Daylene Long ([00:02](https://www.rev.com/transcript-editor/shared/0fysXkcgH7Kdls5X9iyAKUnJ_2OQrWaaloY0ywgCmzZAus6Gpf_I8nx2EOMO_2xcIMXSXzhNIeo_3G0kbqtdah_0iOk?loadFrom=DocumentDeeplink&ts=2.67)):

I'm going to let Mike in and you're up. Hi Mike. Can you hear us?

mike ([00:41](https://www.rev.com/transcript-editor/shared/of0_dx3ZHGQWW0gWUhdRnqM2FTh8Yu1BbUezrG8hL9_1LIN8tuTqY6588kNCrGMYkCbMsfy9TaVJfo6vJ3SEfqTbfBc?loadFrom=DocumentDeeplink&ts=41.85)):

I can hear you. Can you hear me? We

Daylene Long ([00:47](https://www.rev.com/transcript-editor/shared/DV93L2EgpKgKu-jI6E23qtsh0OEEtq2jQrF-EyMcxexinVjn0jFLs69eO-D3ijxwy9zpdb_MaHTKoOIYpGi6Ut__kQk?loadFrom=DocumentDeeplink&ts=47.19)):

Can, yes.

mike ([00:49](https://www.rev.com/transcript-editor/shared/ZnApTfwlAYeDrog7xxbd_1k0y5quPftQYfsvZRjbx5DfD7sTbXosiyFQYu82VASSUvSKQY_jxeAZ7B9EoF1h3TXXfAc?loadFrom=DocumentDeeplink&ts=49.95)):

I don't know why.

Daylene Long ([00:56](https://www.rev.com/transcript-editor/shared/T6zBJEozI0Imf2uq5gu8F9NOJ2mtWOTS9OpgsSDvCOA2cViNaKctgT6ljUoSMysQXX0TNeNoNwhOlymQWEcrRcoVoAo?loadFrom=DocumentDeeplink&ts=56.82)):

So there should be a video button that you can hit to start your video.

mike ([01:03](https://www.rev.com/transcript-editor/shared/bPF_5fVRTCY_cTCn5QZZYHqiAFn95sLVzS2G-qcHUsfza-uCuhkKnqXJA4ZFsYD_TjO8-tWnaKVKyYPLCw0kn40FzSY?loadFrom=DocumentDeeplink&ts=63.42)):

Yep. The lights didn't come on and it didn't come on. It says it shows the little camera that it's on, so I got to,

Kimberly Herder ([01:15](https://www.rev.com/transcript-editor/shared/qcfZ7qGcf7Pfc2sE1tN9N-vTLryAGlzMp5zH1lNJ4cRv9GquoWIwSvA8YBeQKiYgoO-ni_WEG7jY7yQEc1wGGKV3JgQ?loadFrom=DocumentDeeplink&ts=75.66)):

It might be, and this is one that my husband does all the time at the very top of, if you're on a laptop, it has where the camera is at to make sure that you slide that open.

Daylene Long ([01:28](https://www.rev.com/transcript-editor/shared/5aUntL7HxfaCvxuGp-pO5FzT_qiKlv-m4JVpDjWozcZ_a_LNcCBajua8dOtuhfXQxvUcPk4Ig-Jj1408a8KDy_Fekis?loadFrom=DocumentDeeplink&ts=88.68)):

It's got a little slidey thing like this

mike ([01:33](https://www.rev.com/transcript-editor/shared/2m-rUC0_9O05ZcOgkv1KUm511eGbedu9Li1g8xaTAsNm4xJT52MJjr5y8He-0cfCemSYofgmyZGNgXUK4Ps21BGufk4?loadFrom=DocumentDeeplink&ts=93)):

Right over the camera. Ah, wow.

Kimberly Herder ([01:39](https://www.rev.com/transcript-editor/shared/kGAbpUUYab0wxGmiBRLNd6NVg_plHIdu7qGBx_NAIuGXZ8vO2_VmiI0luJ8oqvtMLnlnrM4kclPaxVQr1tEZEcnbD-8?loadFrom=DocumentDeeplink&ts=99.5699999)):

It is a tricky little thing.

mike ([01:43](https://www.rev.com/transcript-editor/shared/nzmKmR1lvvJTMXFI9CwEQZmMhzXDbrQ32gJtwCbOhhpe0Nnq9Uu9kbGpfiCa4s7nF9RiTWhOvLsBsZ9dHeU_YYyFRCU?loadFrom=DocumentDeeplink&ts=103.23)):

And Also, I know that was there. This is my second laptop or second Chromebook I've had for my school. The other one didn't have this on it.

Kimberly Herder ([01:52](https://www.rev.com/transcript-editor/shared/1-kkrTfMJUiPalMaH2cVv8Z0WcOwJSkqK9KSeJbhAVFsV-m3uzRKovx_xlnsEhnFfr3XcCwB34ZbqwzWs9ZGxcGh6e4?loadFrom=DocumentDeeplink&ts=112.385)):

Oh. Oh. Well, that's what my husband had now, I think it's a week ago. He did a whole meeting that he was in charge of and really wrote up the IT department, not a nice note. And then to find out it was the little thing on the top that,

Daylene Long ([02:07](https://www.rev.com/transcript-editor/shared/ALr7qrzHEZiqpExy5qIsnkgBRV5XamwCvYi3Xnshxy3VuuMamzfrvwLLf88B4g-IzsLeculS1z10CJ8JONBgsv_S0No?loadFrom=DocumentDeeplink&ts=127.665)):

Oh, he must Glad

mike ([02:09](https://www.rev.com/transcript-editor/shared/rGmgD6tvxDno5GFbbfdnHyUU2C-Kk5jHyh0drrRXkzKL-ly_Wy7T1Sc-LoPUPjjoRP3B1p7-tXOPo7vFXFCrgymKwZg?loadFrom=DocumentDeeplink&ts=129.485)):

You knew that.

Kimberly Herder ([02:11](https://www.rev.com/transcript-editor/shared/GDCf-ODh5nuN1SOdgxH7zsJFXUMAh8i-sHWKW1X4t8Pc4Y2foHjUUd74rkcqUn9VrDac20e0XS3uGOQckESK9T-TMBU?loadFrom=DocumentDeeplink&ts=131.01)):

So now he knows and I know too, so, well, Mike, very glad you're here with us. I'm Kim Herer, or with Daylene Long and she's a lead researcher. And yeah, this next 45 minutes is, we're going to probably go really fast. I am going to step off the camera in a moment and kind of do the background stuff. And while you and Daylene have a conversation, what am I forgetting that just, oh, take a minute to tell us about yourself too. Okay. What you're doing and what you've been doing and all those. Okay. Thank you.

Daylene Long ([02:58](https://www.rev.com/transcript-editor/shared/-llpavNidB9VnhhmrW77HlAojLF4Z98LIuErUeFVwz1JWBXD8ZFSK-gcAeNX5KEztetpbYjUd5ipj6efhYUfzZPHWzg?loadFrom=DocumentDeeplink&ts=178.08)):

So tell us a little about yourself, Mike, what school are you at? States' it in just the basics.

mike ([03:06](https://www.rev.com/transcript-editor/shared/TnsfvDenRahsiAg8oKykDEMoXpFJZ8k25vhjyIO-W_M-5Op9FnaFqgHT_DaxK6-eSq9L_uJ3XuUdGt35UycJuscZyNo?loadFrom=DocumentDeeplink&ts=186.7)):

At Danville Community High School, I've technically retired from the classroom, but I'm now the planetarium director at Danville Community High School. We were built in 71 and we updated our system in 2019. So I work with a wide range. I just had kindergartners in last week, and boy, are they small?

Daylene Long ([03:34](https://www.rev.com/transcript-editor/shared/u2OzzW_lTxEJhQAODa4AgYHCZqdpyscel37UQfLccKGLzyeDfpqPEupAClGcnRBYm0qEVGsaijIXlS8xD5Wq5HFZupY?loadFrom=DocumentDeeplink&ts=214.63)):

So I was the department head

mike ([03:38](https://www.rev.com/transcript-editor/shared/dUBkhVIa7gB6HCi0nciCJowmIzV5waZ1C5co9JEtPmX-V7BQTR_U9hjHH8eLZCQBVXtksirZCARw42hWSr09vLRdxSI?loadFrom=DocumentDeeplink&ts=218.2)):

At Danville and I'm still connected. Well, I trained my department head. She's a former student of mine who is doing a fantastic job. And so 38 years of experience, mostly biology, but now just all astronomy, planetarium stuff.

Daylene Long ([04:02](https://www.rev.com/transcript-editor/shared/0E-HVxUnwqawjKCpoVgrwxHZZRxzTbf8yWUDLDvdpvo_TTKl2ZYyH9mqNLQ6ttDR3P2BAtxEcdVQQNrPVAJj9N0vi1M?loadFrom=DocumentDeeplink&ts=242.86)):

That's wonderful. Well,

mike ([04:04](https://www.rev.com/transcript-editor/shared/VlBv2Btcor0qefFoBON0kmALzkkgIUhKoHOX049kIEkag6PxA2o3jRraOxj9A5HdLUYYR3MAGgC2Yq6H8VLlp7BbY44?loadFrom=DocumentDeeplink&ts=244.24)):

As

Daylene Long ([04:04](https://www.rev.com/transcript-editor/shared/JxFQ7kO9Vri5o-GMPbYJ-X2KditoVbCuvGsNQzeYrIF5OI3jcBxLQ82pD6IBFGoD2Z5cKbQwqKgXD6ZWMOm_IVhQRUM?loadFrom=DocumentDeeplink&ts=244.45)):

Long as you can remember some of the last purchases you made from your school, we should be good for this interview. Let me give you a little background on it and make sure it still fits what you're doing. Oh, so first of all, we're recording and it's just for note taking purposes. I promise that you will not end up on YouTube and I won't ask you to do a TikTok dance or anything like that. It's just so I can take some notes. Let's see. The other thing is just kind of an overview of what we're doing too. We have a client who is really looking to improve wherever they can, life science education for teachers, for students. And so they want to kind of understand your whole buying process and what it looks like and why and how and what really excites you, what really frustrates you, and those types of things with the goal of improving the different things down the road. And at the end of the interview, we'll ask you to give some forward looking thoughts of are there things out there that you think that are missing that students need or that teachers need? And so kind of looking at it from that perspective, we ask a lot of what and why and who questions. And that's really just so we can kind of understand the whole landscape and the whole story behind it.

mike ([05:39](https://www.rev.com/transcript-editor/shared/6iSul008f1eIEEhiEjt2fE03nuHUj1SYZ1HM_n7Qdus2ywrHL-LyP2Vqfco18iJZ-M1zO1esQhUt50ROr2rU4SjerDU?loadFrom=DocumentDeeplink&ts=339.76)):

No right or wrong

Daylene Long ([05:40](https://www.rev.com/transcript-editor/shared/HLWKMZRjx_a-u-T-25rC7D38UHctyLj9h2xRKbMd_39YZfa2J7T2GSDdT0R5NWgRFoIab0tIQz4Q-yNk7OJqoFJP9hw?loadFrom=DocumentDeeplink&ts=340.48)):

Answers, and for some people it helps to think of Kim and I as filming a documentary because we're trying to get the whole story and we're trying to get a sense of what makes you happy when you're using science materials and what doesn't and all that other kind of thing. So any questions on that before we dive in?

mike ([06:06](https://www.rev.com/transcript-editor/shared/OTWkH6oKcpkuOFEIZ-BABun1yI8K9wUcRQGcuD3w7o0Wi_wAOrNFg8uSzZrEmTNgw06XeKgczqxDPpINzGmmxwP0zRY?loadFrom=DocumentDeeplink&ts=366.11)):

Nope.

Daylene Long ([06:07](https://www.rev.com/transcript-editor/shared/Ahfpe5eH37EDY6SBn2YuQuLlDOF8pAml4F2IfPX6TAbXTfhrku3KFDJP7ijoiVNbeaPAOksPWw5E7ecm1AB7iOzIKyI?loadFrom=DocumentDeeplink&ts=367.49)):

Okay. You mentioned in the survey that you took that you had purchased life science materials in the last six months. I want to make sure too with your current role, that that's still relevant and that there's enough of it that you can kind of remember some of the details.

mike ([06:26](https://www.rev.com/transcript-editor/shared/1q8jwuSY3EnH3PWM1wZWHB8tDDeOJi4j4vyO6Ju5TfB2Yic0sdlqE1gmjqvFI5foFlSbYkWswpJTcxLhg85qKxoOA54?loadFrom=DocumentDeeplink&ts=386.51)):

Yeah. Yeah. I was in the department head for 15 years, so I was responsible for all ordering for our, oh gosh. We had about $25,000 budget. That included chemistry and physics as well. But my life science with dissections, those kinds of materials, live materials, we took up a good chunk of that budget.

Daylene Long ([06:54](https://www.rev.com/transcript-editor/shared/qf7zJXDzyyTZ4gVx6co7VafxhXVKXCKh39vm-CU4sxqoxANgsYHD3xXRXumzZbsHVrF5rT94Q_Iz_0H5qPZrviqWsvk?loadFrom=DocumentDeeplink&ts=414.68)):

You had 25,000 a year for your materials?

mike ([06:58](https://www.rev.com/transcript-editor/shared/ra0erv-zeGKVfbi_HFSwVkH_YJKiXtWAd9XNE5tCCWwuXzkskZVKHNPNrtjnP41ZHTiI2U2GB9AOkJsnYeKExmbde7w?loadFrom=DocumentDeeplink&ts=418.46)):

We did. Now that's changed because the students don't no longer pay. There's no fees anymore. The state of Indiana took those away, so I don't know how much she currently has. I don't think he changed the budget for her at all. So there's still, yeah, by the time you get dissection materials, the students were charged a fee, so my anatomy students had a bigger fee. My college students had a bigger fee.

Daylene Long ([07:36](https://www.rev.com/transcript-editor/shared/LGy_H8Ir3hMXYWwRLxiNBnDb6e6CBy38OEil2UR2YKXz5JnCeenMTIw5dcSIMlKZ-YOJIbbgTSHu0vCcCfdZnG7mJLY?loadFrom=DocumentDeeplink&ts=456.8)):

You were a public high school?

mike ([07:39](https://www.rev.com/transcript-editor/shared/sHbzEDj1ST7D6rRRhepryPYZXBNjN83upK8tFQWHue9dChBsvJbN8lqJw-Gk7_HD5LisnUTwC7AabLOqHH6UGXiXvgE?loadFrom=DocumentDeeplink&ts=459.5)):

Yes.

Daylene Long ([07:41](https://www.rev.com/transcript-editor/shared/xrte87CyyzH7IfY9uYQo4OakgNKrzlvCevvQkACrWXfzmLwoAmfUEN7SaqggAwNWpUpInCzILVzJadQrJQP48ZrzJGU?loadFrom=DocumentDeeplink&ts=461.27)):

That's interesting. I have never heard of students at the public high school paying fees for labs before. So

mike ([07:50](https://www.rev.com/transcript-editor/shared/NzXWnwZRLTVKMTs_Apn_jpdim9sJv2bTkHD4g6rMiS76JzI8ONX3sKjOqYGn8SGEuy8HyWBNeUaGCQkbS_P6rDCqXS0?loadFrom=DocumentDeeplink&ts=470.06)):

Yeah, we don't anymore.

Daylene Long ([07:52](https://www.rev.com/transcript-editor/shared/z5i_Am9SEwPjf1lPLeDrQ8P267Uomdp8CsBZbkXSn6xFyPRUJT1OVaqbvBOtsHw9nm5a0zDk38wfHAMHGPMCajVdKAU?loadFrom=DocumentDeeplink&ts=472.7)):

Yeah. And then you said you had some college students too, a two year, four year. What were you doing at that level?

mike ([08:01](https://www.rev.com/transcript-editor/shared/gL8jMI0Fy0QtvjMBicnY4wg9E1d6oynaX3EAiBpgpZJyOHShspeCCJVY-cx_fSi8c7dniIgYNUiaUeomL07o-kWF5EM?loadFrom=DocumentDeeplink&ts=481.52)):

So I work for IU now doing teacher evaluations for the dual credit classes. So I taught, I used L 100 for 10, 11 years total.

Daylene Long ([08:13](https://www.rev.com/transcript-editor/shared/_X-IKJzVklVAyGvlVvgzqHUnBGQCP_rvssvnaDWhRnQq7n9Bo2hJzUw9M-r0FjsKyH7ZyZwm6m_96QrMBJ4MfH_xWTY?loadFrom=DocumentDeeplink&ts=493.965)):

Oh, cool. What dual credit classes did they have at your school

mike ([08:25](https://www.rev.com/transcript-editor/shared/qxNQcXH9ak-M2EVWuxlCsV293kdxLeaA7rl3XLsfarwVuuNRw4lvHg3kTkVEUQ-UA_aNThBbMTjWiigf5b5TK0Y6Bco?loadFrom=DocumentDeeplink&ts=505.37)):

Besides the AP classes? We had an AP physics, which I don't consider dual credit. You got to get that test to four or five. Nothing happens.

Daylene Long ([08:37](https://www.rev.com/transcript-editor/shared/5-sLIsyFATXmwVBbkW_MOsktNG8SfBLRO-RNjj_D-hEAcZYmgVeW4S0fq_O_m_TYQfA4zrOKru2jB6ACfLbeJ9yphOE?loadFrom=DocumentDeeplink&ts=517.04)):

Yeah,

mike ([08:37](https://www.rev.com/transcript-editor/shared/nnDc-fcafhUqPBLKoKMeDc2zMpWcldohTd_4PMxmx1C0wmPx96nWjjvtRz2nyS9GKc-wDJ29niDwv1pcDCFPrJdX4lc?loadFrom=DocumentDeeplink&ts=517.88)):

So in the science department, we have a CP chemistry, which is a non-majors chemistry. They're getting ready to add the first major chemistry for the first semester of the majors course and the A CP biology, which is non-major bio. So the same gal that I trained is doing all those. That's Great. And then there's speech classes, there's speech, there's writing, there's, let's see, there's a Spanish, so those are all through iu.

Daylene Long ([09:18](https://www.rev.com/transcript-editor/shared/8sFtWECEilKy96Y6F7M3CCd1Lfw7Sxe-1LuBCNVp9kRPAgvnhgBfcm_NyN3yxKpHuo3Jpjsd_L78Cst8lXIeNcggR6M?loadFrom=DocumentDeeplink&ts=558.1799999)):

Okay. What's the name of the person that you trained?

mike ([09:23](https://www.rev.com/transcript-editor/shared/_HMbUHLDTjpjiDabhZagn-iZ_0lKGsWas6QijPnPpcECpD9PESchhIgJnRpm8IDVjIloBA7ydZsHQrdHjQojKD-Tl04?loadFrom=DocumentDeeplink&ts=563.55)):

Heather Jackson. Trying

Daylene Long ([09:25](https://www.rev.com/transcript-editor/shared/TAPs8kCQYBtCmkI7nOxvj3fOFH5B5PzfsRprHfuXht4wQ-8VujV1uExuLaw7kCuVSOHVu8m-c0GmChD4Wmx_tzdIbIQ?loadFrom=DocumentDeeplink&ts=565.92)):

To remember if I've talked to her or not. I don't think I've met her. Okay. So I want to have you kind of roll back in your memory a little bit to maybe the last year that you were the science department head and purchasing materials for life sciences. You've got years of experience on that. So how did that process go for you? When did you start deciding you were going to get for school year? How did you decide what you needed? Walk me through the process a little bit.

mike ([10:02](https://www.rev.com/transcript-editor/shared/csn9v-zdxN25HdSvQoO39hMHxtXUsD-d-beQ4aVSUW0TVo-C4-FZDJ8HVn07_XIyJB6fYW1_v_E5lNo1gKdNynIpuZU?loadFrom=DocumentDeeplink&ts=602.79)):

So for me especially, it was important to make sure I taught the honors bio. So I had honors biology students and my goal for them is differentiate from regular bio and do more labs, making sure sometimes we would do a couple labs a week on materials and time, but we would have to have all of our money spent. So we'd get it in January and then have until the following year, and usually by the end of October, they want us to spend all the money by that point in time, so everything could be in at least have everything ordered, I guess by that time. So by the time December rolled around, they could close out the books for that year. So I always made sure I spent all the money and then I'd ask if anybody else had any money they hadn't spent in their departments typically. And I would dissection materials. Cats were really difficult to come by, dissect the cats from anatomy class for I don't know how many years. I did that a lot. That was

Daylene Long ([11:30](https://www.rev.com/transcript-editor/shared/NO1KT2naFOyHYzD-p_il3qrpm9rFGN6wlq4iIRAmBd4q8RD3A8pWie2UaeLucuo-wdhkxnxFN7XyZliyjtZchDuc8oE?loadFrom=DocumentDeeplink&ts=690.1849999)):

My,

mike ([11:31](https://www.rev.com/transcript-editor/shared/_u-93TEZ5UDYsmrs-_XHqk5Ofh_leTywc2TVy5JXns6l8bEIPNY7kGfgOhiNGXUJSW_mmsWHHRINCvTeJAp9gx07YNg?loadFrom=DocumentDeeplink&ts=691.38)):

I did rats for my college class. Everyone in my classes dissected something in some cases, multiple things. So that's a big expense. And finding the right company because they're not all created equal on those materials.

Daylene Long ([11:51](https://www.rev.com/transcript-editor/shared/IJS0Ml9szaq9X7tlFg36-Lyr1gLUuoVHQwtN0qRGR3k6aaJutPLCkjyAal_CJW7zv0aI1ea5hirLmluhUR5ila7NEBQ?loadFrom=DocumentDeeplink&ts=711.84)):

Tell me a little bit more about that. What do you look for in terms of the companies that provide those materials?

mike ([12:03](https://www.rev.com/transcript-editor/shared/NyA4XK1W1w9ee2KD8t6sJ4UTnDfsfEq0SNt8PA23wnihI-8K1hKvAk5tJuykGhvezpE0n4ZFWPxvcckKYsUdlihp3_c?loadFrom=DocumentDeeplink&ts=723.94)):

Well, I know prices is an important factor, and I'm going to guess it's going to be more important now without, because the state really didn't, the state changed the rules and give you Money.

Daylene Long ([12:24](https://www.rev.com/transcript-editor/shared/_ot4V1F5ocRO7I37ghOoL00PUqRU5KzJAwexaJNQ0OeYPLlcK_8bQjwnfkLmUf1Hm1YP5R58pZAQvjjB10RpmdfYPaY?loadFrom=DocumentDeeplink&ts=744.33)):

You're cutting out,

mike ([12:26](https://www.rev.com/transcript-editor/shared/Z5_a8OkZt4M6WKNwgE83PpFtLpy_q6t5KpDAmSAdGE5ElHNfCRNvD7PfJDNeFdUQb8dBRr75-1GBA1dPsak2scOwpwQ?loadFrom=DocumentDeeplink&ts=746.86)):

Mike, you're cutting out just a little bit. We're having a hard Time, so that may impact that a little bit. But

Daylene Long ([12:33](https://www.rev.com/transcript-editor/shared/Vlz_V9JaEwRkuMWfy4Is4T8iaiprHslhsQagBNnXUpwQ6S9-pSgk7_fooulNCX81CZkKztmFUoJhhRPnLhlqhSFJ4ec?loadFrom=DocumentDeeplink&ts=753.61)):

Mike, we okay?

mike ([12:34](https://www.rev.com/transcript-editor/shared/EYOnie_NLkTAkNwfi739DMjxUjFg6ZXgBomP3uPw9qS3FNNEIPO8rtnb7mu2oIWkl6SJJB4S9JOVyGFytXEJXWhTICA?loadFrom=DocumentDeeplink&ts=754.345)):

Yeah, we got

Daylene Long ([12:35](https://www.rev.com/transcript-editor/shared/aFal-V_vlh1D3cEV2AicuSP5B4kGGElpwzcH7xauzOoqxnrM54j7WN-pxE40FI5Bn-MKyVP4EKVMsWmy-m8yV-nhLDk?loadFrom=DocumentDeeplink&ts=755.11)):

You cutting out a little bit. I think I missed the last Minute. Okay.

mike ([12:38](https://www.rev.com/transcript-editor/shared/2QLnXFT1vmHaB-KGdID0RWqmJrx3f8sQHgn9Yrb1y9PMJLpla7UjcPt-REJCn38tJ9V8AISM0sf875a_3k0L4qg5tc4?loadFrom=DocumentDeeplink&ts=758.035)):

Maybe, I don't know.

Daylene Long ([12:40](https://www.rev.com/transcript-editor/shared/JGoFNT_NteL0URJPtxuCAdVoX8niARFpG_SvIzYYb4bqUpLn-hK-0A43mTna2MMdqkgbyfNBxrfAIMsTgApyHADP_Ew?loadFrom=DocumentDeeplink&ts=760.51)):

Got,

mike ([12:42](https://www.rev.com/transcript-editor/shared/QYxJYXpkswETfiycefhHX0m9lcokSiO15PxYvbAEYKbgRsGvHzzo1BJRYYoeHOCOQzlVk9oYFk9JaoeKdzLvJkFWbI0?loadFrom=DocumentDeeplink&ts=762.49)):

Okay. Is it better yet? I can move to a different room if I need to.

Daylene Long ([12:46](https://www.rev.com/transcript-editor/shared/s3tBPO1rDlOvkQ6kIc1TpouWdax1EW1ySlhFurYYo9l1FikkN1_sKomYfTZi_66QLgS_-vy9A8BtZqBenviJkqTVFDE?loadFrom=DocumentDeeplink&ts=766.12)):

That's better. I think just leaning in towards the microphone.

mike ([12:51](https://www.rev.com/transcript-editor/shared/_u1VpBkXjbiiDWfzHY44yFDRJvJ5bon_9yd3MRvJBwFpQPm1SVKzI7xHEokwRclP-7cs9rppg15rmgLCcrJ3AXOFMLM?loadFrom=DocumentDeeplink&ts=771.49)):

Okay. Yeah, I have a big nose and it gets really big in the window when I see it. You

Daylene Long ([12:56](https://www.rev.com/transcript-editor/shared/M_QEKGB6-5mTJy-AgyxMvAAi1u1_FtF-mmpR1Cfy36rSCr9OPK8KVYHchWhYJnkeIhoGqp60bQ6toEplJdYsYJpgIc4?loadFrom=DocumentDeeplink&ts=776.6799999)):

Do not have a big nose. I think you just have to get a little bit closer to the microphone.

mike ([13:08](https://www.rev.com/transcript-editor/shared/XEs29PqAFaregS1yY-2fftfiGSXDu_2G2ULdaJN0R_-qi-ljK16sGA1Pp2KNvT6O6kYtGesG-AMp3xaTxKFtLTI7fhc?loadFrom=DocumentDeeplink&ts=788.11)):

So my job, what I did, then I had to coordinate all, we had five of us in the department. I wasn't the only one that was spending the money. I tried to get them to, as they use something up, write it down for ordering supplies. If we needed something, we'd order it. If the money was there, it was easy to order. And I got together with Flynn and they gave us our school corporation, a 10% discount and free shipping. And we went up with the contract with them, and we spent most of our money there. They didn't have a couple of the specimens and some of the live stuff that I used, but once that happened and some of the other companies kind of switching a little bit, that was a big thing. Free shipping on some of those things. Free shipping on 50 pigs is quite a nice break.

Daylene Long ([14:15](https://www.rev.com/transcript-editor/shared/KkXOTJv3OoD5CWbGi6bfPABevYOPYOI22z2rcOuoEf5-NFxOK7ukPhAjwal1Vvl0NBsKDMheeqQOGQGAVB0sNjwnEhM?loadFrom=DocumentDeeplink&ts=855.095)):

Yeah,

mike ([14:15](https://www.rev.com/transcript-editor/shared/-p7-Ti5Ik-SJKL8ce7q0V5oi-8-YACJ74h_thvoSl6i2E3YMfG2MHIoO2ZmxtgYfebGQckFD93UMl7b4oLIRYC-81ok?loadFrom=DocumentDeeplink&ts=855.94)):

We would do that. I just have a Question. I wouldn't do our big order in the spring.

Daylene Long ([14:22](https://www.rev.com/transcript-editor/shared/9-EWGnFw-vyYawCyjq7ByRMkc8AaXEY7lgzOg2u-OT7o_LRjUvavvYULG1vP9QfI7yD8keo6hQiH4x8hmuU2rNLxgGo?loadFrom=DocumentDeeplink&ts=862.42)):

Okay. You'd do the big order in the spring, or you would not do the big order in the spring.

mike ([14:28](https://www.rev.com/transcript-editor/shared/Cg_f1JoTJHq5_XdETPerZXeV3sYEcUIlSgBhRM35pAQB3j1IHEPf19YNdLT3FsGIBW-gFYH-myRUpN3EFcUuwS-Is-U?loadFrom=DocumentDeeplink&ts=868.93)):

So I like to have it come in during the summer so I'd have time to check everything in and get it distributed to the classrooms it belonged in.

Daylene Long ([14:38](https://www.rev.com/transcript-editor/shared/fyTm-Ff-zdZU8CzUM-l0A4lCuF4rLT_r4q7qfsCeiYCJjy66T15hemls2ZMB0YngqoyU2PHRWu8ANjqmjQDg5T8TylI?loadFrom=DocumentDeeplink&ts=878.65)):

You were working in the summer to take those deliveries

mike ([14:44](https://www.rev.com/transcript-editor/shared/gtOS_ayeSOCuSEeUN4dX6UqQ5I9T4xMc3e3rKqudPpsUqjK9d6s8IGNsXpuujJW8fqzMSzbWKZFcvSvDT0eCCEZc3Pc?loadFrom=DocumentDeeplink&ts=884.89)):

Teachers, as my principal would say, your salary, you're not hourly. You can come in whenever, but yeah, I would go in and do it.

Daylene Long ([14:55](https://www.rev.com/transcript-editor/shared/Q__t1RKLarivSNu8Vcb8A6dvwpuJ2fic3REseoWH6ZHSoW4EyRBux22P1sxdWCicfbe5Z5T4yqwCvFNCTeqyDAMtvmM?loadFrom=DocumentDeeplink&ts=895.01)):

Okay. I have a question about Flynn. So you mentioned that they gave you a 10% discount. Did that come negotiated through the district or through your school?

mike ([15:13](https://www.rev.com/transcript-editor/shared/3mjZrns10jFYNzbgc7xaS3s-HikMnvOzj_6pmZpEteF5ZbRku1fzUtFoh9idnzEO02TL9tXcHpLutTvbW5GTV800T7o?loadFrom=DocumentDeeplink&ts=913.76)):

I just set it up, I don't even know. It's been a few years now. We've used it for a while. I don't remember even what I got in contact with the representative now. Either my principal or purchasing person signed off on it, but I got it set up and they have said, yeah, sure.

Daylene Long ([15:37](https://www.rev.com/transcript-editor/shared/0ru-1oeI85Fk1_NpDVnJ7PA-17U_x2WIYFagjDrde1fIUBNT8ucTRdbriqtvaBF6Z6s-37LFQWBwspxlJ_1UnbZqKTE?loadFrom=DocumentDeeplink&ts=937.91)):

Okay. Well that's pretty good. So you liked the free shipping, you liked the discount. Did Flynn offer you any other kind of perks around that that were important to you?

mike ([15:52](https://www.rev.com/transcript-editor/shared/vXuzM70JBvVDKzwjJhkQFWlFRlNGwa7ghoKKLrNiK9qQc37kty_FxYpyZdQ4yCpDich9PcmUF6mV_mVYpuLgkel_oE0?loadFrom=DocumentDeeplink&ts=952.82)):

No, that was it. Tell they were pretty good at getting things out too. So if we needed something quickly, we could pay extra, get it shipped, but their website was good, I could get on there and find things pretty easily and then I could just put in a PO number, actually made up number. My treasure just had me put the date and my name and everything worked out really well at doing that.

Daylene Long ([16:31](https://www.rev.com/transcript-editor/shared/xEj1t2MNVDfMbIG7nXCnClJt1-RVegQ2dkfdNIwX3DK5iJ7ywIo5XZdkn3M-ns9LNhpncd5WRwimzb00-3alRLxtdig?loadFrom=DocumentDeeplink&ts=991.4)):

So you mentioned that you usually could get the materials pretty well on time, but that if you needed 'em faster, you could pay extra for shipping. So there were limitations then on what the free shipping were like. Did they say everything within two weeks or did they limit and say those big boxes of fetal pigs, we will discount those or were there other kind of limitations? The

mike ([17:01](https://www.rev.com/transcript-editor/shared/RX-9FD4DM8VWMrDfvNoODaVwwfFyDnzqt8C4ue9SEtvfVe6eSVKFWOROyv4L-jK64LL59cr5E7YyyHoGBKy5hs8v-uw?loadFrom=DocumentDeeplink&ts=1021.25)):

Only other limitations when there were special, like hydrochloric acid, had to have special shipping. Those were always, we had to pay the shipping on those.

Daylene Long ([17:13](https://www.rev.com/transcript-editor/shared/1tPsepJRiBxdPOUXYoXEsUSessO1aIGPnTVYtrw2Yf-e4ia1jYkuZA3UexvTMU6w9dM3eCy0ujSJ-DX2zocOMs2xYkA?loadFrom=DocumentDeeplink&ts=1033.79)):

So there was a clause that maybe had some other things that were limited in there. Yeah. Okay. And then so do you remember what you bought from Flint? Which were the key specimens that you've bought?

mike ([17:38](https://www.rev.com/transcript-editor/shared/eRU4FdilPKnV6avoLT-mkO0cZFe_ljktEmNI5SgHsGJ0JhqkVOdEeonlw516-cJK9jOS6EkgRYDXj9T8vHp2QFaN8TA?loadFrom=DocumentDeeplink&ts=1058.095)):

All my cats got my dissecting equipment it through a representative. I got some used microscopes. Let's see. Yeah,

Daylene Long ([17:53](https://www.rev.com/transcript-editor/shared/jnu8DRdEMxERCORp__FxVuJx4V5PEFXiUEdX7fmyU7kCbCyTSDE2oSTTz-2D9bLwWOsa8Et-lWP4aowHHyDlgxsYg30?loadFrom=DocumentDeeplink&ts=1073.66)):

You mentioned the fetal pigs. Did Those, the rats? Yeah.

mike ([17:58](https://www.rev.com/transcript-editor/shared/9UADteIAcNZB7-hI02vc42fYaxufm6H45Mhn6X0HecvCnT2M4wvDY89nFe7ENQU2T5DL7KFfqPKEmzX5Uh39-El-wrs?loadFrom=DocumentDeeplink&ts=1078.2349999)):

Yeah. Yeah.

Daylene Long ([17:59](https://www.rev.com/transcript-editor/shared/iI_o-IfTuCAt2Fp9RmttLe6QR0fIiMkK84EOvjq__BBrYST2ZPOWe3OyFE5vDPhEK2hpXyEUpgeBXwdEngmIFW0qhrU?loadFrom=DocumentDeeplink&ts=1079.58)):

Okay. Rats. I got double.

mike ([18:02](https://www.rev.com/transcript-editor/shared/rri2bfsix2S1ThUiVw8evv-nhFyTWJGselA7y02rJeOWhn9KftD2HwtCoNN7vgrczC4xCY1Ru50JuXIJuHk-u12Wvyc?loadFrom=DocumentDeeplink&ts=1082.52)):

Yeah, they didn't have, I did live frogs. I had to go through Carolina to get the live frogs to use and

Daylene Long ([18:15](https://www.rev.com/transcript-editor/shared/DLGNpQ8lRH2VgUw8_cAaPy-I3LdHgYGum5mW6RvV31MqaVM6XjiwkG3YQi5NfRagB0hMr9gm41VMZA5jF3n3Wm4yGY0?loadFrom=DocumentDeeplink&ts=1095)):

Every

mike ([18:15](https://www.rev.com/transcript-editor/shared/5r0uxnZNMr2cwxC-T8QUmcWLGS06Jcw00sEJFRNgbV8uGww7U7lqeOeNWEfg-nLN1gcjsc3qI1xXGD8aFtZCv3y7CPw?loadFrom=DocumentDeeplink&ts=1095.33)):

Once in a while I would get some other live materials and usually Carolina would be who I went through for my live stuff.

Daylene Long ([18:25](https://www.rev.com/transcript-editor/shared/_UpikdDNKNmqEX_Em-s5TVEoQ7lirCWT3dceJHxGHvmm9x35jdisJHkesNHvVQLfolRDQmxNPqCqamT5Zf1bLZin8sw?loadFrom=DocumentDeeplink&ts=1105.47)):

Okay. What did you like about Carolina for the live stuff?

mike ([18:32](https://www.rev.com/transcript-editor/shared/Y7eSgS1zisM1r2Ax-lPNUCGSSTNnT1V511gmjffQi7naUEfz4n3qJcNCLirA9yxQFDCgRGmITgNuEn8sgpVrR8Mai5w?loadFrom=DocumentDeeplink&ts=1112.76)):

Well, they had it so there was more than one time where they screwed up the dates of stuff. And this last, so I had frog come in at the wrong time and you can't ship them back. So I just scrambled and did, I mean, it was like, okay, we're not ready for these, but we're going to do 'em anyway. You

Daylene Long ([19:06](https://www.rev.com/transcript-editor/shared/YnfwDC62DNpt9MhnPpcsk9hySy--iPhqGKqeItFVkhOP6485TUHS8roj4f-UrDmJW4hMQyYac9mAsDW0JdtsabnUZxc?loadFrom=DocumentDeeplink&ts=1146.66)):

Said

mike ([19:07](https://www.rev.com/transcript-editor/shared/ehPm2WHmonMMYaMffEVoD8TUUQsDnphat36Fie1OF7OCitIbQBPK2T_yEwB7i7WDdy_DvIMw0krUNKv1nLH168Bht8Y?loadFrom=DocumentDeeplink&ts=1147.95)):

The last

Daylene Long ([19:08](https://www.rev.com/transcript-editor/shared/_DZnEiDJmIf--sWQX6AsOJxEa2TGhAogMYRmQk-k0zu9gfD7oKqvqCJRvCCDc4M8CIwiZ0iVF4Qi8SdWyNoQHxgJ-o4?loadFrom=DocumentDeeplink&ts=1148.19)):

Couple years,

mike ([19:11](https://www.rev.com/transcript-editor/shared/BGK87mtdmVqpV6NoogLO24tEoS-js8frNj8DCD8N9lkFAZrJFPEmBIRj2lzWdMJoK6WkVoSp6g9Wvig859hcXI4wmvk?loadFrom=DocumentDeeplink&ts=1151.13)):

Go ahead. Last couple years it's been hard to get any decent sized ones because of weather. And I mean, that was supplier problem. That was a nature thing that was nothing to do with what they had control over. But for the most part, I was pretty happy with the frog specimens. I did some plant specimens that we got from them. They were shipped, they were well taken care of. I didn't have any death in shipment or anything, so it was pretty well done.

Daylene Long ([19:46](https://www.rev.com/transcript-editor/shared/6YhT3JzYOCKW0V1k4kE-TUhMuonOY4D2_gu0yeiaZ3EXChvMJ5t6ULwFjLW3BGZqZFGP5Cb4y1XEBRPN9llmhnkBYAE?loadFrom=DocumentDeeplink&ts=1186.1099999)):

You mentioned that the frog thing happened a couple of times where you'd get them at the wrong time. Was that any time in the last 2, 3, 5 years? Was it a while ago? Do you remember

mike ([20:05](https://www.rev.com/transcript-editor/shared/2nlQuwban6kFtve3MIWDNM16V89jcBupzq7_sz6oZJZfmCYQBauSwk1sON5ZRnz1K4tLRHwbFsUojeX41sTVU4Rn2gY?loadFrom=DocumentDeeplink&ts=1205.815)):

The early, when it shipped early? It was probably, oh gosh, I'm trying to think back what other teachers were in my department with me. That gives me a timeframe. It was Jim. Yeah, it's probably been probably seven,

Daylene Long ([20:26](https://www.rev.com/transcript-editor/shared/xyj5uX9UwKQKf0qab1QrtQr2y0_kiecCKYLVAfFYcSl-Lha7roKp5zuv2p9Pja23qZa7zpZIyFuZNquC6Og797FvQ14?loadFrom=DocumentDeeplink&ts=1226.725)):

Seven Years.

mike ([20:27](https://www.rev.com/transcript-editor/shared/ydpjfoSig1-EU-ackeckW4k5cA8HaYRmpuqNgYOSLRYwx71Uuz4kAokosu-NcpHy8Xpy5lc-rdnd_hbDaW95YKxWyZ4?loadFrom=DocumentDeeplink&ts=1227.565)):

Seven years on the early arrival. And they just shipped them with everything else

Daylene Long ([20:34](https://www.rev.com/transcript-editor/shared/veFNx8rRax0iPdH3QvtsOxV70nHESZYIP3SlpR0SCugGuS9XRRlpbAYxEuSN48smvLiu-LvoqPOkGfuEuoo3tuxhl9s?loadFrom=DocumentDeeplink&ts=1234.8599999)):

Instead of shipping them on the daily requested.

mike ([20:37](https://www.rev.com/transcript-editor/shared/MUO5UyWrYmdzB8TX5M0ciF1g31MPn-uHNR8fYI8cIJ0wZWxAVUSxw_L14SPi8Xn7sY_1D0oDiTsFVKWRe_A7R5hUbXg?loadFrom=DocumentDeeplink&ts=1237.53)):

And then I had a couple, couple that were delayed, which is always better. Then getting 'em early. We were ready for 'em when they came in. One of the delays was two years ago. It took an extra month beyond what they said now they didn't communicate very well on it, and it was like, okay. But yeah, overall pretty good. Have

Daylene Long ([21:14](https://www.rev.com/transcript-editor/shared/XBGXhQRB_LNWMtl-5S5UjxWB__qiclLoE8s-qTpAmT2ZTwdQ6t1dgeikjfW-DiNPsOM0kAomfnbUOgVllv4Gmjv8W1Y?loadFrom=DocumentDeeplink&ts=1274.92)):

They changed the way that they've done their shipping of the live animals over the years? Not really. The frogs are always in a box and with moisture with holes and they had to come.

mike ([21:29](https://www.rev.com/transcript-editor/shared/rMhseD-JrQnjTsQX02lGi9ZGcVXkH5StaiFuoh5_rQyM8WhfAftSBL2Z5rg3DNNj9zcoPPsV_tkybtGpPMEaxgmDd30?loadFrom=DocumentDeeplink&ts=1289.335)):

You could only get 'em arriving certain days because of how they had to ship. I think they do two day shipment, I think, if I'm not mistaken.

Daylene Long ([21:39](https://www.rev.com/transcript-editor/shared/cfmxAYjelrPe3iBPvW4Se45ig-YfyTqHJZzJh8dvMF7Vr6fhsDVX4UUqrA6GvKeC4j1_5MkPli9uk72938sNxY7mxqk?loadFrom=DocumentDeeplink&ts=1299.19)):

Okay. That's helpful. Let's see. I'm going to flip through my notes. Any other kinds of life science materials that you routinely purchased?

mike ([21:56](https://www.rev.com/transcript-editor/shared/e-oLnIACZzsBOhtqNqQUAqVbMYHOQqAa34EHf53mK6TZ5WQf4vBaS3nY7GqhqzJVITbeGsf3PuQ5RQ4Zkxp0WmiqmO8?loadFrom=DocumentDeeplink&ts=1316.74)):

So different slides I had with my anatomy class, getting some tissue samples, and Flynn had all the tissues I needed for human anatomy. They're expensive, but for me, knowing that they were going to use that when they went to college was important to have on hand and having more than one of each type of tissue. So you've got 25 students in trying to use the slides, you have to. So I would, a lot of times at the end when we were, if the others didn't have any requests on Monday to be spent and I had some leftover, I'd just get a couple of tissue slides. It's like, okay, I have a hundred bucks left. I can get, geez, they're probably five to 10 bucks each, depending on if they were human or others mammalian of some type.

Daylene Long ([22:59](https://www.rev.com/transcript-editor/shared/YIaN4Abneiv4Agj_QJKyfGmwXxZfLioeUmtOU27TnNZi0azf5D6Cw-IEOUMseLWHSuwvwdtwR9xVxD7voHQMAseiRtc?loadFrom=DocumentDeeplink&ts=1379.32)):

Interesting. Okay. Let's see. I had something in there. So what about anything with technology? It sounds like you were a pretty hands-on guy. Did you do anything with other things that you'd buy from Flinto Carolina, whether it's balances or beakers or probes or digital labs, any of those kinds of things?

mike ([23:31](https://www.rev.com/transcript-editor/shared/1xhPlJTp3uzUtDYd06EnBB5N2UXxTOmFiEJELUq88dE4SR1JGxicUh0cS0m1CH3GwLl_l2jXxyMY0UGU3ewIQx_zN34?loadFrom=DocumentDeeplink&ts=1411.72)):

Yeah, we didn't have gas in our room, so hot plates and they get broken and go bad. So that was another one of those things. So technically that was a equipment thing. So we had two separate funds. One was for equipment, one was for consumer,

Daylene Long ([23:55](https://www.rev.com/transcript-editor/shared/KRA0QiC92fjRPLosXuKjjg0YN1IusIddkv0c3tDHyW_2jGmrkFNL_-vrV1ZKQ944R3ENu0THJKx8_GsbAY4H2Os16Pg?loadFrom=DocumentDeeplink&ts=1435.94)):

And they were separate budgets. That was the one was the one that came from the students.

mike ([24:03](https://www.rev.com/transcript-editor/shared/geSP26KfSP9cYkelJgXiC8QplJUtKDTnSxtZ05cBZ_etYWHY9go40NCWJKkyyEmSfLQMvqMnpLCvEoim3Zdvdrtlops?loadFrom=DocumentDeeplink&ts=1443.53)):

But my gal was pretty good at finagling things, so hot plates weren't cheap and those, I don't know if I got all mine through Flint or not. I know there were a couple times before I got the 10% discount. It was like, okay, I'm just going to find the best price and get hot plates a hot plate. And I used those several times. So we would get one of those things is like, okay, there's money leftover. We have enough or a hot plate. Let's get a hot plate, have it on hand for when one other one goes out. Electronic balances were kind of expensive. And another one of those things that when you get 10% off, that goes well. We had, they were Vernier calipers. So the technology wise we've had that has been added. Chemistry started using 'em first and then but dissolved oxygen to do some sampling, some water testing at pH we use as well. And

Daylene Long ([25:30](https://www.rev.com/transcript-editor/shared/ijPXDNpo44KJWyHtS3RPAyda8CDtiixO2heJbA8Z0cOoqI6UwMc6yQ5Ux5dFVv2vo4FO0OoB_jE2_HPPKg2wkOxByXI?loadFrom=DocumentDeeplink&ts=1530.2)):

You bought all those through Flint?

mike ([25:33](https://www.rev.com/transcript-editor/shared/8BpYrH81m6qgRIaaCrGRRVRr7kknDjzJYRL4cpIjhdsLUgUgbb_aWGvMQA2FfFUCWPiHK3xmkRNGe4zjctekUgSKq9Q?loadFrom=DocumentDeeplink&ts=1533.2449999)):

No, that was Werner. I think all that Probeware went. Heather took care of that. She got a grant to get some of that.

Daylene Long ([25:47](https://www.rev.com/transcript-editor/shared/Fx2ByoJfbLtKIMMOl28c5G60Y0AHS4oXeMT2--RPfOowv38hXGfxw7pC1XL-aRpbMuVQIMAEMIqWswUT-UUz-VjU0YA?loadFrom=DocumentDeeplink&ts=1547.75)):

Okay. So that came out of a different budget allocation in terms of some of the technology that you were buying?

mike ([25:54](https://www.rev.com/transcript-editor/shared/bBTNFEUTdAvAe7gRmgqZX9EtMrc9W51dJRf1W5fKl7Vtg2RZBQvztxFIgZ5Y303ZNkuKhOZMfzvagDcGBkdoLTjePrg?loadFrom=DocumentDeeplink&ts=1554.89)):

Yeah. Yeah.

Daylene Long ([25:56](https://www.rev.com/transcript-editor/shared/UfjS5QeCylbFoIHbvsyQnIZTcakay9BzstwtTeQ9hy7OaGb7K_J3HdO_-V-6rWw31dRGqJWFG22M43h6SIIqWASuh6Y?loadFrom=DocumentDeeplink&ts=1556.8699999)):

Remind me again, you said you had about 10,000 for consumables. What was your technology budget around, do you remember?

mike ([26:06](https://www.rev.com/transcript-editor/shared/ji7wNi90izjpeUhZW3lu5ex7OewZPM0Io6I2a5EaxRcaCfWfBcwK4vwZh9Ary67nQrZOHSB5Nq1MD50-ynjN2gyu3B4?loadFrom=DocumentDeeplink&ts=1566.945)):

No, because the tech, straight up tech all came through the corporation. We didn't have a lot of choices on some of the stuff I did use, I can't remember the company, we got it from a couple of cameras that go on top of the microscope and you can plug 'em right into your computer. I got two of those. We had a kid that was visually impaired and the microscope was not going to be something that he was going to be able to look directly into. So both the classrooms he was in, I had a little camera that he could use and still be able to participate. It's a

Daylene Long ([26:55](https://www.rev.com/transcript-editor/shared/GPgBvmjS86CnrGFE4YuyYqzdmVz-jdboNDYVv9Ky8DgsUJBlJ7Ek0CODyUczVnts2QbfS6XmHebvYjpk9-JMhNIXOAk?loadFrom=DocumentDeeplink&ts=1615.92)):

Nice accommodation and I think it's really neat technology too for the scopes. I'm just going to flip through my notes here and see if I missed anything on that part. Do your teachers keep any kind of, or did they keep any kind of a running wishlist or Excel spreadsheet or did vendors send you their pos from last year or your POS from last year? How did you assess what you bought in the past and what you needed?

mike ([27:36](https://www.rev.com/transcript-editor/shared/tOxA6DHOA72mia8GTEeIV2Hl22ioCi6yr7utKFEtDtOezHoFFVk_9gQp_4J5iZP-tFdrotNesAiIqbzbP5fXCbdKxMI?loadFrom=DocumentDeeplink&ts=1656.9)):

Well, Heather was really good because she had the chemical storeroom, which that's a big pain in the rear. And the chemicals we use in biology, the sugars and those kind of things. I just kept a running inventory and I would go through, would just go through my labs that I do and check off to make sure I had those supplies on hand. I was taught by one of the best to hoard everything as a teacher, including tape and lock it up because people will come and take it. So my room on I left was well stocked glassware wise. That's another one of those. It's considered a consumable instead of equipment because so much of it is lost. So I would always get glassware and essentially by inventory looking. And then when she ran out of something or was getting low in the chemical department, she just had a list on the wall that she kept. And a couple of my guys, I think they got shorted a couple times. They didn't have any. It's like, well, we don't know what to order. They were kind of new and it's like, well, I'll have enough on hand of the things I know that I do. If you want to do those things, then I've got it.

Daylene Long ([29:17](https://www.rev.com/transcript-editor/shared/V2_Vkx6z7_6z1oFgTz60WSw0eVoyYR5Gv_SY-kC1hj8aqDPJPs9C2NeQEitGOHg1lXfcutnvTk_hbkzg75L9x0Wr9GA?loadFrom=DocumentDeeplink&ts=1757.49)):

Yeah. Okay. So you've mentioned Flynn and Carolina and Vernier. Are there any other vendors that were kind of your go-to suppliers

mike ([29:31](https://www.rev.com/transcript-editor/shared/WBwZ5QwV7vIulJ2ZqXQnEDEUudFkn7Pp-7ksBbj-JBu56TjaJHR0QdoiFGK4Qu158uRrWsoQm8UP31EIGdn4ijhQWJI?loadFrom=DocumentDeeplink&ts=1771.98)):

Somewhere? I've got a red thing like this from science kit.

Daylene Long ([29:37](https://www.rev.com/transcript-editor/shared/S4W2dyxVlzsF3B_jpK3X0sjiGzDeI2bhiazECYY7XwHw8KEfUf8fStBxYXW3UqqWsbGdw7ZJ9PHrIpRMNBws1FEgY0c?loadFrom=DocumentDeeplink&ts=1777.74)):

Science kit. Okay.

mike ([29:41](https://www.rev.com/transcript-editor/shared/oHtj9-tYT0oM0D9CuuLOPzqMClEsGvhydxkz85FdvaNXZ1pan0-5G8e1FOiqrzzRFW2d25SnFtyYQt0ZvML9uMGimdQ?loadFrom=DocumentDeeplink&ts=1781.2)):

That got merged into something, right? I

Daylene Long ([29:44](https://www.rev.com/transcript-editor/shared/sle6h-_gsz461mMapv1UCPR6nB-FygVbVcb5-GzEz2N2YW6ti3p9Q86Y79JHNmKNK6EBHQqscqy6rNneu9ZKBqw0fes?loadFrom=DocumentDeeplink&ts=1784.41)):

Think you might be right. I don't remember exactly who they might've merged

mike ([29:47](https://www.rev.com/transcript-editor/shared/uvkzQI6o4vYkLPMu5ftrrcEThtfdgXgIuEbtJ74_kncyzLZ9lz9ixAshJ0uEdxvFGWGr5-81lm7z8kZA_-G_gCi_zuI?loadFrom=DocumentDeeplink&ts=1787.86)):

Into though Every order for a few years and I was using them predominantly. And when we got connected with Flynn through the guy who does the microscopes and then we got the discount, it's like, okay, I'll go with them. But I've got a couple of red shirts that have their science kit stuff on it, but it's been a while since I had done anything through anyone else. There was a biology, it was a dissecting company, Corp I think is the name of it.

Daylene Long ([30:34](https://www.rev.com/transcript-editor/shared/vjqfSbqTzAXS_8xMq9yRW6prcqFsPRtLNK3ErEjLyEbHdqE9myndUy7VgHwRDt4yzLM0yh-S3GL6jhI_J2mwkgQVx48?loadFrom=DocumentDeeplink&ts=1834.39)):

Yeah, I heard that.

mike ([30:36](https://www.rev.com/transcript-editor/shared/R3yESI46gcODSa5czwl-qBJA_PkwA2cZz_JzBAbrZD7l6DJr4pge1x3tf88_v_Ic3HVhIPHcAhL0qlqLVoNC_3UbCFE?loadFrom=DocumentDeeplink&ts=1836.105)):

And their specimens were just

Daylene Long ([30:40](https://www.rev.com/transcript-editor/shared/bkVnpbq5OpjNDiy8YONXv_Mnp9yShH1JJPQTPJgbwYyTTBMR8eNqSsVuH1kQ9eXFb5UKWxOo3Lpv1HQkzPjg2rP7QM8?loadFrom=DocumentDeeplink&ts=1840.555)):

Terrible.

mike ([30:41](https://www.rev.com/transcript-editor/shared/Vba0k35j1k7Hv3ncCU8d7hyy28F8oZQA1i0BZLPSE6QnHjINGDopt9jy1RfkH-lQnOT5kw2rBJKNgALYgWmGkkCSW8Y?loadFrom=DocumentDeeplink&ts=1841.65)):

I used them one time and I'm going like, no, that won't happen again.

Daylene Long ([30:46](https://www.rev.com/transcript-editor/shared/esXjFVERSEuZVKfSn6_1ik2acO3BZgBWPUix46FD-CArtRO7rKFZGz7FDBGRSVK90TzLMU9cRnfdL55lFw7YxlzVN-w?loadFrom=DocumentDeeplink&ts=1846.09)):

What was wrong with them?

mike ([30:48](https://www.rev.com/transcript-editor/shared/Z6OUa5uGZXNjM9QLD95C4ERgjmZemcPIXTAxV1pngYcfTTlPeem1xti_xfu6R0n8QTWLj1rSmiWdNKWGPJ10PmRvAFM?loadFrom=DocumentDeeplink&ts=1848.58)):

The quality wise, the injection wise, because I always got injected once the cardiovascular system with whatever we're dissecting and they didn't look good just overall tissue wise. I don't know what preservative they were using. And it was cheaper, but I didn't get the shipping was whew, man. That was only one time I used them.

Daylene Long ([31:25](https://www.rev.com/transcript-editor/shared/a1uo7__7Wnb7qcHDD-yDykliMuLQVuaF3sxEzM8NrCivvAD2uK96flFGeKAyrj-joYnXVwiVBoUr9vlhh2OtR9yQm5Q?loadFrom=DocumentDeeplink&ts=1885.42)):

Okay. Science kits I'm assuming, and I don't remember that they sold science kits. Is that, did you buy science kits for biology? Either through them or through flan or Carolina? Did you buy the Preki stuff?

mike ([31:49](https://www.rev.com/transcript-editor/shared/2wraSjNEsccSmiOF5tC0FJVBHdYhGL_peotjrjojJsAiEy5qwbD7f1Tr9VsxMcAev3LakwOgf8xdOZ99LEK1h4fQsQw?loadFrom=DocumentDeeplink&ts=1909.42)):

Not really. The only kits I got were through Bio-Rad,

Daylene Long ([31:53](https://www.rev.com/transcript-editor/shared/3qCvG1rmDX-k6Q0JdHDTYCkpltSn14dusRl_LlcCtiVMNIu0Pj-kJTB4WyRs-TpILAVsD9iWWV-bRoAxSFhL134_yrU?loadFrom=DocumentDeeplink&ts=1913.65)):

Bio-Rad. Okay. Okay. You Bring that up. The

mike ([31:59](https://www.rev.com/transcript-editor/shared/wkSeTpsTtd6y1L1_nm8n6pAzxDsjVM4B4zwjd5aOJN1Jmhuc9f0tiuJqaatcuX6vI1eD-4Gpi5KoqlxW6WELbbV87Kc?loadFrom=DocumentDeeplink&ts=1919.175)):

Technology, BioRad Micro Pipettes Genetics Transformation Lab. Oh, that's a really good lab. The

Daylene Long ([32:06](https://www.rev.com/transcript-editor/shared/e5SbACdZ2KzH4KmYo3KPbFuZSpsNJXRN9qgxG_hXDyhDbyH79VvWiBD44vGlW1KCHznpQGYhT4A6HbpifItHeFgmIDg?loadFrom=DocumentDeeplink&ts=1926.675)):

Transformation Lab is okay. And I noticed you're still wearing, you're very nice. It looks like it's almost like a fleece kind of thing from Science Kit. They must have liked you.

mike ([32:21](https://www.rev.com/transcript-editor/shared/T5ID8P9CkTcq1-PPmVguic4ZmngKnwF1yU9iQA6FClrIUrVNfQ0Hv1Unxz7y5OujF6NdF56Xao2aDLirgMMwoOzphM0?loadFrom=DocumentDeeplink&ts=1941.055)):

It's Christmas. It's Christmas. I've got it hanging up right behind me. Huh.

Daylene Long ([32:28](https://www.rev.com/transcript-editor/shared/ely8Mhv1RN8T_frnpoovAudE_b4d_qqAbifmu7BGek1LSUXFEpQGvEdOLmXfjFm1BADYFSE2lc3-piQfIVmRSPApR3A?loadFrom=DocumentDeeplink&ts=1948.42)):

Very nice. Okay. Are there any other companies that give good swag? I always like to keep a list of those.

mike ([32:41](https://www.rev.com/transcript-editor/shared/1g2J6BjQxHJ7ciqg99xPaHL54VMde03ROzFCyX-kPd4BqdPozySf8C2Mserb7UyG76yPYtHNeTptMFq4ruz3lQZHa4A?loadFrom=DocumentDeeplink&ts=1961.735)):

I think it was science kit also that would give us free lab coats as well.

Daylene Long ([32:47](https://www.rev.com/transcript-editor/shared/tmpWyHh0ZBjBQy9Y6rFi-XbotdFngBulXd5N3wpx1vpcyQu22s5jbt0v9e1ust5epTrl-UXYr5qrdosTmf5IgVamJMY?loadFrom=DocumentDeeplink&ts=1967.03)):

Oh, that's nice.

mike ([32:48](https://www.rev.com/transcript-editor/shared/5JgM25jiIRxehD9BXefvICxZOGXeOMzRunkX4fYSbTpYcaXcAADYfoQMxC9sk6NDRff4AuQdYfD3UaZvSU_1wqn6PoA?loadFrom=DocumentDeeplink&ts=1968.68)):

Every year we got lab coats with our orders. So my room, I didn't bring any home, so I left hanging in my room like 10 lab coats.

Daylene Long ([33:02](https://www.rev.com/transcript-editor/shared/T9pbeXtbNcMnAieHC2UvZL-4JQNfp_Mg-p6NiqtZjeB-mGBEku1ZadmnJ8Ok97-QMyRRPbTrj82s-ccHMhyU35XCv-4?loadFrom=DocumentDeeplink&ts=1982.3)):

But free shipping Trumps lab coats. Right.

mike ([33:07](https://www.rev.com/transcript-editor/shared/Dxo2JOSogy1eW8COjYREMuEcPFfW1QUOCMXsOmqeDHC1PFTI7I6K1rpN65VtiCrSqaHiD07kswurm_tXPaH203lWPqs?loadFrom=DocumentDeeplink&ts=1987.97)):

Yeah, it's nice. It doesn't take much to get to, honestly. It doesn't take much to make teachers happy. I talk to people who are planning workshops. I say, just feed us. Give us an hour for lunch. Let us talk to each other and you'll have a great workshop.

Daylene Long ([33:30](https://www.rev.com/transcript-editor/shared/NnzZjyGMsfP9B7__GgAE0iEwbbIwaK5g07wxcwNMM6Gg0cjxj_FIDrqe6Xyr41BpKjRfcIenQE46EtVthkrNyYjiEPM?loadFrom=DocumentDeeplink&ts=2010.35)):

That's really good advice. It is. Any other advice you would have on making teachers happy?

mike ([33:37](https://www.rev.com/transcript-editor/shared/TJWLbY6rP_IZSZLdQmWdZafU-zof4piIKYeXS0Vz9FepWvaMQDrU2uH6gFIdd4WKJumVs7-EH9GpCYvWb8uR-IgrfQc?loadFrom=DocumentDeeplink&ts=2017.85)):

Oh gosh. Not that you tell all the administrators more meetings is not the answer. And more state testing is not the answer. But that's not in your control.

Daylene Long ([33:53](https://www.rev.com/transcript-editor/shared/5x_JGWm2DJ4Gw6Kh6Qwb3wC5oPwuylCrXL_p3WG96vuVzhU3eWvCfsS7XYzlHAkI05EyEaUm2wg1iTMSgFwQzIBMx5U?loadFrom=DocumentDeeplink&ts=2033.03)):

No, but I'm with you there. More meetings is definitely not the answer. Of all the different kinds of vendors that you've talked about, are any of 'em ones that you would say you were loyal to? I'd

mike ([34:14](https://www.rev.com/transcript-editor/shared/dLL4Icjndr4EbjrN29HRVouD9Rr4JQnR1gj_1hcGini2hFtgl8xOJTl61LafLZHFbcVmVlXqe1zfSJ9ETahw-BOx5H8?loadFrom=DocumentDeeplink&ts=2054.9899999)):

Say when, shoot, let's go goes back a little while. They used to have representatives come to our building and actually talk to us. And besides on the phone and through email, I haven't done that. I haven't had a personal connection and I don't know that that's as important with the younger people coming through or not. But I always found that to be, well there is one. So the guy who represented Flynn also cleaned our microscopes. He cleaned and He's the one that said, Hey, all you got to do is ask. They'll give you, yeah. Yeah. So he was a Flint representative for years and then he got into cleaning and repairing microscopes so he would come and pick 'em up. I think last time I had 'em done before I retired. Before he retired, he had been doing it forever. And I don't know if you can find anybody to reset and clean microscopes at this point out There. I dunno either. Sounds

Daylene Long ([35:38](https://www.rev.com/transcript-editor/shared/eVZw7pUyId0dqBkVDEu6OIZO-x5WBrKmcPuhxxj55-okVHvWaj7h-JuUyla1gsQSgQHnq0Jazc6V55QPqITMHGI5QV4?loadFrom=DocumentDeeplink&ts=2138.82)):

Like you lost that when he retired.

mike ([35:42](https://www.rev.com/transcript-editor/shared/x0ph_SYNfF5qZ7vuWjKNlGdpLaAq7_uDNd8j9Jkqyyrsn80WBFezqGLJDu0x5Ma7w6BbpkFXC40-_cQEtKd3DsIjxEk?loadFrom=DocumentDeeplink&ts=2142.18)):

Well, I retired too, so I don't have to worry about it. You can go.

Daylene Long ([35:48](https://www.rev.com/transcript-editor/shared/VhezNyBGBVlbsUte6TWrwZ8ci-NMehkCxDZVpcWVW6rE_MYHdVU-7Ww5XsojQQmWpdfsuRRrNkxLaMB_DFLZ1z8gxoI?loadFrom=DocumentDeeplink&ts=2148.87)):

Okay. Anybody else that you can think of? So it sounds like the personal relationship was important to you in terms of loyalty. Any other companies you can think of that you would consider yourself to be loyal to or any other reasons you would consider yourself to be loyal? Not

mike ([36:08](https://www.rev.com/transcript-editor/shared/Zo6_s4Kdn5V57nyo0TQYMzKKZShLxaErWlEmsGrR1IAIR76L93rLp8yE9PnEaus04vGoEAustTCOeTBKpKidMqkIfBk?loadFrom=DocumentDeeplink&ts=2168.555)):

In the biological world. I've got my company who sold me our equipment for the planetarium. Well, I kind of have to go back there. Nobody else can service or add to my planetarium. And that was the guy who showed up and demonstrated it to me that that was the reason we went with his company.

Daylene Long ([36:40](https://www.rev.com/transcript-editor/shared/bb3NMS7_2-_bwzMaLCIKNK1VxyBP73WqQ8QEMDBe7XxE1QYLRFtTy1Rz03wzQ-4r7Uz_xc92wXZZ--RUR5hn2eizfqg?loadFrom=DocumentDeeplink&ts=2200.58)):

He showed up and demoed it and now you're kind of locked in with them because different components you need to get from them.

mike ([36:50](https://www.rev.com/transcript-editor/shared/MWwTupOBB_dfJ7KBD53Id5lKIH2kf9i3W4ubMlBQchK87eAsgxT30R4LHLC0-r9yAtZA4QsPXQeiMq4g7vZIIOqYBk0?loadFrom=DocumentDeeplink&ts=2210.25)):

Yep.

Daylene Long ([36:51](https://www.rev.com/transcript-editor/shared/HaZttAIXWIngPOJVkXx7BmjcAvso8r-MSt1_uOtTfWcRcI-MKAlzJYW9dZ-Y9HNW9cpH-c_syhYf67TQb2SbnwxHXHM?loadFrom=DocumentDeeplink&ts=2211.06)):

Yeah. Okay. That makes sense. Did your school have an account with Amazon, like a business account with Amazon? Yeah.

mike ([37:02](https://www.rev.com/transcript-editor/shared/3DbHUQJ7np0fA4xeYNTrYHmKeZyoAcCiA6moDXp0z65dn0SRMouLCKxpVdkG3_qHzfWzb_yGutt4OVewxsaZxGlLlfQ?loadFrom=DocumentDeeplink&ts=2222.67)):

Matter of fact, I just got, let's see, I just got two things from Amazon for the planetarium just in the last two weeks I got a grant and Amazon's just easy to go through and we have an actual school account with Amazon. When

Daylene Long ([37:26](https://www.rev.com/transcript-editor/shared/bhut1HQUzjbGyG4PlxJn3pAxt5c_YCKZ1-MfnDM0VmCo7YJ8UT1oj2lx_RkXJCEGlWrKFbrW0eB4J5IMCx3vHkMDQns?loadFrom=DocumentDeeplink&ts=2246.4899999)):

Did you get a school account with them? I'm trying to figure out when Amazon started going to schools.

mike ([37:34](https://www.rev.com/transcript-editor/shared/Wr1_yOHqtDuCBldljrMK3TNyaN9YXKIERijGVnmyTt_pXkWOIPy3OWHqVI85Bvxuq4KSBUheO6CcLHx27Rd7GYRPLlA?loadFrom=DocumentDeeplink&ts=2254.29)):

I think it's either last year or the last two years, but not before that.

Daylene Long ([37:42](https://www.rev.com/transcript-editor/shared/qWLhzVrKo27NiM-WQd0_15IaRiIRsIk7G1yK7XMEhMS1mSEW5reAAxfUnKzSXNSsIksKCNAP6RmjgyvC_Wnt7t69WXs?loadFrom=DocumentDeeplink&ts=2262.325)):

Okay. That's pretty consistent with what I'm hearing from other people too. Let me just flip through. Are there any conferences or social media accounts or anything like that where you connect with other teachers or hear about new products and services?

mike ([38:10](https://www.rev.com/transcript-editor/shared/l-60kotRI5WNAFz-IYNfK-JckvhPdBDKABb5xDKqlkZhy9Whk9cp6kwmD2Rht_VQkfTwBvEfvqKhhjQB0wdsz-P4NaY?loadFrom=DocumentDeeplink&ts=2290.2)):

Yeah, well not been to a national convention, but here they're really good National Association of Biology teachers for our state biology teachers association. I was an officer for three years and we do, so we have a Hoosier of science teachers and they have, in February we have our, it's a couple day conference. I presented four or five times at that. And then we have within that are the individuals. So the chemistry teachers have their own little thing during that time. It's not big enough to have just the chemistry or bio or astronomy. Definitely. We're a small group and that happens every year. And then honestly our school keeps trying to force PLCs on everybody and I was the only one that taught all my classes. Well, I found Facebook groups were my best. I mean if I needed something. And in my last, well last couple years of human anatomy, I was still finding new things to do an ad because of that group.

Daylene Long ([39:47](https://www.rev.com/transcript-editor/shared/TbxXenmGx0wrr0maDzqhfMDO3ObIMMqXr3EhF7kbpxCvl6DIPkGJ4i1fWRswXnhpxIwRCvOS8TsgOMvfJZ1qk6xRjzQ?loadFrom=DocumentDeeplink&ts=2387.08)):

And was the group through NABT or was it a different one?

mike ([39:54](https://www.rev.com/transcript-editor/shared/1zjPnD85vNMaNQuntT10B3pn0-PW12bBQu299n_jpn9zTO4Yw0Hru9KDV7FzA3eIU0w3t7hV2kwsJ0E5tyvWsZYBjuA?loadFrom=DocumentDeeplink&ts=2394.37)):

No, that one's a group. The human anatomy teachers, it's a Facebook group, so it's international. You got people all over the world contributing and going, oh, I have this idea. Yeah,

Daylene Long ([40:12](https://www.rev.com/transcript-editor/shared/4_Ia9Blfjl-jYEvT5-noA1Ilh1cGH9riISgZJP6CXnhBM8q0F-gpsgbRUvrpN6BmcdobvxdBfQqcQ9GJ9CCKf6_sfMk?loadFrom=DocumentDeeplink&ts=2412.52)):

That's really cool. Lemme see. Really the last question I've got for you and then I will bring Kim in and see if she's got any questions is kind of from a bigger picture perspective. So thinking about what kids need or what teachers need that doesn't exist that you wished some company would provide, do you have any feedback, and this is really your opportunity to talk directly to product developers who can make those things happen?

mike ([40:55](https://www.rev.com/transcript-editor/shared/b5QPU1XEk0XJjdAfyGRKmHM4DWuSrjphkNFMDTHRTws79c9JYE3EGTGtcaR5F2YpM3J7fU_dm6D7oBZ6YgJz0eu_gMQ?loadFrom=DocumentDeeplink&ts=2455)):

Man, that's a good question. I see so much. I've got, I don't know how many people in the world have them, but Lego did Allego DNA that you would put together individual nucleotides and they were magnetic so you could take 'em apart and replicate, you can take 'em apart and transcribe and I don't know how many that was another grant and that's been a while when I had those things like that. The hands-on things. And there are companies out there that have 'em. I know I did. There's, it's kind of a foam model and you do a protein synthesis thing going on. I tell you what the stuff that HHMI has as far as teaching that is just right there. And if you're a struggling science, especially life science teacher, they just need to go there and start using those because you need guidance. But they're really good.

Daylene Long ([42:19](https://www.rev.com/transcript-editor/shared/ffIR93XetSWcJzPM9uhHguCQMfsxeYtJaRHfZuhaITmg4SSe3DwR5aUwgKdPrh2exAYHAGiRyrQiOxJTWg5_vs5aTGs?loadFrom=DocumentDeeplink&ts=2539.01)):

Those meaning like their videos or what Were the, oh, their whole package

mike ([42:24](https://www.rev.com/transcript-editor/shared/9fr96IkrnP0-d7bsQwYSGAZu6fbNkt-6-vPyukW29ZvNJVCBIIkVwV8-CKf7GVXmW2i8BN8RUk5rDrIfWtAAh3rSBrU?loadFrom=DocumentDeeplink&ts=2544.29)):

They've got, so they've got the videos and it may be a video with the quiz embedded in it. The other thing I wish they would do is they would have a light version of the papers that went around because when you print those out, they're like, you can get a 10 or 11 page document that's just more depth than you really need and have time for. And I would just modify 'em and take parts out.

Daylene Long ([42:51](https://www.rev.com/transcript-editor/shared/yXff3WSfQY-Tcy1Fpr8dSkS6k0q43z0OuLooyEYzBV28k9yNHQa2lgm24_l0G6Cy-BBD4qfFU0OXYH6s2__Cq9iMkMg?loadFrom=DocumentDeeplink&ts=2571.2)):

Having an abstract maybe and then the rest of it or something like that or a one page abstract. Yeah.

mike ([42:58](https://www.rev.com/transcript-editor/shared/_a0ddWGL66VhGyf9Ykkug7OeJBolsxFkdQLoSaDmyFdf-_Nqw1T87Cr_mDN2VfoYeaNKzX-zYSkuHF9LOQr9hND5Tzw?loadFrom=DocumentDeeplink&ts=2578.04)):

Yeah, that makes a lot

Daylene Long ([42:58](https://www.rev.com/transcript-editor/shared/Ep9MwuuEnjBdyTV41s4hWycaRaqIjiSH8-AYOmNpxLKkbL9D4n9k00MMxT--p_5to6fRSkgBArUBXc1bPxerNm74YBo?loadFrom=DocumentDeeplink&ts=2578.975)):

Of sense. Anything else that you can think of before we check in with Kim him?

mike ([43:07](https://www.rev.com/transcript-editor/shared/jvSaLzPRfnG8zw58CA2S4fVP-BhWQLZai-m0PaXP1GNRd1HmbK0N-bTkmII5sTrIgwZzNIs8E4YccTUGPZripbiDt5A?loadFrom=DocumentDeeplink&ts=2587.67)):

No, I think I can't get a cadaver for my high school. So we used to take field trips down to IU and go to the human cadaver lab and the big football player would usually either pass out or puke and it was always fun, but you don't get the hands on. We couldn't touch it. But seeing human dissected was, I think all those students will talk about their experience doing that. That's kind of hard to do those anymore. I think.

Daylene Long ([43:48](https://www.rev.com/transcript-editor/shared/DYWwrV-Anh-c6z9IutGziz0TwrxC7_VnTgFAWMBNs5SAi0axvBr_9RD5HTKW16fbHFjJp4DIt59H8V6-v9z-xHgjHBg?loadFrom=DocumentDeeplink&ts=2628.44)):

I'll tell you, having done that myself in college, both from the perspective of really understanding that we look different on the inside according to age and disease and how your cells divide to just really having a deep appreciation for the people who did donate their bodies to be studied. It is a very profound experience I think that you get to have. So I'm glad that when you could that you provided that for your students. For me that was life-changing. It really was. Kimberly, you have any questions for Mike?

Kimberly Herder ([44:35](https://www.rev.com/transcript-editor/shared/HeeS-alEt1dkUiKydeOr7HRzM3PVF-L62PFuMK7WhpmgYrtSNrMuPwAQckBUEvJwRLBBVD2ZLr4BkqM2ebuVhsaQyEs?loadFrom=DocumentDeeplink&ts=2675.1)):

Well I did, but you kind of touched on it a little bit just a minute ago was on videos or the use of YouTube or something like that, if that was present in your class, if kids responded to it, what you think about it and what you handed down to your next teacher that sort of, where did that play a part in your game plan?

mike ([45:05](https://www.rev.com/transcript-editor/shared/gqtb8WvCfSl6jJanCHHzYRZzqLYr-l0WdqeBlpU1UUnpQQ7MLcbYiDmAgXFnyRJ2uA3_wWwd8aiEPpooUJ4AhHfzHY0?loadFrom=DocumentDeeplink&ts=2705.19)):

So my last year I was in a fellowship through iu, gosh, I'm blanking on the name of the process, but my goal was to get my students better at taking notes and I had all freshmen that year and going through that process, getting them to understand that they're going to learn a little different and here are the videos. Some people have flipped classrooms. I never went in for the flipped classroom, but if they couldn't get it from what we talked about in class in the lab, then there were a couple really good series out there were they MABA sisters? Sisters. So if you were a guppy in the world of biology, the amoeba sisters are where you should go. And then crash course did a nice set of things. I think actually crash course I think is now part of and paired with I think HHE.

Daylene Long ([46:28](https://www.rev.com/transcript-editor/shared/CUiYM72cg3ZPv1Pot_uC7IjRWrnya0Ggo68pYe2gtLESmDnXUvHBOp-F_2HSJ_usd6lL9SDTnAUzTtIVP7e3XMkvF0w?loadFrom=DocumentDeeplink&ts=2788.295)):

They are,

mike ([46:34](https://www.rev.com/transcript-editor/shared/SIXCYFN4tom8k8WDVTBkRXRW622BqH7JBDUjG9RfDkA8w2HX9Umeh0HbmqWiqRn3NaWp-k-wvqc7rYLh5QVNGW4WeHw?loadFrom=DocumentDeeplink&ts=2794.77)):

I'm still in a Facebook group, so I see things go across. One thing that makes me sad, I saw a post and I commented on, it's like is dissection worth it? And I'm going like, yes, it is worth it. And it was like, oh, I don't think my kids get a lot out of it. I'm going, because you're not doing your job. You got to go around and you got to keep in there with the kids and you got to show them and ask them questions and keep them engaged.

Daylene Long ([47:06](https://www.rev.com/transcript-editor/shared/XQjAp6j80vX2I2UXSwj79s8_b9WG6JWWzels_rJpMASz6ILDE2V0AQZRQxyTF7jn-6q9_4oHPtesHOu7wBxjy0I1mo4?loadFrom=DocumentDeeplink&ts=2826.57)):

It

mike ([47:06](https://www.rev.com/transcript-editor/shared/_cukeRMKsN6zyGSjTiwBIiALM6esMheQ2ctMG3x7pCGAw8J2aDDxJkigZmJgOzWutRKgCkCilDQEw6rPK4rY7yjBLbA?loadFrom=DocumentDeeplink&ts=2826.63)):

Just frustrates me what some people think teaching is this.

Daylene Long ([47:12](https://www.rev.com/transcript-editor/shared/baFP8oMy55H2aCaUUMr3bapPADl3z-WVeKpUZQ6TrSzy5Mb4fG3KG-9HlPHGB3X0uBM5eaycdV2NgNpFW9BFWBWxl64?loadFrom=DocumentDeeplink&ts=2832.57)):

Kim and I both have run across both districts and whole states that don't do dissection anymore. And I'm not even sure what to think about. It was, I don't know. I don't want to be judgmental, but it is interesting that there are I'll,

mike ([47:35](https://www.rev.com/transcript-editor/shared/2sc7GfYgGJrIDqHXnVkyv90K3IT4o6tm_j1UW6qbbouTSfatIdopNGfN_osfUv4-GFJbG9n1gBYl-N093Gk0XlA5Xiw?loadFrom=DocumentDeeplink&ts=2855.83)):

They need to do it.

Daylene Long ([47:37](https://www.rev.com/transcript-editor/shared/TTj1ldhXq7earj8bYIy4hKrfTdJrzQQN8GdYzU4ygphYITdQ2MVTfJxYXIMB0fMBGaAMilkawBRP2pPcMihvvuLG_dU?loadFrom=DocumentDeeplink&ts=2857.545)):

Do it.

mike ([47:39](https://www.rev.com/transcript-editor/shared/GYs7A3GhMPGp8NeRS2sUE_3oi_4xWm-RkSRXi9YMTDndJxukilhKySxMYOwjMl1ha5F8X03EER7BsmD9uvn4EAviCEE?loadFrom=DocumentDeeplink&ts=2859.13)):

If you want me, I can go teach all the teachers how to teach dissections. Students will be engaged and you don't say, oh, if you don't want to do it. My students, I had maybe I dissected a lot and I had maybe five that ever opted out and I didn't say anything. I didn't say you had to do it. They didn't ask.

Daylene Long ([48:12](https://www.rev.com/transcript-editor/shared/7llEcZ3QbBew0ZwuKPEweTEkQ2Y72sKOMLmycc9OCK1aW_ZEvIIB2r5R3ug7mBjAMZwjo4rrdKS5ThXpL4iDgCnk-d0?loadFrom=DocumentDeeplink&ts=2892.34)):

Yeah. Well you know what, Mike, it sounds like you have a lot still to give back to the education community. So I hope in your retirement you both get some time to just relax and enjoy life. But I have a feeling you're going to stay connected.

mike ([48:34](https://www.rev.com/transcript-editor/shared/yZAGSBppEBwJ6rzssUoaq_WsWyqab-VDg08lt3LC3pGStSD9AjhumnN4wdZ3ZejuLM2iWly85ukx_TxLYPCvUaowqCY?loadFrom=DocumentDeeplink&ts=2914.87)):

I retired from Nabo, I'm back there and I also do a career coaching for the IEP kids. I'm working, doing that one day a week. So the guy I did FCA with said the other, he goes, I've seen you more this year than I did the end of last year when I was using up all my sick days. I said,

Kimberly Herder ([48:54](https://www.rev.com/transcript-editor/shared/omaHoAWNVKy6XFtBQf2imuUgMF6PvA0RsEBQFsTVM-Bg0nVXqb3qoZvh749ixE6OhtT8tyr3dgcB4tlQ6Qh4nSQEpes?loadFrom=DocumentDeeplink&ts=2934.88)):

Well,

mike ([48:56](https://www.rev.com/transcript-editor/shared/6EGMisXxkpclnjy4m3OqnEuqOSbo9NIpsDEkDMIZC8XQg8_l8YrxK12hUfDn-mLEuTnJzBYHUqxLH-DKopFj-3BOVac?loadFrom=DocumentDeeplink&ts=2936.68)):

I'm get paid by the hour now. So when you see me now I'm getting paid. Period.

Kimberly Herder ([49:03](https://www.rev.com/transcript-editor/shared/GwKw66IBTWDNOK7ccS0mBj2zWoBQjRqLF553OyrD5SEYbhst65TWmHWBwHaV_Ea5OidByz_Ew__mWs3VEp7vBMWC0l4?loadFrom=DocumentDeeplink&ts=2943.43)):

Good

Daylene Long ([49:04](https://www.rev.com/transcript-editor/shared/EXH6b7YEmlw8Q7UR6HBIbpgMGmVVrQ7z53pYW5ETrzJiUgnW5geMOG9Gg8zLu3pVnSf6teUa5UnZoWqQHcl156V6dHY?loadFrom=DocumentDeeplink&ts=2944.18)):

Thing. Kim, any last questions from you? And if not, do you want to walk Mike through what happens next?

Kimberly Herder ([49:11](https://www.rev.com/transcript-editor/shared/CagHUm6b3eG9Ou9ZDCvwcoha5nsbQ1nX4bDWPIttdrDBQ7_35lLqhmXlkcoF2I5aAEV3JJqoCBwujk5he5BW0_sgfzg?loadFrom=DocumentDeeplink&ts=2951.915)):

Yes. Yes. So no, I don't have any more questions, but I do have a huge thank you and thank you for both everything you've done and thank you for participating in this with us. And then this afternoon or later today, you'll get an email from me that is a thank you. And in there are two questions. One, if you think of anything later today over the weekend, the next week or so, please just reach out, follow up and inform us. And the second one is that if you would be interested in participating in something like this. Again, we work with a lot of different clients who ask a lot of different questions and that sort of thing. And would love to have your input on those things as well.

mike ([50:09](https://www.rev.com/transcript-editor/shared/CSCWGMFWUx51c87pfO6aJ1KuamhSt_5VzUftl6o0hi6D8sHRRHPMMwltu8it_2-RV82PV6rZStwzFsn7uOylK5N__-A?loadFrom=DocumentDeeplink&ts=3009.76)):

Okay.

Daylene Long ([50:11](https://www.rev.com/transcript-editor/shared/boG67TF8PCpEoYc8Tb_DT_TZbnSJXiGjMmi40RIwxBNI9uRTCOFBcGvJ8dgDfHIZ3SiENVo8xDK0C2hK3P24eGIZRMM?loadFrom=DocumentDeeplink&ts=3011.38)):

And then you'll get probably in about an hour, you'll get the gift card from me and you'll have a choice of a Visa gift card or a Target gift card. I think there's a couple of other options in there as well. But you should get that today.

mike ([50:31](https://www.rev.com/transcript-editor/shared/tQSpEzkYFmWewBU8QtFysoemOvx2E3D163Cq5eL8xkOfAOEhHKe2-3h8qiw4ZXGXAIMrjlLFmCgfihoTU8MYvEsttgE?loadFrom=DocumentDeeplink&ts=3031.07)):

Okay.

Daylene Long ([50:32](https://www.rev.com/transcript-editor/shared/1R2-dXM1ntoeAiks3EGsklUsS5x-f5cYBEZIzCeMeNdyEPJydNMkZpPh6Le3xuH9D75aJpxH3vMAGW_HuxefwQhc4Os?loadFrom=DocumentDeeplink&ts=3032.7199999)):

And like Kim said, if you've got any other thoughts or follow up questions, just let us know.

mike ([50:39](https://www.rev.com/transcript-editor/shared/mF9igr8st4eYi5zxV7VrW9JnfoDlaStX0CV5COaPwIspyroMwaOcVkeKy3O4MFzMshxemS4a4wMFaymzAnNQrgXSrbY?loadFrom=DocumentDeeplink&ts=3039.2)):

I have lots of thoughts. I have lots of thoughts. You should be teaching it this way for crying out loud.

Daylene Long ([50:47](https://www.rev.com/transcript-editor/shared/bERng4GB5M1kTqH64fLC8z4W-FcNfTKLszXUwd8sooBHkj45a3KNSWoMJOi2NdWGWPgEokX67JmLNRlI20huk-3qcsU?loadFrom=DocumentDeeplink&ts=3047.7199999)):

Got it. All right, well thank you so much and thank you for all that you have done for your students over the years and thank you for all that you do for teachers. We really appreciate it. Well,

mike ([50:59](https://www.rev.com/transcript-editor/shared/klQ7klb4-mKCwDfCHOg45DgC7A5J-tZukpYvHfjaJ-Ke_GhOFe36i2G-SnjwlwAOu3Dz9DrNQYl0NhwKQ3GRsuRcBPU?loadFrom=DocumentDeeplink&ts=3059.18)):

Thank you. Bye-Bye. Good.