Daylene Long ([00:03](https://www.rev.com/transcript-editor/shared/2igTIFpD7cTj_nVZVQm9gxLBWB5iUn3DDleKpxg67-vyI1svHHxuXoNmd2JpHoSOiVxi8IHq3EqqEyuNqhxyazIlOJw?loadFrom=DocumentDeeplink&ts=3.51)):

So tell us who we are meeting with this morning.

Kimberly Herder ([00:06](https://www.rev.com/transcript-editor/shared/NGVFwzx4kHOAqIKRZ73HTApbxrzci-iMHFuV4mK__C0K4ICtuaqPnm-ZJihl4DaFGZAkq0yAlVuagPNJo4LHfU5cHfw?loadFrom=DocumentDeeplink&ts=6.84)):

We are meeting Sarah Dory Webster and I can actually tell you that she was born in 93, so this makes her about to have her 30th birthday, I don't know when or has just turned 30. She's been teaching for seven years. She teaches biology at James Bennett Senior High School in Maryland, in Salisbury, Maryland. From what I mean, her little bit of comments and what she also confirmed what she put on the survey was that assessments, assessments are really important to her or her school, I don't know, but consumables, discounts and financing, which she's the only one who has said anything about financing for her district. They do have, oh sorry, Can you pause for a minute and tell me again what school, what state, what

Daylene Long ([01:00](https://www.rev.com/transcript-editor/shared/abGcNFS31wyHuGn9cqFo-amVijCxL5EsCu4v5pUjk_2PRusmkKVrIpeZztsc4bnxub-KK_hqfErHL6TG_pwEIj-X10Y?loadFrom=DocumentDeeplink&ts=60.48)):

City?

Kimberly Herder ([01:01](https://www.rev.com/transcript-editor/shared/P_EFYdc0prhJZuwjOFlAgh9euVurJ07l9MqGT3n2Xn-hXjQ5FUtUSJkUKrvlduvDUfyr_6PQsTsCpu61HIt5n80e7IY?loadFrom=DocumentDeeplink&ts=61.89)):

James Bennett Senior High School in Salisbury, Maryland.

Daylene Long ([01:06](https://www.rev.com/transcript-editor/shared/leoKqkfQINYhXCz6hwytJzhqBuv8jcxmFsKROB1BP50UvjO31M2zfdzGlNo4dE2Meh1AS7tW5DD6iC5FbeF8SYTvg70?loadFrom=DocumentDeeplink&ts=66.72)):

Okay, thank you. Sorry, I'm caffeinating even while you speak.

Kimberly Herder ([01:11](https://www.rev.com/transcript-editor/shared/Z0hf8qV9qGEPPJUr5fhRxzuWd1kKPhPy7C0xl0ij8hqkHKlEe2XlKN-xIp9VJ51zsukRkkuVtmiaQINvDtOdc50JcCE?loadFrom=DocumentDeeplink&ts=71.73)):

Sure. And there's four high schools in their district, this being one of 'em. And then there is another high school that is strictly CTE, but I couldn't find out if kids just go over there from the other three home schools or, anyway, she is, yeah, like I said, she is on the committee to review view curriculum and science curriculum. She sells Pampered Chef and she does DIY videos on YouTube and Facebook for everything from building stuff to, I mean it's like everything she does, she seems to make a video about it on how to do it, do it.

Daylene Long ([02:01](https://www.rev.com/transcript-editor/shared/y8fbDEaoJFeNho0azaed0CwESpseEtet-5X4FLjPcWl4uK6AL8pCSw7pWsx8OQ4G4PS_G6-cs4BTbwod-TB-i5zZWTM?loadFrom=DocumentDeeplink&ts=121.14)):

So does she do it for biology as well? Did she do it for classes or just

Kimberly Herder ([02:05](https://www.rev.com/transcript-editor/shared/rJN5DdHst1MT9Hg6Dpc4uIfW_u-IvuXMG7WHcf2DHvc0g0whuz-1616Nf_l4xzu3MPMdNJAJGmSjqYD2B6aQweAuuzI?loadFrom=DocumentDeeplink&ts=125.7)):

That? I couldn't find, but actually I didn't get that far in it. I was actually, but it's everything from building a campfire to building a fireplace outside and then she does and then repairing her sink and Those. Wow.

Daylene Long ([02:24](https://www.rev.com/transcript-editor/shared/xtbF_1nJASa3x10MDElYERItmZtH9zN71x6wlIX9dDCdQrxPQf-sst1tCHZXJjNPatuRTugo6QgekyvyOhpY-0a55kE?loadFrom=DocumentDeeplink&ts=144.69)):

She's super interesting

Kimberly Herder ([02:27](https://www.rev.com/transcript-editor/shared/KizXLvcdpWcCyCaCPc5R_zIcR6G0JzU4x8zCQqAbEAX4EHu5scS2EarQ1KFsO-VwnhTZ0zWcxnaWsJ6AZc3nlRgPdAo?loadFrom=DocumentDeeplink&ts=147.51)):

And well 30 years old and looks like her first house. But anyway, that kind of thing. So that's what I know of her.

Daylene Long ([02:35](https://www.rev.com/transcript-editor/shared/rmyIsO6_VRXeJ6Ms1pxXCKFHpcP_X1J1rExeyVknMwIO0wCDu5txDlovDZZZgSqAx4MhLNO2bNl1SDe460OprinKU9g?loadFrom=DocumentDeeplink&ts=155.85)):

What year did you say she was born? In

Kimberly Herder ([02:37](https://www.rev.com/transcript-editor/shared/tpAU2tU9cg-k_Nj2PQCShV4yOSyOOpM0XofHq-6Mtw5PqOASnYie6YVzxCR2twGr11DxwQ7q2ZqK8QUGt8wu4BdyCck?loadFrom=DocumentDeeplink&ts=157.68)):

93.

Daylene Long ([02:39](https://www.rev.com/transcript-editor/shared/L7vhcx7_4kn3dsPDjkDQl19ZnA-FEfCN0hgRXHLXN0uQfNGjgbSZ0_mJDUGBS5OWNZD7Kp6LXP80lfvud1XCknImRmQ?loadFrom=DocumentDeeplink&ts=159.72)):

Okay. I think she's a young millennial because my nieces were born in 1999 and they are Gen Z. So you said 93.

Kimberly Herder ([03:02](https://www.rev.com/transcript-editor/shared/byAs_sS3vFTrGVqEXedqU0PnTpOHz3w_xsbvX_X-k6pL8-2BS1kaHCPci3s__SsxZIfDsy5BAxS1uwlGUVA8-Z1_FiQ?loadFrom=DocumentDeeplink&ts=182.05)):

So

Daylene Long ([03:02](https://www.rev.com/transcript-editor/shared/S6WLm4407WP8jXz0MlzyhMzAgI_aXthcasJ7sRA7lxYyyCPi6lrWhc-MHyBOWPgs2FIexJM2z8l0CrNoO-aBmJFN_S0?loadFrom=DocumentDeeplink&ts=182.74)):

She is on the younger side of the millennials with bordering onto Gen Z, so that's good. I don't think we've talked with somebody in that age bracket.

Kimberly Herder ([03:17](https://www.rev.com/transcript-editor/shared/BXoothUI3vyQzhe6n01_cmTLpWgTKhqRtAWNw-IYDYAeXDPT1xAYC1rS4DZWwIV88M-PXPDToLnoYckIep_L7wdLfz4?loadFrom=DocumentDeeplink&ts=197.08)):

No. Well last night, Gregory, the one that I did, Gregory, Was he a millennial as well? Yeah. Or would that be Gen Z? Whatever it is that he's 27.

Daylene Long ([03:29](https://www.rev.com/transcript-editor/shared/RsFdLrxW3Oz5lhOsUnJbamga4baKnfjcXKb0v1K8wLf-JT-BkvQ9tfs2Tb7XwisFavT5rZIyjEUdzz5PcKuCUcV6Qco?loadFrom=DocumentDeeplink&ts=209.5)):

He's 27. Okay. So then he would be, okay, my morning math.

Kimberly Herder ([03:39](https://www.rev.com/transcript-editor/shared/Vj32KmwABvaucr1ltYEmpmGyt-9NPdylEQ1OD_DXzpHgfuyQXSyzwbgv0YUNGlEk_DygOWB0cf86UJ_WbElsjRx-Kw0?loadFrom=DocumentDeeplink&ts=219.55)):

Yeah, I can it backwards

Daylene Long ([03:42](https://www.rev.com/transcript-editor/shared/wL49glMZs2rgEU_7H0etJWZAnQV8s1BCzgofdaOh8Usq263CLFmUOlpMGD7YQxEjOWX2zeSfm8o6fSgJ2oTLELOw8R4?loadFrom=DocumentDeeplink&ts=222.07)):

27, so he might be Gen Z 97 is the beginning of Gen Z and that would put someone at 13. Yeah, he's Gen Z. That's awesome. It's good to have different representatives of different age groups in there, so that's good. He was interesting too, especially with the, okay Kat get away where he was talking to. So actually he was talking to his bearded dragon and did he have a dog in there?

Kimberly Herder ([04:36](https://www.rev.com/transcript-editor/shared/1qgNkAVxx_N9c8mDQCwxfGfT6jPYAUjoe1wbBrCGlJXjQCsRQBbipRsCVuY_68mFENB5m0V1rnNwGI2W6r9a4VtjjSk?loadFrom=DocumentDeeplink&ts=276.31)):

No, two cats and the bearded dragon and something else, but at least there was no reference to a dog.

Daylene Long ([04:44](https://www.rev.com/transcript-editor/shared/muhpxYAZ4mYPlEjcu85PPrtDEgwjtOpUKxixVDYWc-EFPEXM_op8tqBUjZQxrQH1MeJ09169OhsMmYNSYSXmaXzDc70?loadFrom=DocumentDeeplink&ts=284.47)):

So it must've been the cats I heard him talking to from time to time. That was funny. And he seemed very enthusiastic about being a biology teacher

Kimberly Herder ([04:58](https://www.rev.com/transcript-editor/shared/RFZosCttBGlSULEez8HnYo1-kekKXjs6lZlczIKyF9PSSoiJ-0ctenumeqnLa9HqMXL7MwbBaVYF_R1AkTa6D7MfJIY?loadFrom=DocumentDeeplink&ts=298.9)):

And a couple of times he's like, kits, man, I should be looking that that's kind of like brilliant or whatever. I just go out and get whatever I need, but wow. A kit. And he goes, how come I haven't heard anything about these or that kind of thing. So that made me think. Okay. Alright, so perhaps target marketing those new teachers. That's a really good idea, cam, that I can wrap up in this part of the synopsis

Daylene Long ([05:34](https://www.rev.com/transcript-editor/shared/ZT2l6Fr7tzAx_MUih7ERAlGJRIwL5JZNKBGGeQ308ZBBBVpvBnEF3ekyTMj7lq3x-Ox0-ydavrTKmM6EVjnHY4H1yVc?loadFrom=DocumentDeeplink&ts=334.39)):

For the young. Yeah, that's a really good idea.

Kimberly Herder ([05:39](https://www.rev.com/transcript-editor/shared/DVwiVM9KBmfzALrGrx23beVRhmSaB5B0ZE6N2C9uekldLVPZyJsL2pRARHvRogU7CAJziPULEWcCgk5NQworIbxQLnE?loadFrom=DocumentDeeplink&ts=339.22)):

The other thing that, well we can talk about, I dunno if it's recording, but when I was working with Weston and when Weston was, it was Ritz Carlton and Weston was pretty much the places to stay. We were taught instructed you don't

Daylene Long ([06:00](https://www.rev.com/transcript-editor/shared/Df5merNZS_bbHBXGKIMdmXLPJCGbFCMQP1dTU8sTvrb2iC4qhOwiy4mGsRyzJKNfc2lhfT28nkT7z7bl6rVAlpFICGw?loadFrom=DocumentDeeplink&ts=360.89)):

Discount Kim cutting out a little bit.

Kimberly Herder ([06:03](https://www.rev.com/transcript-editor/shared/kkaWKi7-tHcv1_TYqjm-4XMYbj2JsEXm2PH-DAfi5i53vWC5OYG250hn5aqNP4s_1RTvKvQlQ7lgkGThOTx3YiIVFZ0?loadFrom=DocumentDeeplink&ts=363.98)):

Oh, you don't discount things when you are the best at something or close to the best. You don't discount your product, you add value in other ways. So it would be, it's better to give away a room night than discount it by 20%

Daylene Long ([06:21](https://www.rev.com/transcript-editor/shared/8dIwkYaOhUpd3ClFoNNjgnzqjv5P8BjQxyzojML7HJrCtDebnjkOhxHH1rI5pvg5jW3XHtOpLuRIozWB3UgQR4YCs8Q?loadFrom=DocumentDeeplink&ts=381.95)):

Because you end up in a race to the bottom where it becomes a commodity.

Kimberly Herder ([06:27](https://www.rev.com/transcript-editor/shared/yf3qY1Ayz7ntMRNKYbbqwIVccSUJaiCquKQFEWHm12UGMbSZr0nSKNKDtf1HolAgt8SWmvlKmhC-UCTxUo3oL3lFCqg?loadFrom=DocumentDeeplink&ts=387.41)):

And

Daylene Long ([06:27](https://www.rev.com/transcript-editor/shared/u6mBPLXsX89Up0YAkjdOtolkaf6_uL0_Aiz0ACbOjktOEk6PtnxWquEBFqUBtiTxU_8qdwuUGIyzEK7X7laJkwF55Nc?loadFrom=DocumentDeeplink&ts=387.89)):

We're seeing a bit of that with teachers where they're like, it's price. But I would counter that with it's what's the added value that we can add onto this so that it's not just price.

Kimberly Herder ([06:45](https://www.rev.com/transcript-editor/shared/25WxuvvIIFtJ1S48ykfizOLZjunoR9jN5lX8lxYFzk0obtBKzHrywrZaXizzNdzBuXT0L01BRjsHkTWoCLVqI8lJi2Q?loadFrom=DocumentDeeplink&ts=405.83)):

And

Daylene Long ([06:46](https://www.rev.com/transcript-editor/shared/UzvqUaD2ligL5rnPSiKF28d_0Bnc5LfVluGMdzsB0pLXRp1kbSHNhnnlIsuRCS1UUPyMYIidymY886V3obywHd4CRHU?loadFrom=DocumentDeeplink&ts=406.19)):

Maybe what kind of popped into my mind too is maybe even a comparison sheet where there's, they're doing side-by-side analysis, but what if we gave them a tool to do side-by-side analysis that also had some of the extra benefits that our client brings to the table for it.

Kimberly Herder ([07:07](https://www.rev.com/transcript-editor/shared/3f4lZchwYHQ5FO324wR9us_EescuzaYFeGlZEox7nBJZtWdC9FNSHO4BkQWLsHkvAie2o-WsFBfJg4Mmrc_dJTHD3m4?loadFrom=DocumentDeeplink&ts=427.43)):

And it is, but part of them is to understand being new at it that they don't even understand the benefit. I mean that benefit might not be important to them yet.

Daylene Long ([07:19](https://www.rev.com/transcript-editor/shared/9ST3iZebMd2EWnMDS4s8AIY-kD_DrfMFtoa7DvNzdRTZh2-VAp9q8ygz6fV4ZWJkLlfzxuc7wJ8b4f_PBbN1xINS3AY?loadFrom=DocumentDeeplink&ts=439.76)):

Yeah. Well, and to me this is clear, was this his first job with Greg yesterday?

Kimberly Herder ([07:28](https://www.rev.com/transcript-editor/shared/tTE59MUZ_kE2mJnC_RHf8HTXuNt3HIhenHBYa3lfPEHaNWCOhMCs8Zl0UJuU46hmxzJ7gcqv6y_uWtd4XE8YEqASgKc?loadFrom=DocumentDeeplink&ts=448.13)):

His first, he had been a education educator at a different high school until he had his certification. So he called it, he's a dropout PhD. I don't know if you heard that. He was in his PhD program and decided that at U Chicago that it was too business driven and he just, the research head and those important parts that he felt in the research he was doing was becoming too profit or motivated that way and he had to step away.

Daylene Long ([08:04](https://www.rev.com/transcript-editor/shared/Ny6DTiT2El91RkAr9srcgXUPwbdtUTZQw8DcJLK-kOXc_jr3kQvAUTAMPTdlj3tSnA90kI7ZkPYs1ZWqpvccmayxz1w?loadFrom=DocumentDeeplink&ts=484.1)):

All the world's a business at least in the us So it's good that he figured that out because it is the underpinning of everything

Kimberly Herder ([08:19](https://www.rev.com/transcript-editor/shared/dInelim2c-Tyz-ppEZ5iI0sCmFZu2IO1t91MVSsKdDMSmEsAuKiAZMmTeXaTko6of-kd4Va6H8GdtBCdoOrlS2iAvzA?loadFrom=DocumentDeeplink&ts=499.13)):

In

Daylene Long ([08:19](https://www.rev.com/transcript-editor/shared/l4gY3RvkFhq3ggyoTGDrXu7v17WHyiwIQKW8__t-ctc_59_ScWjxD852XpxaeE1wMOHXashH0huHwLKf4tlAmTCggIo?loadFrom=DocumentDeeplink&ts=499.28)):

The us.

Kimberly Herder ([08:20](https://www.rev.com/transcript-editor/shared/zYDEmITY5Nxb_jurDc2Ulh-cPMPw95z1qXs4iwli1fcqPmmsLD19rCNU0JWRXhhbBjT1hffonaGEOPq3k_U-J4JEg8I?loadFrom=DocumentDeeplink&ts=500.54)):

Somebody's got to pay for it,

Daylene Long ([08:23](https://www.rev.com/transcript-editor/shared/eD0h8DRiIgECz4tXMuGGb0s4C_SfrPB7wr7mXwOEhmr8P_OV47qzeKS5vAFZzrja_FO0_81Y8wcFJDU2eWE_Y4qKUqQ?loadFrom=DocumentDeeplink&ts=503.3)):

Somebody has to pay for it. And even the nonprofits out there, they're doing really good work and science education, they're being either funded by the government, so tax dollars or they're being funded like HHMI where it's a nonprofit that's based on capital that's in the bank accruing interest and investments and stuff. So yeah. What time is it? It's 8 0 5. I think sending her an email or text or whatever would be good. I really want to let you out. Rotten Cat, come on. My little insubordinate. I Come on. Yeah, you're like, no, I'm totally staying here, mom. This cat that we have right now is the sweetest cat. I'm going to pause. I've never done that before. Play. Okay.

Kimberly Herder ([10:06](https://www.rev.com/transcript-editor/shared/vsdHIhxqTb83H4xncfrU7iVQER1YfCtfwcnypa-Y_MUShm1uvE50CaCbJP_5OOHED7P_7-KvGWqSqqFhekdDDYVzLpU?loadFrom=DocumentDeeplink&ts=606.6)):

Sarah? Yes. Sorry. Hi. Meeting

Sarah Webster ([10:09](https://www.rev.com/transcript-editor/shared/cdUI8JbtDs8ulve51L4PH3FvXUpencu6--SXTO05UlG_IUDMFCG_INk1F0F_3JsrGoBDqjeoaeAgJp07iGnGJa9Mpv8?loadFrom=DocumentDeeplink&ts=609.93)):

For a virtual class that I teach.

Kimberly Herder ([10:13](https://www.rev.com/transcript-editor/shared/Sp-EeVzyWioaZqZSlAum1Ao7TxVcQsbF3PL9UsxjQ6dlXyQxd6dm-HyClvBglFwqwTQiuuSfkTfqY3y_h_4D27_zIpQ?loadFrom=DocumentDeeplink&ts=613.68)):

Oh cool. Well we'll probably want to hear that too, but I'm having a difficult time hearing you, so I don't know if you need to get a little closer to the mic. Well, yeah, that will handle it right there.

Sarah Webster ([10:33](https://www.rev.com/transcript-editor/shared/kVeYVf1pdHqle4sC96EslGJaqn2-byhYu9D0gcNrL8uncdQ43XKTjdbvNfyuSJ-eu4PwmHdTLs7Yiuu6Zk5LXvMkSDc?loadFrom=DocumentDeeplink&ts=633.24)):

Is that better?

Kimberly Herder ([10:34](https://www.rev.com/transcript-editor/shared/An6fPCyaM5-AHOPIq65KFLh5oG9RhOkdCDHZV3Ey5a_liDJpfsukJ2phUfbVBglWHp2oegI_jmPTZMLJeFMd60LLDwA?loadFrom=DocumentDeeplink&ts=634.23)):

Oh my goodness. Fantastic.

Daylene Long ([10:36](https://www.rev.com/transcript-editor/shared/0gTR33h3eU3GfOV7bK9ltS4AUhAQvkZFL9yS_B6dAWEy82MPDiKfEtLwZYkT-MxALNK7r0ksnli-p4-w5futlCwDCGw?loadFrom=DocumentDeeplink&ts=636.33)):

Much better. Thank you.

Kimberly Herder ([10:37](https://www.rev.com/transcript-editor/shared/OK97YGjbZGvYPUkORUqjkByePbaChSNr-m2r8sVGBnEk7Jd7M8srBS2ZlvWnR7RS5hxD4lOeTJ4C8BPbiOFFcuzqOas?loadFrom=DocumentDeeplink&ts=637.77)):

Well, it's still morning for us, but you're getting towards the lunchtime part, so thank you for being with us. I'm Kim Herder and I'm with Daylene Long and she's the lead researcher for this project and we're very excited for you to be here, happy that you're here and what you're going to say and your thoughts are important to us and to the client. So I am going to in a minute, step off camera and do the technical behind the scenes part and then pop back in later. But if you can start with just telling us about yourself for a minute and how you got to what you're doing and what you're teaching, all those things.

Sarah Webster ([11:22](https://www.rev.com/transcript-editor/shared/ICoEiNISLbqE6HbhRBP9QJ4yIOHBVyGu5svPRjCAj_Dit9cwReEVVSqAHXJuMLrPFZEl8b_KZGHVREbAuDtN9KnH0f0?loadFrom=DocumentDeeplink&ts=682.26)):

So this is year eight for me. I am originally an agriculture education teacher,

Sarah Webster ([11:30](https://www.rev.com/transcript-editor/shared/77P9sYLcsw2OpjKVCM4xeAQ9-gRFXwmXgiThM0N1LNls6u7r4q8rw7Qs4hU-WZvoYbtIzBvY5gsVkSOzy6rDahD8u8k?loadFrom=DocumentDeeplink&ts=690.33)):

But there were no positions open in my area when I was applying. So I started out teaching biology. I then moved to teaching bio and earth and space. Then our school did away with earth and space. So then I picked up environmental and I had been teaching biology and environmental science ever since. This year I was moved to part-time in-person teaching part-time virtual teaching. Our county has implemented a new behavioral program that these kids are in a in-school suspension setting. And so we have to teach everything to them virtually. So they're sitting in a room, they're zooming into me sitting in my office teaching. So this has been a whole year of change.

Daylene Long ([12:22](https://www.rev.com/transcript-editor/shared/UkY4SQZ9Sqbo5DE12dFkfxFQpLhkMRI39EdVWUM2U_Ai0u4U4s3ckW0FYNxvQCCyZcdJvTDg7dR2wjpsiPOhf12g8Cs?loadFrom=DocumentDeeplink&ts=742.42)):

Wow. The program that you're talking about with the in class suspension is really interesting. Do you know of other schools that do that or is this something that is new for you guys?

Sarah Webster ([12:35](https://www.rev.com/transcript-editor/shared/b8S1HVUOxt6AJJZzgjQ9vPFI6bKrzEPiNFAGlwWIhzZmRFeCEOHe7aPq-juCSGD30sF6oc13nz9THYsZK4lhzHcxqqQ?loadFrom=DocumentDeeplink&ts=755.59)):

This is completely new to us. We have an alternative school as well. So this is kind of how it was explained to us is the teachers. It's a pre-step to going to that long-term term

Daylene Long ([12:52](https://www.rev.com/transcript-editor/shared/VwRtfmxA-isutBVgSJbaSs60gZRcnpMRvEqbeube8eb16KPVccMLnpGUkumHxMcQTIKYLUUy6rG5fdrTtY0foqQyUKk?loadFrom=DocumentDeeplink&ts=772.48)):

Kind of a pilot Maybe?

Sarah Webster ([12:53](https://www.rev.com/transcript-editor/shared/p5QfWEw6UGRFNpP84zcTGwen1ZBUdVJ-ht_oym8OuNboklFydJVyAtX1UoU0QhAkA3uaz8gbjpw1uGCAWUhhj8usXIQ?loadFrom=DocumentDeeplink&ts=773.62)):

Yeah, I mean we're definitely piloting it the first and the classes change every four and a half weeks. So we get a whole new group of kids at the middle of a marking term and then a whole new group of kids at the end of the marking term going into the next marking term. So every four and a half weeks my kids change.

Daylene Long ([13:16](https://www.rev.com/transcript-editor/shared/yW-TUJcilsqGTY4sWWtVlOb9EkeDiMcs7RcAlJYRU7icMuhZy3mCbKsrRGNVmTH9BBTVuIMWtrR8dyEKHVYOXs8ubck?loadFrom=DocumentDeeplink&ts=796.36)):

So I would imagine that's a challenge. Yes. Yeah. I intend to start here, but I would love to know how it is. How do you do hands-on labs then with them if they're remote or is that not? So

Sarah Webster ([13:36](https://www.rev.com/transcript-editor/shared/WYRMyKFogH5UYVUkKEA3VgXEI0R1PW8w-x1V3PKN0JcO1j4Fl3G6rCxG1LygI0FgUCASe24q14ZTO7GqrBJ4GBZBMOE?loadFrom=DocumentDeeplink&ts=816.73)):

The hands-on labs, a lot of it I have had to tailor them to items that they're going to have at home or things that are honestly cheap and disposable that our school can send, put little lab kits together and send to them. And so it definitely takes a lot of preparation on my part is figuring out what I'm going to do, what those hands-on labs that I'm going to do during that four and a half weeks are so that their lab kits are ready at the beginning of that four and a half weeks.

Daylene Long ([14:17](https://www.rev.com/transcript-editor/shared/ITn3cYvdj9o8voLXbPuB1xG89dHs5W5bUgI_uCxm7EfXrX73k-qOx-vxogjCUdQ-0gD1w2D4EJ25rEr6aB3Y_ezI6K4?loadFrom=DocumentDeeplink&ts=857.74)):

Yeah, that's really interesting. I skipped over one of the parts where I just kind of give you the basics of what we're doing today and I don't want to do that. Skip over that. It's good information for you. We are recording. It's just for note taking purposes. I promise you won't end up on YouTube and I'm not going to ask you to do a TikTok dance or

Daylene Long ([14:39](https://www.rev.com/transcript-editor/shared/HUc85frUgLcvgm6LrH_vruK4TJ7FJdgO0GUOxcjudilOAP6ti316LZvNgD5NsAmsxWGjJM4IfkbCQSqMMDBFmp8pMRU?loadFrom=DocumentDeeplink&ts=879.91)):

Anything like that. So it's really just for note taking purposes so I don't have to remember everything and I can say, oh, you know what, I kind of remember that Sarah said this, but I don't remember exactly what it's, and I can go back to the notes. So let's see. Really, our goal today is to give you an opportunity to speak directly to a large well-known supply vendor in the life sciences where you get, they want to understand what it is that's important to you. So we're going to talk a lot about this last purchase that you mentioned you did in your survey. And we're going to ask a lot of questions about it. We're going to ask a lot of who, what and why questions to really understand where you have spots that you are happy, that you trust a vendor that you're excited and on the opposite side what frustrates you.

Daylene Long ([15:41](https://www.rev.com/transcript-editor/shared/9vixOthn97GgztmZtaTcg_P9hN1dn18-6J9bUAAcHeXBDxfOKbQG8ThUicFOW6SRP1qzoQBX7X35RITGOPz0jqebeNc?loadFrom=DocumentDeeplink&ts=941.21)):

So we're looking for those kinds of things. And then at the end we'll give you a chance to blue sky brainstorm kind of things that you wish were available either for students or for science educators. It helps people to think of Kim and I as filming a documentary where that's the reason that we ask a lot of these where whys it gives us some context for decision making and that kind of stuff and it just makes for a fuller story as well. So those are kind of the basics. Do you have any questions about those? No. Okay. All right. So you mentioned in your survey that in the last six months you have purchased materials for life science education. Tell me a little bit about that and what was kind of the first moment you thought, okay, I need to put some stuff together for an order.

Sarah Webster ([16:47](https://www.rev.com/transcript-editor/shared/zgo_yY15rqMF01xuJtfJ6kyIl0Blk_ksRdnBhpnZYlIrNg2AR-kCs4xint67hOBedlzGLj4b5nlPbr2zmvsar5FX8Xc?loadFrom=DocumentDeeplink&ts=1007.87)):

So basically, honestly, my original order started in June, so we can't place our orders in our district until at least July. But in June when they told me that I was taking over this virtual stuff and

Sarah Webster ([17:03](https://www.rev.com/transcript-editor/shared/spjmRj_W9WCpIAxfIYBovTLBNpzkXbt4vVyvFptUbLPPPhaH9T7yD-FcyPyaFXqGeT23OdfAx4I40YzJLH3gFtHyK6E?loadFrom=DocumentDeeplink&ts=1023.8)):

Now at that point in June, they did not tell me that I had to repeat that process every four and a half weeks. But they told me that part of our state requirement is that they, that they're doing some sort of lab experiment. So then we had to come up with ways that we were doing some of the labs that the kids really like and get a lot out of in the classroom. In the in-person setting, I had to spend a lot of my June and first part of July figuring out how we could take and do those labs or tailor them to how they could do 'em at home. And so it was a lot of, well, we use this but it's glass and I really don't want to send glass home or what can they use in their kitchen type thing. And so a lot of the stuff that we have bought, at least for me has been lab kits that do have a lot of plastic parts and that will service 30 kits or that we could quickly replicate and rebuy more materials to send those home.

Daylene Long ([18:18](https://www.rev.com/transcript-editor/shared/2WWy2na1Y6qnyqRQw8N9yqMdwsUiUjAVrQdNSdynZikk1mCWlaqoopJIUkW29ofsmrb3oZcPhT2mJ1kVkmQRM0AGv7c?loadFrom=DocumentDeeplink&ts=1098.66)):

How many lab kits would service 30 students? Do you need 30 because they're going home?

Sarah Webster ([18:24](https://www.rev.com/transcript-editor/shared/h_rgaYcF7LRr7XV1CV2fcWgonIBS45qSFSKNbu_xier7b1ODpSWRcNddO02_WAvjC_P0quFjaC2lGjLkZJ1AZHR2MUI?loadFrom=DocumentDeeplink&ts=1104.72)):

Yeah, we would have, because each kid, so if they're in it all kind of depends because each school is allotted a certain number of seats in this program. So some of the kids are completely at home, so they would have to be able to do the lab themselves. And then some of the kids are actually in their homeschool school and they might have two or three others that they could maybe partner up with. So it just kind of depends, but 30, because we are also semester-based, teaching 30 kids is about what we have at a time for each of those courses.

Daylene Long ([19:06](https://www.rev.com/transcript-editor/shared/gkHaMxxEEDjGBitNcSHg1eL1DXKeL3s92m7It8nk6Dgq39yqGMSPiKLrOGJ99kfFLXN2pEPTgKY9ociXHDeDvyCnpI8?loadFrom=DocumentDeeplink&ts=1146.3)):

So it sounds kind of like you had a new challenge too because you're looking at lab kits from a different perspective and evaluating them from a different perspective. Did you end up putting your own kits together or did you end up finding anything that was

Sarah Webster ([19:23](https://www.rev.com/transcript-editor/shared/H1o0bK5i6Ttzzt11DandTDLstJwD3E6EPdBHUzbERKik1PfEXZ9FhAAzknZnyTy48i2ldStcH_BuYUS-2BoeMZy4eEo?loadFrom=DocumentDeeplink&ts=1163.28)):

So

Daylene Long ([19:23](https://www.rev.com/transcript-editor/shared/aHQz3HLio5qUSr7ayibpLQQ8zbEIeydUg1aoKE5UVF1lwzXoIB1XX32S03XPaTqsXYG0VPmzJ-FiFF4kW6a_NU_F-As?loadFrom=DocumentDeeplink&ts=1163.37)):

For

Sarah Webster ([19:23](https://www.rev.com/transcript-editor/shared/NFEy0dilnEXWx5_O4cI_1MAudaAh97hlPbtqFX5s2bhgyClfZbxgnaKJ9d0sZwfAXamZxaiH6CUmkXSkAai7-i2I_S4?loadFrom=DocumentDeeplink&ts=1163.58)):

Some of them, some of 'em we could find pre-made and that I could make up solutions ahead of time and they store well, maybe they don't need refrigeration and if I mix 'em up now and they'll be good four and a half weeks from now or even in this time if I have sent something home, our new round of kids starts today and they actually, we don't finish with them until January, so that's a six week with Christmas in there. That solutions or things like that would have to still be either shelf stable or stable in the refrigerator or things like that. So then we also, I had the challenge of coming up with, well if we are sending a solution home, what's the best type of storage to keep it in and ordering those things? And so it's definitely been a challenge.

Daylene Long ([20:24](https://www.rev.com/transcript-editor/shared/iKrCQCG5bqpfUljx9YUfRKffOmUPMiURDNwu66C9XskqUVI3ry5ZWlGdraB0opSelAlNfot1ieOAIlJgmD7OLxv8EiU?loadFrom=DocumentDeeplink&ts=1224.96)):

It sounds like it. Of the kits that you were able to purchase outright, do you remember which ones those were? And let's talk a little bit about what worked with those.

Sarah Webster ([20:38](https://www.rev.com/transcript-editor/shared/ezmNDV-2qgMHWKgkaJVQSRjasDBkb0kb--S5qi_uHoXbuJQPL3wJ_OZHbTkjXi9y4hJCxSjAaO119ciz19XFLVPAoIw?loadFrom=DocumentDeeplink&ts=1238.76)):

I know we did a mitosis lab and I think that that one was with the pop beads. Of course the pop beads, it's just counting out the certain numbers that they need. But as far as some of the other ones, I'm trying to remember, do you

Daylene Long ([20:59](https://www.rev.com/transcript-editor/shared/hh4OhVHkxqeE8neIRBXtip6ZaMjskiZEdqBPtygJPsm_45yELxA6msyWZC63cS15sZhFmtN5j9B9JkhrPRGXRSsEs3A?loadFrom=DocumentDeeplink&ts=1259.35)):

Remember Who did the mitosis one where you bought that one from?

Sarah Webster ([21:03](https://www.rev.com/transcript-editor/shared/Xmc7txfB6xomDXojWzUCjYOX9lleT-4gRbw2SOV9jQdQndz2trgwIFhn_-cc_WHzvkIfcmf46k3gD6KzKrZc2gOCZrs?loadFrom=DocumentDeeplink&ts=1263.07)):

I feel the Mitosis one was actually one that we had here originally to begin with, but I think that we ended up having to order more and don't trying to remember where it came from. I'm digging through an email, emails right quick. I don't remember if that was from Flynn or if that was Wards. I think the pop bead ones we ended up, we did the pop beads with mitosis and then we also did it, we kind of sent the pop beads home for multiple little simulations and labs. So I feel like that it was a Flin box originally, but I could be wrong. So you

Daylene Long ([22:16](https://www.rev.com/transcript-editor/shared/zybEY0I-HURVw4b1wwFO3DFh6H7kdYT9um2dktkL0ye6HgasTu9cs3h8T-AqFN3oEiaFJ9TdfX-pFr4PKOdCeJAKteg?loadFrom=DocumentDeeplink&ts=1336.81)):

Said originally, do you put it into a different storage kit or

Sarah Webster ([22:20](https://www.rev.com/transcript-editor/shared/7rPTaxAyLFyfZ6-TmRidvisu4QkvheCUx-lNpeNWEoo1_4Fp_py8b0wMxgmpFOxNJ_6veaucvwYZGZfPmgFiZXw9fiY?loadFrom=DocumentDeeplink&ts=1340.86)):

Did you Yeah, so a lot of, if we could buy a pre-made kit, we bought the super, the biggest kits that were available and then sat through and counted and put them in each individual Ziploc baggie and put a sticker on the bag that said Mitosis Lab and then what week it was planned for.

Daylene Long ([22:49](https://www.rev.com/transcript-editor/shared/PZVz2j7g8adkbM41Vga9YqGTiwO6_RCvSmfhzu-sfNsotP-COcQv0MJXKHqdpmafzo6lX8wT7f9dXZURDlb8UtX5BbQ?loadFrom=DocumentDeeplink&ts=1369.42)):

Okay. So we've got the B lab. Do you remember anything else that you thought, okay, I can use this one as it is and buy it from a vendor?

Sarah Webster ([23:02](https://www.rev.com/transcript-editor/shared/O5fbNCatGRxryxserZPcFn0ciJve-wohq_7F3_W3NSrToxyHnkbc_HG9NyhfRxZdn74QzVwJPc-7mrrtk_Xj2Y9xQ58?loadFrom=DocumentDeeplink&ts=1382.02)):

Not off the top of my head because I know some of 'em we have had to honestly go to Dollar Tree and buy plastic cups and things like that to put them with, and I know some of them were still a work in progress of figuring out exactly what to go with. But my in-person class for me personally because there's not enough time between teaching virtually and teaching in person as well, which is a complete separate class. So I do do a lot of the pre-made kits for those. And I know I have done the Macromolecule lab for wards this year. That was a pre-made kit. I have done it is from, hold on, I'm trying to, we did a gel electrophoresis from another company that was a pre-done kit. And so I had the challenge because in the long run I have three preps and no prep period to be able to get into my actual in-person classroom because it is used all day long. So whatever I prep gets prepped at my desk,

Daylene Long ([24:40](https://www.rev.com/transcript-editor/shared/8Q9wL0DtNrZjZgEtO-0zApZwqDOdVXsoV9spsGO-Cr-Z2P_Kst7nYXgbKMAAdkg0XdDX94O7Vqku0gZAh9mWvHwC2Rc?loadFrom=DocumentDeeplink&ts=1480.31)):

That is an extra challenge. I think that's really interesting and I really appreciate that you went through all the different things that you have to consider when you're sending the kit home because it's a different set of circumstances. How do you handle safety issues?

Sarah Webster ([25:08](https://www.rev.com/transcript-editor/shared/yJSwlV1sYGD3ZsUIoeS6YBMOYp8LY7B9eB9Bd5HHbRuZFEUQwAHMqTqCs-fTrzo92lkVvvKNuAFiuoLTGLhdEJZhMVA?loadFrom=DocumentDeeplink&ts=1508.48)):

So as far as the safety issues, whatever we're sending home are made aware the parents have to sign off on the safety contract, just like our kids, of course it's a virtual signature, so the kids could very well easily turn that in, but we try to make sure that anything that we send home, it's not like a super dangerous chemical if it is ingested, if it is touched without gloves, things like that,

Daylene Long ([25:38](https://www.rev.com/transcript-editor/shared/bRhekcRNyLpQeWrGTYrpAJe_CWqxXBj0iE3g9Er56f97eypCj1rQRAYl22FtqEKYJ2SsZImnNtE9jaZb0fK6HKMqjpY?loadFrom=DocumentDeeplink&ts=1538.03)):

That helps. So you mentioned that you do the majority of your buying, you start thinking about it in June and that you typically buy in July at the beginning of a school Year? So our physical year is

Sarah Webster ([25:52](https://www.rev.com/transcript-editor/shared/59gOM9gz-CMn_7UJ4RiiDzAVGaIz0YZrubafOeTspNStY2XaJyutHDCHmRVwCSIV_-1VvKdKAxsIKS9ZqlmmOzlwAnU?loadFrom=DocumentDeeplink&ts=1552.79)):

July one to June 30th, and so we can send our orders into our supervisor before the previous school year gets out, but they won't be ordered or anything like that until July at the bare minimum of July one.

Daylene Long ([26:09](https://www.rev.com/transcript-editor/shared/QYr26A0SPtYejw6lErGgvyXJ0AC5mPEbGQt_CUV3JUtKorLmmTx_CqTjf05ogSO9zkEPBnb92PN940LbmdzuDqH21OQ?loadFrom=DocumentDeeplink&ts=1569.77)):

Okay. So your supervisor, is that a district level supervisor or a science department chair Or

Sarah Webster ([26:16](https://www.rev.com/transcript-editor/shared/LGNnfLxVFiOJkAOaX_DoRxk4L7BLXjoZqfRudHFKjVmOOSUHwow2ttGEAeVp2vFvNofNJppqzFf5bnio6_MIwLaWRbs?loadFrom=DocumentDeeplink&ts=1576.91)):

District? I send mine to a district level, but each school, so we have four high schools in our county and each school kind of has their own policy on how that has played out.

Daylene Long ([26:30](https://www.rev.com/transcript-editor/shared/gSX1BYbHijoHr84FSWUYboNS4DvjnX0YpRiMsTqlnb_WHBP_XFqgUga7ucGDFWwFBjBMgYnCiReuxMiioCQPHivJTFc?loadFrom=DocumentDeeplink&ts=1590.77)):

Okay. Did they ever push back and say, I don't know either. No, you can't have this or suggesting a different vendor or anything like that?

Sarah Webster ([26:47](https://www.rev.com/transcript-editor/shared/-iJyLCy2H2g_W7oHxLpTIbDnXg--M3swWSPRlgFb3WeHNYQgUpRPD-A32ZAnEZSmWKnH9a-LNJBAL3ZbIUD1MQtJJBM?loadFrom=DocumentDeeplink&ts=1607.61)):

Occasionally they'll say, Hey, check out this vendor versus this one because it is cheaper. I know we do the same thing. So last year I taught anatomy and I was asked to use a different vendor than what we had previously used because specimens were cheaper. Do you

Daylene Long ([27:09](https://www.rev.com/transcript-editor/shared/OPE09t9EZEO1V0ULrolGR02_7UKQrfZRgee1lne98abwrdAWAmWrjHvDLkGJZ-4ojZrVYYXP3Rqh2hB9FKszP3pwyno?loadFrom=DocumentDeeplink&ts=1629.54)):

Remember who that was?

Sarah Webster ([27:12](https://www.rev.com/transcript-editor/shared/BnB7mWimxjrtKPfcKhPLVl3HaSmIMPOsniKdEbJwa_hYc9RHvfUVF4qLzrEwZ_lUv7w9HAcD0xlZuWFEocriOJkuPbA?loadFrom=DocumentDeeplink&ts=1632.66)):

I do not. I know I had looked at wards, but I feel like they said it was Carolina that was cheaper.

Daylene Long ([27:21](https://www.rev.com/transcript-editor/shared/fhVzlpVqrg2LAl2aXx7cMrDgurvVedFWXj6Afiz0CgheJmMLn_DABNaF6NGAYDhZEVor-8dhhPV4JjrrRsIOLfeKPek?loadFrom=DocumentDeeplink&ts=1641.78)):

Okay, okay, that's helpful. The other thing that I always kind of wonder from teachers too, is there anything, let's say you have three vendors and they're all the same price. How do you make a choice then of who you're going to go with and is there any extra added value that a vendor can give that's really important to you?

Sarah Webster ([27:50](https://www.rev.com/transcript-editor/shared/Xi4kmpO1vhUCM8_fzaAOQS8Kq-aqxM5p9B9Zy4ICf0Tog7Nd3V9f0IKSoHD8Tkvr3aiC-tk1bNnBu-ZSO2yu57efSZ8?loadFrom=DocumentDeeplink&ts=1670.19)):

So for me, if they're all the same price, I normally just go with whoever I've worked with before, but I have also, it's like who could get it to me the quickest? And thinking about previous purchases, for example, we'll just say Wards has been here in a week versus Flynn only takes a couple days occasionally. So it just kind of depends on a, when do I need the item, how fast can I get it? Honestly, size and how, well honestly, I know for me how well it stores, so in what type of container it's been in, do I have enough room in my storage area for that? If I don't, is there another place in my building that I could store it?

Daylene Long ([28:41](https://www.rev.com/transcript-editor/shared/ZPu0LQmABWy18oz4eiOR7v9ondKby1WskYYq3U1DS1vNMeNzY69J74VwrVOnTmfXs64VFdKW7-5T97HhUkREt4VL7c0?loadFrom=DocumentDeeplink&ts=1721.67)):

Things like that. That's helpful. What about things like, I don't know, professional development or prep videos or videos for your kids or anything like that? Do you know of any vendors that do that?

Sarah Webster ([29:03](https://www.rev.com/transcript-editor/shared/CPjH_TXTfQUCfjkKxrAKAucCtz4QFqRcI_t7r8r5kiTffFAtTgixblxqp2r4a7DPfhy8SgLEhxxo_UqmU0NssaLQZvM?loadFrom=DocumentDeeplink&ts=1743.15)):

As far as professional development, I have used the flimm, the chem videos when we're doing our biochem unit, just kind of, because I am originally complete total life science person, and so I struggle every year when it comes to biochem, so I'll refresh myself with those videos. And I have also done the Flynn, the safety certification course, but that's just as professional development as far as videos, most of the time I go to whatever is in YouTube and just because I also teach kids of different languages and having the function for the closed captionings at the bottom, I can download the transcripts and I can select for most videos, I can select different languages or I can download an English transcript and transcribe it or have our district people transcribe it into that student's native language so they can easily understand it. Okay,

Daylene Long ([30:19](https://www.rev.com/transcript-editor/shared/3oR3Lr18NctbiKywEadJ2O5yrJ2adEa0vfLNwNexZ-Lh9kdIcq1zOOzLeCWtPEGKuLKbpm58BKexFgZZRJ-4FsLG2uM?loadFrom=DocumentDeeplink&ts=1819.78)):

That makes sense. When you go to YouTube, do you just put in the search bar what you're looking for or do you go to a particular YouTube author or company or anything like that?

Sarah Webster ([30:32](https://www.rev.com/transcript-editor/shared/XJr4_ppVDSbLFxlaZCoztJcj2DDbqOCyaucAxvy6SPih0-o9Jo-QDNm9pSkvt5px5A82TpmlCQZnNNp7ViUpvQDY_qI?loadFrom=DocumentDeeplink&ts=1832.44)):

It kind of depends. I do have, like I said, this is year eight, so in the previous seven years I have kind of started to get some of my favorites. Of course for biology, I do a lot of the Amoeba Sisters videos. I've also started to use some of the science teacher, I can't even think of his first name, but the last name is Anderson, and so we'll use a lot of his videos as well in class. And the easier ones are ones that for my kids at least that are short under five minutes or if they're longer, that they're easily plausible that we can go and discuss and not stop in the middle of a thought type thing. So just having those transitions definitely allows me to want to choose that video over others.

Daylene Long ([31:36](https://www.rev.com/transcript-editor/shared/SRvH1f7cdO3166SEcAH97s6Z4UXdXOZCEZiWEFFSG0xCW6T3-wKAfrjtrZR9CFayZ3zb1oJmC7Bv6uqFbM1suHTjf9Q?loadFrom=DocumentDeeplink&ts=1896.31)):

So for kids like a five minute kind of reminder or prep on something or if it's longer that there's pauses where it's broken up into?

Sarah Webster ([31:49](https://www.rev.com/transcript-editor/shared/rUwhH6uF1aCtUUQqinTbCBvicQGGuFMfoJRb9eBHKeRnBwbQvZoAlE4I0wZpvQj6_jZ3aq5fc8-JDX6tLKl-jLk3cv4?loadFrom=DocumentDeeplink&ts=1909.18)):

Yeah, I teach a lot of low level, so our lower special education, our non-English speakers, so our ELL students, I don't get the, in our building we have honors, we have ap, we have honors, and then we have regular level. So I get a lot of our regular level and very few of the higher honors and aps.

Daylene Long ([32:15](https://www.rev.com/transcript-editor/shared/uLr3LtpO3VDmAB6_m3dVVZYsfQIYMaTn1ogZrD3Z9-dVfQpis_SXS9nGt3hKKgxbIRo-VL3kSQbK9-YIyrRWsBHKmUg?loadFrom=DocumentDeeplink&ts=1935.5)):

Okay. You guys, you're in Maryland, correct?

Sarah Webster ([32:20](https://www.rev.com/transcript-editor/shared/d3Cz3ecr3LgmJZf-4H-Z6GLwMcp6SSZ4F0Q2oejuX3QJBdhiaWl_TMDD2sy65b9NTff9Uzj05oJ0XX1ibep8t4yKLbE?loadFrom=DocumentDeeplink&ts=1940.41)):

Yes.

Daylene Long ([32:21](https://www.rev.com/transcript-editor/shared/9DQUMH4H2bxj-Q30jkknSE1KJ8Nhf7Fv_YXsEGW4EZn7JHskmrfXPQ_RSmknrMkeQOAZMp54-R8FosHWkq9zP36HjF0?loadFrom=DocumentDeeplink&ts=1941.94)):

And are you allowed in Maryland to provide labs in different languages?

Sarah Webster ([32:31](https://www.rev.com/transcript-editor/shared/fdHZVvw9AcRVgy5LGXzqWTUwKigJYtJ3ekOaxjIfGiTTU4_eYgNx_Hv4lFqufvhA4n7vrK3riRvFdoIvAOjr2PSfMlM?loadFrom=DocumentDeeplink&ts=1951.96)):

I have never been told that we couldn't provide them in a different language. I teach or not this year, but in previous years I have taught we shelter our non-English speakers. So they are in, it's just one class of non-English speakers. And so I will actually separate and put their lab groups so that they're working with students that speak their native language because we have seen just the difference versus putting them with a bunch of English speaking students who, and they might not be as strong. So we definitely try to keep them together, but I haven't been told that I can't give them something in their native language. A lot of times I'll give it to 'em in they're native and in English as well, so they can bounce back and forth.

Daylene Long ([33:28](https://www.rev.com/transcript-editor/shared/jr3GqniwmCvd2iOOCcrvFwLrqRm8Lv-T6LQCLMOWgLqj0FpkOwDSIGPZ01z-F41Ssx6N6bYvp2CQb8h_dY6ICSGKvyk?loadFrom=DocumentDeeplink&ts=2008.22)):

Okay, that's helpful. When you're putting together materials like for year over year, do you go back to or do you ever ask vendors for their PO from past pos or how do you kind of reference back to what it is that you purchased the year before?

Sarah Webster ([33:49](https://www.rev.com/transcript-editor/shared/snYTy_BUkrVBA3Lvzu0qrhSIYMXKojgpju8FksoD32egqQVcbvK3WrWzlCk3bckfClf8uEInF8CviSft5uovArlifOw?loadFrom=DocumentDeeplink&ts=2029.73)):

So a lot of times I don't ever see the pos. Normally I just keep a copy of the email that I send to my supervisor letting them know, Hey, I want this, this and this from this vendor. And the same thing. That's what I use when I'm checking everything in is I use that same email.

Daylene Long ([34:15](https://www.rev.com/transcript-editor/shared/0it-5a5cqWA2nyUHgwEpRo2HHmD1VEMlB38sqAYukod5ockWO9wrXoZ-vm54G5ySVD1aMba1yXsVZkNqpix9Gd18pdg?loadFrom=DocumentDeeplink&ts=2055.11)):

So looking at the stuff that you buy year over year and the kits and stuff, do they typically give you a budget and they say, Sarah, you've got this much for next year's purchase, how does that work?

Sarah Webster ([34:32](https://www.rev.com/transcript-editor/shared/IwDxcwDinAK0Jv4Qk1hyfRH5-T8YsrGcrAVg2OkGwstqY9Iu9uhms6eshNibAqyhiKOQF4fHf35sqYO8b7xcGi7aqeo?loadFrom=DocumentDeeplink&ts=2072.3)):

So I have never been given a specific budget, but we get told, Hey, we have X amount of dollars in the district, get me your orders and then we'll get emails periodically from our supervisor. There is X amount of dollars left in the entire county budget to spend by a certain date.

Daylene Long ([34:56](https://www.rev.com/transcript-editor/shared/50xvyp5S6Ow50p1X7i7038ruflSOMULFVZQZgjsKlHxP9VNrQrHWhiJz5rpWrdvTGfPy65ck0VAqNkZjeR_-RmRQtzk?loadFrom=DocumentDeeplink&ts=2096.99)):

Okay, that makes sense. Do you have an annual budget that you get to draw from for things that come up in between budget cycles?

Sarah Webster ([35:07](https://www.rev.com/transcript-editor/shared/RXVYFeTyvWnPR8gOXojbbiqEHjsN_7x6J2USf3fDMoyIjUzHjjnLxXG-OyW9MGOySMTcO5G_8YhuxvycvfSz4ToUbaM?loadFrom=DocumentDeeplink&ts=2107.4)):

Not necessarily. So like I said, we get to keep whatever that amount is, just get spent down throughout the financial year.

Daylene Long ([35:19](https://www.rev.com/transcript-editor/shared/X-XtORXzc0ROig93QEwhtPM2cItAYd_-EctNE0T5zLfqaU32ThGXoAw-lVLnTcyZBNvEaialCEPetx4eaHyrANbNxdE?loadFrom=DocumentDeeplink&ts=2119.78)):

So

Sarah Webster ([35:20](https://www.rev.com/transcript-editor/shared/g4fhT_L0oIZi3PFbhFt3PNT3AP89c3luLec28RdDTebJy1agm3nhzqFx9mqo1mjsLxlHVqhxwJ9qcFQ9BDZeFsedMWQ?loadFrom=DocumentDeeplink&ts=2120.42)):

It really All goes through the district. It all goes through the district.

Daylene Long ([35:24](https://www.rev.com/transcript-editor/shared/JAJAQnh1jUACcPcyWYny5FxlNerj3rrUUqmsyIKsHUajkUY-mg3f08UdJFMEjXSEOn-zBlmum44pnWfai_I7_R54UPE?loadFrom=DocumentDeeplink&ts=2124.5)):

Okay. All right. That makes sense. And then you recommend if I have this correct, you recommend which vendors to use, but sometimes the district will come back and say, Hey, consider this one because of whatever reason.

Sarah Webster ([35:45](https://www.rev.com/transcript-editor/shared/9CYwFYEfrfS5wkLAtgcX6v8DCKdh4xZFKnXAeXt0GEbwzwsbpIJpjz-IegZ8NWFensbY6RNL6Rew7VTDj-UUx7Zmqg0?loadFrom=DocumentDeeplink&ts=2145.66)):

They give us definitely two, so Word and Flynn to use right off the bat because they do have the contract pricing or special district pricing that does give us a discount. But other than that, they don't specify that we have to use certain people.

Daylene Long ([36:05](https://www.rev.com/transcript-editor/shared/5t7dDR8KmGyOhn58GML4gTY18-MEkA4pQLNzhSYDOS2CqRVxxD2tZ-cZZqx3qVEdQ59OMryJ1kLI_gjYPFd2p4I4MuU?loadFrom=DocumentDeeplink&ts=2165.4)):

Okay. Let's see. I had another question along that and it just flew out because I haven't had enough caffeine yet, which is why I'm hugging this mug right now. Let's see. So one of the questions that we asked on the survey was a little bit about trust and reliability and those types of things. What does it mean to you that a vendor is reliable for you?

Sarah Webster ([36:33](https://www.rev.com/transcript-editor/shared/LJoUBzXBsH8weLCo9_7_VuoNb9_wUzFyfMTe2wxnhIQjKcXnm3dpAFXogne1a1ospXPnoM6js1-Y1qgHTK_dzvlu0rk?loadFrom=DocumentDeeplink&ts=2193.51)):

That they can get me the item or that they had the item available to me and they can get it to me in a reasonable amount of time and things like that. What

Daylene Long ([36:48](https://www.rev.com/transcript-editor/shared/lfigqbk4NUefpOl9l9gQpjpwGpKcvG4nufXycfGQtwqbl1JTIMlrQNxSO5u4PAEpSguyrMs2D8WFLIYrw2sJd9J_lTA?loadFrom=DocumentDeeplink&ts=2208.03)):

Is reasonable amount of time for you?

Sarah Webster ([36:51](https://www.rev.com/transcript-editor/shared/iEqHF8tp00P_RRL-K1PKi9_L3P-ScwavGoII-JkWrV6oyxa7riZcyWfm2PXIwYHdX4Glll755WZzsRQKswehl_qLA8A?loadFrom=DocumentDeeplink&ts=2211.24)):

For the most part, if order something, unless it's a course, the summertime and I'm not in the building, I probably need it within two weeks. There have been times that according to a vendor's website that it's been in stock and I send it and they go to order it and it's telling me that it's out of stock or it's back ordered for three or four weeks, or I end up having to order it or buy it. We'll just say from Walmart for example, and then it comes in because it's not getting to me quick enough.

Daylene Long ([37:23](https://www.rev.com/transcript-editor/shared/DT8PiWwbS2DJdlfg-Rhj6CzrX4BJ0VerYbJNLTKMqxIdyOQaJo6sgHN9xjvVdAUNc0xlwOc1_I9D3QojH4Q46pYeP40?loadFrom=DocumentDeeplink&ts=2243.19)):

So they don't tell you in advance that it's back ordered, it's after you place the order, It's

Sarah Webster ([37:28](https://www.rev.com/transcript-editor/shared/p9P4kOwlf-49m-Ne7hK1rLMCVENubWaeOoZU5jZu0Cho4bOzoPKGvFsLSwWrAR_azSOJY_nCUhLxHrw2-qsRz0-EbXA?loadFrom=DocumentDeeplink&ts=2248.24)):

After it's purchased.

Daylene Long ([37:30](https://www.rev.com/transcript-editor/shared/raoidiKM5BtPKE76TOHxi5_Kn4Z-QQ65Dnd07QDQXtPzB5bVNhpHZDlw4Mhmsl_KCrGtarA7lUIqvRFZ1t5Oma4Spz8?loadFrom=DocumentDeeplink&ts=2250.51)):

Okay. Let's imagine for a minute that you could know upfront if it was back ordered, what would you do differently?

Sarah Webster ([37:46](https://www.rev.com/transcript-editor/shared/ncbPVZVEyLYatMI0yQnJFhBAqYPDYLXi5sEcJpxndqT1DpbMuBISqH9VFz_QmafOYNEpN8gMpY3Z3Kp43z8Fnyy6ln0?loadFrom=DocumentDeeplink&ts=2266.83)):

I would either a look for a different vendor that would have it and be able to get it to me in the timeframe that I need it or try to come up with something different to use and it's like an alternative.

Daylene Long ([37:59](https://www.rev.com/transcript-editor/shared/us2WH37yBrmzrxh8OhtdjLHWOzcut69SuQtxckVWhV4LqHciKydBijYLtsEWOemjXG2pWJ6fnxB-Zzz-M1s1AF-KI48?loadFrom=DocumentDeeplink&ts=2279.95)):

Okay. Okay. So that's helpful. Let me think. I'm just flipping through my questions here to see, oh, does your district have an Amazon account or is Amazon not an option? How does that work for you guys?

Sarah Webster ([38:18](https://www.rev.com/transcript-editor/shared/ycQMTjUsWD0S6_OjGUV0BE53omjlcDg44QvZUX9ss4NekYz-avvfCdV4l9JZ25PlEVK_-Qs0Q3hYLWCg8P8wly58Hno?loadFrom=DocumentDeeplink&ts=2298.34)):

We do, and Amazon's an option, but in most purchases they try it. They want us to make sure that it's not available through one of the vendor, the major prior approved vendors first.

Daylene Long ([38:33](https://www.rev.com/transcript-editor/shared/3MadYFRXl_5lH8A6JStUVeYguF9wTh3SCoGD1gTOxasDwkleERFLG7tOBIoHvpkdXi_UlLMxUBui1HucNJcZTCOK-dE?loadFrom=DocumentDeeplink&ts=2313.95)):

Okay. Let's see. The other thing that I was thinking, just knowing that you are using Flynn and Morts too, does your school or district, do any of the classes do dissections or have a need for dissections?

Sarah Webster ([38:54](https://www.rev.com/transcript-editor/shared/QWoOI1QRR2IW4vb7D8GINTFNNzl9x3F8xYE2hNsZQbSNTqkbiv-MobnpVcIFmp_hix8n1AWcRZElJm5G0GxkXNBa50Y?loadFrom=DocumentDeeplink&ts=2334.04)):

So as far as dissections, our anatomy classes dissect and then biology, I'll say most of our biology teachers will dissect, but it is after our end of course assessment. So normally we have at least three weeks from when we're done state testing for the end of course assessment until the course actually ends. And so that's when we do the dissection piece. And again, it's teacher preference for me in the past. Last year was the first year that my kids have ever even wanted to dissect, and so last year was the first year we dissected, but again, it's completely up to the teacher preference what we do as far as dissections and when we do 'em.

Daylene Long ([39:45](https://www.rev.com/transcript-editor/shared/liywMzIRGbx7K-TyrNJSjjY2aMTtoTAgv20Ypca4HTu2yMHoB0Q7zX7cIHFAF-0iE-uV22jmUA_W2gCPbq9qu4lgjFI?loadFrom=DocumentDeeplink&ts=2385.09)):

Okay. You mentioned assessments and it sounds like the work that you do up prior to the assessments is really important and that maybe the more fun stuff or the extended learning comes after the assessment. So tell me a little bit about how you get students ready for their assessments.

Sarah Webster ([40:09](https://www.rev.com/transcript-editor/shared/CNTJ3XHdWxwvtA2RLb7tmtl03su5IEazBc-CH0pWRyn2zZGDyHGc57duF_omlC95vyhSCtn0I2k822HDd40RohmQlyg?loadFrom=DocumentDeeplink&ts=2409.37)):

So we have 14 weeks to get the students through 24 of the NGSS life standards and for them to have the full confidence that they completely understand the life science and then they are tested in either January or May. And so we will either do, a lot of it is student led learning because our state assessment, it's not just content knowledge, it's the application of that knowledge to a lot of times it's phenomena that's related to, we live near the Chesapeake Bay, so it's a lot of times it's phenomena relating to the Chesapeake Bay. And so it's just teaching them how to break that phenomena down and then apply content to that topic.

Daylene Long ([41:08](https://www.rev.com/transcript-editor/shared/3BOnawgo0C-5uIlWUf2WQaSN3ShBuIIg0AnA3zbxW3EqP0Kr7NPRqTDXCtjBSpPKYcoMfMOYP8QbjPR9g54HP-ohD_Q?loadFrom=DocumentDeeplink&ts=2468.44)):

So are they multiple choice questions? Are they open-ended? How do you do that

Sarah Webster ([41:15](https://www.rev.com/transcript-editor/shared/zMiZ5-VfhPcVF-ZKW_P505XKLeIMsITZ1tcIdb-B6N-LzlEjnDCJ22deyNnSBBlE7DEzDTzDqlqE1wX2S3xyCQDk9gM?loadFrom=DocumentDeeplink&ts=2475.11)):

Complicated?

Daylene Long ([41:15](https://www.rev.com/transcript-editor/shared/k3yV-7KvRRnVyVeyKxWbDXwcf78ryjZTpH4ul3Pvep7KA5fPT8WNop-LTUpu32udpdHMD3QzRMEh3EF1FLZjL_-l-xI?loadFrom=DocumentDeeplink&ts=2475.13)):

For the most part,

Sarah Webster ([41:16](https://www.rev.com/transcript-editor/shared/zOp-Rjhxtk3C2spZ5ArWDNhMFVLVAQI2XPR85v3asYj8tmm9NHi-gJ16fbQwWPViw037FTSjciB5dxxlGhIxrdg0A30?loadFrom=DocumentDeeplink&ts=2476.12)):

It's complicated. So there's five questions. So for each section there would be five questions of multiple choice and then one open-ended. And the tricky part with our end of course assessment, we never know what's going to be on it. We have to cover 27 of the standards. And out of the 27, only 24 are tested and we don't know which three are not.

Daylene Long ([41:42](https://www.rev.com/transcript-editor/shared/BazRBbJub5_8rvSPqfLvqDuDatp8nl65ZkUpwOsRZmq6ClzJycbzrGy0XGe61ozRbz9NwPL_aQRTfhNwUcoiCj8mJ8k?loadFrom=DocumentDeeplink&ts=2502.95)):

Okay, interesting. The open ended portion of it, who grades that? So

Sarah Webster ([41:51](https://www.rev.com/transcript-editor/shared/XUgWoH_SqtEbtjECLRTcOHM0iYwrYtTp3zEWJqo4yhwQunEsntiGfbb1piyLHBq2BtJ6WfbgR0myjNocdx1u_RIe4v0?loadFrom=DocumentDeeplink&ts=2511.65)):

This year they are going to be graded by artificial intelligence because it is also being counted as 20. So the state test is now 20% of our students end of course grade. Wow,

Daylene Long ([42:07](https://www.rev.com/transcript-editor/shared/6i-ZX5qzYU7NMXEiT7Ew5mHS2PEabqNqzYkmzZWswMac9bEVP9dYKkqLnzgVWMypEIUOePXDQazYdTKKKtSx1tlpiLM?loadFrom=DocumentDeeplink&ts=2527.66)):

Okay. So they're going to be test, excuse me again, caffeine. They're going to be assessed on the open-ended questions, but it's going to be graded by ai. Is that going through the district, the state? Do you have a sense of that?

Sarah Webster ([42:29](https://www.rev.com/transcript-editor/shared/N8ECvYJs76Cz1yTYXUIzPip8_mcPq5ojJJFzxxvybGKP7BsjKaPgvQeopTDmzpp7lZqZNy9CzArvOGu1-Ev6kdAAjO8?loadFrom=DocumentDeeplink&ts=2549.03)):

From what we're being told, our test is, I'm pretty sure the owner, the publisher of the test is through I think Pearson. So I know in the past they have had teachers work in the week after the test to grade the written responses as far as on the state level. But as far as in the ai, I'm not sure how they're exactly going with that.

Daylene Long ([42:59](https://www.rev.com/transcript-editor/shared/DGxUgPISEUQ77S3kef7znw6GB5Zdr9bppd_J2z2dcglJL8eCy1vcF8QTa78mSkPHWqmumICcAxIG9AFirtPV7gvWiGc?loadFrom=DocumentDeeplink&ts=2579.09)):

That's interesting. Hopefully it saves teachers time, so that's good. And it'll be interesting to see whether or not teachers agree with the assessments from ai. I think that's going to be part of it. Okay. So just in thinking through the prep for your assessments, is there anything you wish existed that doesn't?

Sarah Webster ([43:29](https://www.rev.com/transcript-editor/shared/6-6woMPwVqOhFCE_ej9UCwLWnhyELkjH2oLAXaFsX0i1L7AM1kJHHmEYOdKjNQQhLVC-MrN4BiQEAOaLC2ivZm4ikQs?loadFrom=DocumentDeeplink&ts=2609.42)):

Not necessarily. I mean, unless the magical fairies can figure out ways to make more classrooms and buildings, but that doesn't necessarily happen.

Daylene Long ([43:38](https://www.rev.com/transcript-editor/shared/zNR_QlbTx1fcUuy-OSeNV6QuiI8TXvVLSmY-Oz7DyCxv0hCqtvyGsGPTna6bB1XivVBOZidO31LLWBFODeAox-ZvEwQ?loadFrom=DocumentDeeplink&ts=2618.78)):

Okay. Are there any vendors that you feel like you are loyal to?

Sarah Webster ([43:48](https://www.rev.com/transcript-editor/shared/zaFjRAD472SEyYpAWw7zV4eCr87LK-qLntTCbuWPjdqbDpJdUjfqj_Pe7I_xHqKrobWjaFKfAWKid39qKeFIBJCQy5I?loadFrom=DocumentDeeplink&ts=2628.2)):

I mean, for me, I'm pretty loyal to Flynn and that's just my go-to, and I think part of that is that's who, for the most part, the teachers that were here when I first started, those were their go-tos and it was just, oh, we can do one big collective order and save on shipping. And a lot of it's just who they had had, I don't want to say preference, but preference with before I started working here.

Daylene Long ([44:20](https://www.rev.com/transcript-editor/shared/hkhl8WWBfAz4IijX0Rr_vkUDdzDTsI1n1-BR_KHtRsQPWo16KhJbSZpQS4USQCLKp7r99vzmmNU1pc1zr6TxEKMMs9w?loadFrom=DocumentDeeplink&ts=2660.51)):

So kind of a legacy impairment. Yeah, basically. And is there anything that would make you, if everybody's ordering something from Flynn, is there anything that would make you really advocate for switching?

Sarah Webster ([44:38](https://www.rev.com/transcript-editor/shared/7MIMQMrVD5uSKmCXWKl6Z51yQLriDmMSSb6uAEx8_9cdn-goEebYSgx_HojbGaRrDC-9RHhJ4t58ZcF4norx2YFiAGY?loadFrom=DocumentDeeplink&ts=2678.31)):

I'll voice my opinion and maybe for me, I'm always trying to get the best deal for my money, so we'll just say if wards has something that if we buy it at a bigger quantity, but in the long run when we dish it out into smaller quantities that it's actually going to be cheaper. I sit down and look at the money. But I also, that's just my mentality of trying to make sure that I have enough to go through all year, but also trying to save and conserve and all that kind of stuff.

Daylene Long ([45:13](https://www.rev.com/transcript-editor/shared/IZ8UMZOcusB04b9pWe4iwSbXqhpYSAEQ9AN1abykewY0j70aYZh_kyv_FD6zgcaV27v13RC_40E57GWiuBAEHiu-R0c?loadFrom=DocumentDeeplink&ts=2713.2)):

Yeah, that makes sense. Okay. Stepping back now and looking at the big picture and knowing that this is your opportunity really to speak directly to people who can make a difference in what's available for teachers and for students, what would you like to see that doesn't already exist?

Sarah Webster ([45:40](https://www.rev.com/transcript-editor/shared/L1Ob8-3tbjb--AlQ_UUxqLyrmQtDnse0QUL1NVIOR7lqqimq86B02qKzwS6wTCcEonBnPe2HuJ7qRNfgeZJ2kJuiXes?loadFrom=DocumentDeeplink&ts=2740.95)):

For me, I, like I said, pre-lab kits, so some of those already exist, but pre-lab or pre set kits for pretty much all labs so that there's not a whole lot of leg, I don't want to say legwork, but there's not a whole lot of prep work on my backend. And again, a lot of that's just for time because the classroom that I am in for my in-person class, it's used all day. So either I would have to come in before school or after school to set up a lab. And so if I do set up a lab, I have to set it up on a cart to be able to wheel in and out of a storage area. And so definitely things that are maybe more shelf stable meaning so that I could set them up three or four days in advance because once a week I do have an additional 40 minutes that I am able to be in that classroom, but I can't necessarily teach or do labs, so I could use that as additional prep time.

Daylene Long ([46:48](https://www.rev.com/transcript-editor/shared/Lr-kqi47Qf0w4Hk4CI-tz1ZjYVeZJcmlTasZ8ZpI4eeqRTNEu1RxFcTdObEgAZ6EOVON6yXetRAILeu3PCexjIL4Of0?loadFrom=DocumentDeeplink&ts=2808.15)):

So this is just me not being a teacher. What is a pre-lab kit? What is A pre-lab? So a lab that is basically everything is already in that kit. So the

Sarah Webster ([47:04](https://www.rev.com/transcript-editor/shared/gjgYaD45fnjjuwo9oIO22wqBheNQgFR9m5N58XDs7CC1k6kxWWRwAjshMQb5DBvYsYagbL2jG8n409M2dFF24xLqoos?loadFrom=DocumentDeeplink&ts=2824.44)):

Fully bought kits that you can buy and I don't have to go searching for

Daylene Long ([47:08](https://www.rev.com/transcript-editor/shared/RqIlh4HIqCychb4wmw0gl3qD1bPZgcm5xdGKu_SYdx1g_niqhJTy6Sm-d35iD8azWfr_W_eYZ_twEpl63NupyCNRahw?loadFrom=DocumentDeeplink&ts=2828.91)):

This chemical, this chemical, this chemical

Sarah Webster ([47:11](https://www.rev.com/transcript-editor/shared/6N5etwq7ur327XF85TEhipEyP8asD021dSuNAZ5ZqBRIBq5i-t2BBI77bWFhAGZtBSIP0Cjf1Zn7SwA5DfdNAleUlsQ?loadFrom=DocumentDeeplink&ts=2831.28)):

Or this item and pull everything together. Okay.

Daylene Long ([47:16](https://www.rev.com/transcript-editor/shared/Bm1ehUUsSPkGnFEhiKCX_ePU1R1Y1-7BSkbGJsA8fCLXqwIUJndNUU9qzrtd8ZoPdhtJIFwLxKNBiL7KwXdtvgcg3n8?loadFrom=DocumentDeeplink&ts=2836.32)):

Are there any out there for topics that are missing that you're like, I can't find one on fill in the blank?

Sarah Webster ([47:25](https://www.rev.com/transcript-editor/shared/v3qDvQWjt8jY6PRxC8dbOrilP96nOyqc-FkRfRMPnIRsFKyCJKn2yFadR8IC8jOyJWN-jL0ryIWFEptrvwqVelvI8Qw?loadFrom=DocumentDeeplink&ts=2845.53)):

Not a topic that I can think of right off the top of my head that, I mean because gotten to the point we share some of ours around.

Daylene Long ([47:44](https://www.rev.com/transcript-editor/shared/wJGdCxsgHqhoidJ9C-gOpocSIVJ9PGcUunMK5ugutJzARVwPj8PBRfuW8-vCcUyGN7YPEqd6nbuk8jYg_Ry9sSsQdlQ?loadFrom=DocumentDeeplink&ts=2864.41)):

Okay. Let's switch and talk a little bit about social media. You've mentioned you use YouTube. Are there any other groups or forums or that kind of thing that you are your go-tos for collaborating with other teachers?

Sarah Webster ([48:05](https://www.rev.com/transcript-editor/shared/om82Er5zSA88e53gpIe8_pZDNqQBZUmhs0bKsF7st6lgzv71zDOPzwhe_HgzXUF2hyBz8YRpo_Fl18RzB_eLhOiW-rA?loadFrom=DocumentDeeplink&ts=2885.83)):

So I am in a couple of different Facebook groups. There's one for biology teachers, and so I'll pull things from there and I'll share things. But as far as, and I'm also in one, so I also have taught anatomy. So I'm in one for anatomy, I'm in one for environmental science because I do teach that. So I definitely am pulling a lot of from there and giving resources. So Facebook is my other big one that I go to. And other than that not, I mean I have accounts but don't have account or that I don't have accounts, but I don't use 'em a whole lot on Instagram and those. So other than Facebook, that's about it.

Daylene Long ([48:54](https://www.rev.com/transcript-editor/shared/aTmW1XM-FH1XGSlm0YdcjcHYKNO5Wt10RcFhYCQR1avIuNi880lRj0ES8ivyOFfYjQPfXBXYJflHc3CFp308FAGJ7q0?loadFrom=DocumentDeeplink&ts=2934.22)):

Okay. All right. That sounds good. I want to bring Kim in and I want to be respectful of our time too. We're getting close to going over. So Kim, do you have any questions for Sarah?

Kimberly Herder ([49:10](https://www.rev.com/transcript-editor/shared/jXvsA9iYjROGeI_wb0iJWtIROIv3GaqM7ysJ5A0e1J7Pxh3bW97UgQVWq_EkL10ngF8gwkl-8mExu9S1J67ysOA6Ujw?loadFrom=DocumentDeeplink&ts=2950.87)):

I don't. I think you've covered everything. I am absolutely in awe of how you teach remotely and online and then balance that with the classroom because that in itself is just huge. But the online teaching and then online teaching to students that are in a challenging situation in their life, high

Daylene Long ([49:36](https://www.rev.com/transcript-editor/shared/50zCdIwRnX_IoqWcVOspYJ6AXy_PDCuUs7xbArlk6Bqr_78HhwCVq6U1KfuGyW3hMRH0MBzH3xQNxwNWwwHtxIXhy54?loadFrom=DocumentDeeplink&ts=2976.82)):

Stress.

Kimberly Herder ([49:39](https://www.rev.com/transcript-editor/shared/CSwQkjFJc_lit_gxp_4F9FeAkkeW_tXL2rEdkwU_chMip9Mdn3aCKuGjz6PD_J1rj0XkbbS_tRMHGz7DnSCHzJe6jo4?loadFrom=DocumentDeeplink&ts=2979.4)):

If I had more questions it would be something like that, but I don't even know how to articulate them.

Sarah Webster ([49:46](https://www.rev.com/transcript-editor/shared/LE1zO1uvvp9Y6ibhA6xJCRefYekFm62cB5S-vmcHcSiu7Nwn9EtS38pK4syU-A9ja7mTcsawZObrsWicGDtdcJgTZ3Q?loadFrom=DocumentDeeplink&ts=2986.51)):

Yeah, it's definitely been a new adventure with us. And so when they presented, I will say in June when they told me that this is what I would be doing this year, I was not the happiest a person, but I definitely feel like in a way it's kind of lightened my load some because I don't have to deal with the discipline. I can easily just hit the button and send the kid to the waiting room versus being cussed out in person. But it's definitely been, it's come with its own new set of challenges of trying to figure out how to get them and meet the state requirement and do all of this while they're in the virtual setting.

Daylene Long ([50:30](https://www.rev.com/transcript-editor/shared/uRUnCuBnJwszTuE6eGX08GRO-HaituGartz6UfNBfdLOoSshNo8AR01ulVcrV5VGVTntrYMqKmtRcbiXrYc4iNkD25s?loadFrom=DocumentDeeplink&ts=3030.23)):

Yeah, it sounds like a big challenge. It also sounds like, I mean it will be interesting to see what comes of the program, but it sounds like a really interesting experiment that if it works well, could solve a lot of problems both for classroom teachers and for schools and districts and that kind of thing. So I applaud you for being brave to take that on. It is brave. Kim, would you walk through for Sarah the next steps of what goes on today?

Kimberly Herder ([51:07](https://www.rev.com/transcript-editor/shared/chyTTZ0iRA1ZwbZjlcmdXPjwB1Tv82m4fxvsNA3wG0LZKXj5ZQCC4ws7F3-CcR7o0ltLxoK-b8mHmYhE_n1aO9WyA0w?loadFrom=DocumentDeeplink&ts=3067.13)):

Yes. So today you'll get an email from me that will have a couple, that's a huge thank you, but I'll have two questions within the context. One of them being if that you come up, if there's something that has sparked today or the next couple of days or the next couple of weeks, an idea or a thought conversation, we'd love to hear it.

Sarah Webster ([51:33](https://www.rev.com/transcript-editor/shared/WNEtGYd4CiZlSKY5gr3sXOciGOZ7QoeKmWnGbk7TH278jm6aW0pVeLU8ZGZQ-4U3hY71go6-vUftBrcnzyIb6Ik9GF4?loadFrom=DocumentDeeplink&ts=3093.65)):

Okay,

Kimberly Herder ([51:34](https://www.rev.com/transcript-editor/shared/PAOenIyDiVTcoIxScMnkJoMd9gmf_EBbrj-dVgEBvu8BHwnms1BpQtF7vubAiVY0Lov9y64bAA_LWo63y2T0hyvbmNo?loadFrom=DocumentDeeplink&ts=3094.58)):

Thank you. And then the next one is if you'd be willing to participate in something like this. Again, we work with a lot of different clients and different questions come up and different ideas come up and would like very much if you're interested to have you involved again. So you'll ponder that one as well. And then, yeah,

Daylene Long ([51:59](https://www.rev.com/transcript-editor/shared/eJIHThEffTkcJR8-mOlpfxkriyRqhUVKV5P2vjhmP-UGBxEYpKRuWdk-7iFOsVCzX7yW5HGgBZp_fyltptKbDlGXm0E?loadFrom=DocumentDeeplink&ts=3119.81)):

Then I was going to say, and at the end of the day when all of our interviews are done, you can expect to get that gift card in your email. We gave you kind of a choice of a few different ways. You can get a Visa gift card, you can get a Target gift card. There's a couple of other choices that we put in there, so you've got some choice over how you use that. Okay. Well thank you again for everything you do. Thank you for everything you do for our students and for other teachers. And thank you for being that brave teacher out there that the schools can go to and say, Hey, you want to start something new that

Sarah Webster ([52:40](https://www.rev.com/transcript-editor/shared/dyUPb0v8owwoYNWCIWcmGu7f8fUZjmB342OPqExiy1bN0qinV1ee9HWrTEWr1CXTMt45F7lR4hvhTymgMAVyt7lRRgU?loadFrom=DocumentDeeplink&ts=3160.16)):

We

Daylene Long ([52:40](https://www.rev.com/transcript-editor/shared/w1vksWuF86bd-KOjUKBx6n1sj3KVNcNviWnBeHcbmEfBucjOax7AZ74mvPEzkQDSmkFplm93-Ss9cj7x3yRob3Y_L_A?loadFrom=DocumentDeeplink&ts=3160.34)):

Don't really know what we're going to do with. So we really appreciate that

Kimberly Herder ([52:45](https://www.rev.com/transcript-editor/shared/ArJcffCKO-AuUQ38IyAVui3s7HKXwPPuoRjuZ0PmyBqPRYGdGihBD3I2-Ul2ANBNp2NIFeVsPascoQ3ENRxzGyyq2HA?loadFrom=DocumentDeeplink&ts=3165.74)):

And caring about those kiddos.

Daylene Long ([52:47](https://www.rev.com/transcript-editor/shared/6rYXUMx5ISOd7pUCn9RAAHWRbp3MNJ3GT5chO1keMjO_UtNiBYRa2ITmS4SQQwSQnZw56gFW0ugUtb36hDwvQIzXdo4?loadFrom=DocumentDeeplink&ts=3167.9)):

Yeah.

Sarah Webster ([52:49](https://www.rev.com/transcript-editor/shared/PekkkAShgkySbvYas6Qptp5Xo6ENTrIq_yxyiQynhxgunZmjyx1wRUs6NVty8Nbvt78ha_fYQ9ikIhjSK3tidZT2_A8?loadFrom=DocumentDeeplink&ts=3169.46)):

Yeah, it's definitely been a challenge, but it was a needed challenge, I think.

Daylene Long ([52:54](https://www.rev.com/transcript-editor/shared/OzuZuIJyBSQQjUy5S26GW75D6cQosnsynO85_-c3y0Pckyj-zMe0BFEXOhZPHHlXGIiT5gO1Wj4aR6FCMOWRD9vwIKM?loadFrom=DocumentDeeplink&ts=3174.68)):

Good. Well, thank you so much Sarah, and we will be in touch.

Sarah Webster ([52:59](https://www.rev.com/transcript-editor/shared/P5Z_kvLn7ixor0bn3OdKKfM5iY8zb3hDXg6ZM3Xvbqz1mMrszwRd7WOeoXz9gbqcPuLACY-68jeajmufA9KnZnnrMkE?loadFrom=DocumentDeeplink&ts=3179.09)):

All right. Thank you. Bye.