042.18)):

I said? Okay, that's perfect if I can.

Daylene Long ([34:04](https://www.rev.com/transcript-editor/shared/hEMKtHOOViNJwnWZtlMU9GZ0dFxtBG8qmXdXnK6pF3U5399EavdlvlWC5xTbxVpaM87Uz_03KGpR_Mj-lN_FJ365OY0?loadFrom=DocumentDeeplink&ts=2044.82)):

Alright, Carolina, what are the top two words that come to mind when you think of Carolina?

Amanda Fuller ([34:10](https://www.rev.com/transcript-editor/shared/FGrIPaKR6mMIq1DoAXtQ0-kPg3_qyg71sHRNLrjS939g4klvi8y6O_cdlS0EdivavD-07kGRISVLYIRnCqsAX0fsmlQ?loadFrom=DocumentDeeplink&ts=2050.82)):

Honestly, the same. To me. There's no differentiation between one or the other or they're, in my mind, they're the same thing. If I google this particular sheep heart and Carolina's the first one that comes up, I'll use Carolina Flinn's, the first one that comes up. I'll use Flinn. I'll compare prices, but it's the same in my head.

Daylene Long ([34:35](https://www.rev.com/transcript-editor/shared/g1pxmKePNT0jSCkWesOsyPfaCaYOBvMfo6EYfjO_8MaxUGX-TPDj3J6dBU5A4HWplvyc3HbcKAnx1tDpnU9IZL0ChI0?loadFrom=DocumentDeeplink&ts=2075.09)):

Okay. And you go to Google to see what's coming up? What I just, yeah, I

Amanda Fuller ([34:39](https://www.rev.com/transcript-editor/shared/jfG7LHyiuLNtPg_1S3MHqSe1V0nSsJvE-CfdGV0VxWSHNo7qm3qvD1_gENU9giRc7QGbRnyzdyQ5cRri0ZpO1oMSuP4?loadFrom=DocumentDeeplink&ts=2079.83)):

Mean most of the time I'd probably put in Flinn and look up sheet parts and then I'll put in Carolina and put in sheet parts and just compare prices. But I don't pick one over the other for any particular reason other than the price.

Daylene Long ([34:54](https://www.rev.com/transcript-editor/shared/OiRQ_1wek78J_UeS0Qni4hQdx1g1BtdbkBNRRAhYeNJKZpzC9oRLCPMhwBz3uFcz2bzMeDCkFsEmbq3LaizJx1s_TuM?loadFrom=DocumentDeeplink&ts=2094.17)):

And then Amazon, you used a couple of words too. What were the words that you used with Amazon? I'm trying to think.

Amanda Fuller ([35:03](https://www.rev.com/transcript-editor/shared/RwZnvfBvsgAJ4o1_08f703ChMFXRZUob0gx2XysAM_xd03ttVQ8yOYnpfDZV3W2caRGwfo2EAv5x5_1EZc-1_DTfPPM?loadFrom=DocumentDeeplink&ts=2103.86)):

Probably super convenient.

Daylene Long ([35:08](https://www.rev.com/transcript-editor/shared/E9T_UXNy-GxyUA1UH0jUT7XlX3iiskIx-pla9LTXl6AjrZCgVDJqn9xAejstyil7-__ZHlKXU52slhDJZyUujc1fABY?loadFrom=DocumentDeeplink&ts=2108)):

Okay, that sounds good. Kim, back to you. I want to see if we can wrap this up at 1130 so that we can be super respectful of Amanda's time.

Kim Herder ([35:22](https://www.rev.com/transcript-editor/shared/CF8Vu21n6gX_Zw5-TNB5uymYtzMFso108xPphDBYMAkLufUleOqk1VQMCfeslw-ncuWMPqbm_Z0fw_ZeByRDtiw5O5Y?loadFrom=DocumentDeeplink&ts=2122.19)):

What else do you want to tell us? I mean that's jumping to that, but in your position, in your history, what is your ultimate that when you work with whether it was a Carolina Flanner or an Amazon, what's missing?

Amanda Fuller ([35:42](https://www.rev.com/transcript-editor/shared/ys1jA53L34YPs_uy0zL0AFiiJgKOouLQ-PHthDicZSSiFuIWmYmcrvVKV-mQkx3D01CRXGC-rNRHny_WajbFvI8HH24?loadFrom=DocumentDeeplink&ts=2142.78)):

I mean, I honestly don't think anything, sorry,

Amanda Fuller ([35:49](https://www.rev.com/transcript-editor/shared/Tq0Ibtfj9WMDwDNsf9ItodXbzVr6S6yjAVL04UuWq7AQJh5gwEpkMqWMXjSHUMHFqB-V7lS3aoXBHGS1BloadmhJb5g?loadFrom=DocumentDeeplink&ts=2149.66)):

There's a little fly around here. We have open doors open and close all day long. I don't think there's anything, there's not been any time that I've been frustrated that I couldn't find anything or that I needed anything. One, they're one and the same to me. I know they're totally different companies, but one is just as easy to use as the other. And I think my school has made Amazon super convenient is why I would choose them. But I mean, just ease of use. We have an account I can put in my, I type in the first four numbers or first couple numbers of my school and the address comes up. It's just, it's easy. And when I need to order something, it takes me five minutes versus I've got to get the W nine and I've got to get this and I need to back and forth emails and stuff is

Daylene Long ([36:49](https://www.rev.com/transcript-editor/shared/mKawQRLE_XKIiij4W-utIWtSpel4W0LcfDXArbM9OToQ1AMs2epdQ9uzbNroIsstrJODzz4DOAYNBERD-tFVfHykDPk?loadFrom=DocumentDeeplink&ts=2209.95)):

Okay. One last question. And this one is just about you in general. Do you have any particular brand, and it doesn't have to do with your job, it could be a car or a cell phone company. Do you have any particular brands that you love that you just feel kind of on a visceral level? Oh my gosh, I love,

Amanda Fuller ([37:18](https://www.rev.com/transcript-editor/shared/WsuBuB4QtwIey02ZDfgyIMUs9V8ba3bO0NErhjtGxF4r4nPv2KEDUPDrHUyAtnqie6HITnC7i5g6a58b-QHf1vgRm_U?loadFrom=DocumentDeeplink&ts=2238.54)):

I recently got an Audi, so I love that. That's a brand that I love.

Daylene Long ([37:26](https://www.rev.com/transcript-editor/shared/Pxb5P4jn4HO31uEDZ3gtZ35JOwMoGLbj4B6D60TiSR-kP3rV7CSYhngu5KOfiVyjOXc7pFmZXivPyCfJbDPqRdJ-H5c?loadFrom=DocumentDeeplink&ts=2246.07)):

What do you love about that brand?

Amanda Fuller ([37:29](https://www.rev.com/transcript-editor/shared/SzYoxWBd6QO9tpUvSYVuI7Ovhy-Ox8z3EDzL4LaVxotZN0Do7ohPgLpt4FhZPZdmxesGSdPkpy_ueno7Xp9P89AdSwE?loadFrom=DocumentDeeplink&ts=2249.61)):

Everything's just very well thought out. I guess luxury feeling versus none of the plasticy

Daylene Long ([37:42](https://www.rev.com/transcript-editor/shared/8f1n68Jpbp2QyUsoTL2kDc7WNXOf8MFQwvQPwuaW5aCGxW_3P5VOm4343RNOcMr1PlZ_otTaXarMz1WIqX1tdvPY1kc?loadFrom=DocumentDeeplink&ts=2262.81)):

Quality.

Amanda Fuller ([37:44](https://www.rev.com/transcript-editor/shared/COCmGBVDnIqfp-WhKx1Xw9P8piE2qLIWuiKRoyt8RIT4KV2Gdth-T7oujg0Fnoez77SdBtKQXhby6N1FCjGHydY4hHU?loadFrom=DocumentDeeplink&ts=2264.43)):

Yeah.

Daylene Long ([37:45](https://www.rev.com/transcript-editor/shared/p4_sTexJsH9V9PlhMu4GQ1rgcz5kOo80ag2kLpnNRjApAj3hYWF4FNWHX5WcFKQBepREf9R2n1Clgj_iYSCnTEgtG4Q?loadFrom=DocumentDeeplink&ts=2265.09)):

Okay. That sounds good. Kim, anything from you and you want to tell Amanda about next steps?

Kim Herder ([37:55](https://www.rev.com/transcript-editor/shared/93j1R8fetaH_ZK4FuJGI4UqUBbr9rjztc-f35eej2zGNq_UZCcbBT-VYh2SXkNRau3gAbh-1p6QyOg49yOOcDRdOUKI?loadFrom=DocumentDeeplink&ts=2275.29)):

So next steps are that I'll be sending you a follow-up email, a thank you, and it will have the Amazon gift card link attached. It'll also have some opportunities if you think of something else that you want to add. And I'll go directly to Daylene and please do that. I mean, nothing's too small in adding the data or the information that we're going on. And yeah, if you want to give me your cell phone number or something like that if you want. And it also helps with the gift card if anything happens in that transfer. But very much appreciate your time and what you're doing and life in the classroom and managing other teachers.

Amanda Fuller ([38:44](https://www.rev.com/transcript-editor/shared/IxrQPEE_ySyOGmO21kzXT46Ffx_CfbjGg4YukqCb0ORQ7zILs5GLIwR27tUcqSOOfk9IHihI5einB85mC5hXljbznq8?loadFrom=DocumentDeeplink&ts=2324.35)):

Well, thank you. So are y'all doing work to start another Carolina, or what is your research for? Do you mind me asking?

Daylene Long ([38:55](https://www.rev.com/transcript-editor/shared/v_GEmJ5Z_I3xM-9tXdEpDyJqc_N-KyqmUV4fI3z1vR0mAJXnIROD8AQ4O-k4Lanh-2-FNp-Naiss91wq7Og7xyEutEk?loadFrom=DocumentDeeplink&ts=2335.87)):

Absolutely. And I actually told the client that at the end of the calls we would make it apparent who the client is and the client is Carolina. And we're trying to look at all the different ways that they can make the process the products better for you. How can they make it so that you save time, that it's reliable, that you think broadly about the types of things that you would want to buy from Carolina. And so they're really reacting to, there's been covid changed everything for educators. It's commonly known that you guys have less time and more demands than you've ever had before. And so the focus of our research is what can we do to make things better for you? And with that as a framework, you might have something else to add. I'm not sure. What do you think?

Amanda Fuller ([40:12](https://www.rev.com/transcript-editor/shared/PEydWuBHEAozdj1GYRMFvoC_DOE-UPP8ztUgvnN2Sz10pp71RTHHy1vPsLtzfxkUWzEwAayzaMfkPeptDwPYwDAqRpI?loadFrom=DocumentDeeplink&ts=2412.1)):

I don't think so. I think one of the things when I was looking for wishlist items, I put in anatomy and physiology and just looked at their stuff. But again, was it Flinn or was it Carolina? I don't know. But the organization of these are some things that might be of interest. If you're an anatomy teacher, everybody doesn't get the luxury of saying, if I could spend any amount of money, what would I want? But that was one of the times that I used it and was just kind of like, okay, this is helpful.

Daylene Long ([40:51](https://www.rev.com/transcript-editor/shared/5h6_lMaSjQ6E-z2QHlRwSUk_RbQIG0ihWNQ1Ctdb9A3l4AjzRHWKelIrGL_T3rclOKHuZHLwbrjsI0cdHbodEwUuaiM?loadFrom=DocumentDeeplink&ts=2451.61)):

Yeah, so that's really our focus is that Carolina wants to just make sure that they're doing everything they can for teachers right now because we do know things have changed and you doing more with less. Okay.

Amanda Fuller ([41:36](https://www.rev.com/transcript-editor/shared/3bnio_hagP1ncMy3lKb3XFtDhGvbuSasa6d6qntVwWAFlitHzqtMIE8I9Ugoil46wk29ZPsLpfo8urKZ-qlNXFOF_nk?loadFrom=DocumentDeeplink&ts=2496.02)):

Of course. Obviously a gift card. It's never heard a thing.

Daylene Long ([41:43](https://www.rev.com/transcript-editor/shared/K3K5nGH1FyqVqY_Rao1TK8e-Gx78Dw7W2XbTXam7r_dSTLpFFc4cOB8T7oAmGwq8GQfWx25DBfLLmd3zOxBcYocRuxk?loadFrom=DocumentDeeplink&ts=2503.52)):

All right, sounds good. Thank you again so much, Amanda, and thank you for everything that you do for our science students in the world. We really appreciate that.

Amanda Fuller ([41:53](https://www.rev.com/transcript-editor/shared/nsrV3GMw6PlJ55n9I4CIc47EwMcqolh9QvdTDj-3ciz5f7ySfiHyMay5EWR8H1pSbrdKBVtMp-n8m4ciqEdf_2AQskY?loadFrom=DocumentDeeplink&ts=2513.51)):

Thank you.

Daylene Long ([41:54](https://www.rev.com/transcript-editor/shared/n6PkuJi7jeFw98nIWIPpK5nDarNodzxImYy60VTvU7y0C1N76Cd0fvM1QN03mlXMRezOVgAr-Anmpq3IwIZW0eO6G1s?loadFrom=DocumentDeeplink&ts=2514.74)):

Yep. Talk to you later. Okay, bye bye-Bye. I'm going to stop.