



Bailey Li - 05:28

Hello, Praise.



ID FUTURE STARS - 05:40

Hello.



Bailey Li - 05:42

Oh, yeah, it's today, right?



ID FUTURE STARS - 05:46

Hey, Chris, how are you?



Bailey Li - 05:48

I'm doing well and thank you. So firstly for Josh, shall we discuss about the proposal for him so I can pass it on to his dad and mom? Oh, okay.



ID FUTURE STARS - 06:19

Sorry. Yeah.



Bailey Li - 06:22

Did you hear me?



ID FUTURE STARS - 06:23

I just know I, I cut off when you said shall we discuss proposal for Josh and then I lost.



Bailey Li - 06:31

Yeah. So how about the. Can you give me an idea that usually the pricing, the framework of the pricing for like him.



ID FUTURE STARS - 06:44

Yes, we can discuss that, but before we get into that, because I have to ask you some questions that are going to determine how we approach this. So he's in the ninth grade. Is the idea for us to work with him all the way till he gets to college or is it just to help him this year and then evaluate where he is?



Bailey Li - 07:05

So he's in ninth grade, right?



ID FUTURE STARS - 07:08

Let me see. Yes, he is.



Bailey Li - 07:10

Yeah, ninth grade. So there will be two more years basically for the college prep. Oh, no, right now it's the second semester of ninth grade. So there will be like three summers.



ID FUTURE STARS - 07:28

Correct. So, yeah. So my question is again, so is the proposal that we're putting together to cover ninth terms, 11th and 12th, so give a complete plan of how we're going to go from 9th grade to 10th to college. Do I need to put the entire proposal? Because you pay yearly, but we put a proposal together for the entire time to show them what their, the total investment is and what they're getting in return for that.



Bailey Li - 08:01

It should be the holistic proposal.



ID FUTURE STARS - 08:05

That's what I'm saying. So holistically we're going to show them what we're going to do for ninth grade, how we're going to go to Kent 11th and 12. So, okay, so. And then obviously they can decide. Hold on, hold on. I have to ask some questions because I'm taking notes. I need to capture it a certain way because it's very important when my team looks at the note that we got the correct information for all of us to see this because we all have our opinions and input as to how we put this together. It doesn't take long, but we still need to be. So I have some specific questions I need to ask. And you can ask all the questions you want because I might answer some of your questions. I just need to get through this so I get it captured first.



ID FUTURE STARS - 08:46

So my. Okay, so I got that. So what would happen is we'll put in a plan together. They can, you know, so obviously you pay every year, but any time that they Decide they don't want to continue for the next year. They don't have to. So do they want to guarantee that he's going to get into. So. Well, let me explain the guarantee. The guarantee consists of usually two things. One, these are the schools we want to go to and these are the majors we want to go to. So sometimes it's just the schools and sometimes they want to guarantee for the school and the major. Now, the majors are more difficult for a ninth grader, but the schools are easier.



ID FUTURE STARS - 09:26

We can't obviously commit at this point, but we can tell you based on what we know about the student, if it's even possible. Right. So. And so we will evaluate the student based upon direct and what he's learned already. And he would say yes or no. So I've got a couple more questions. I'm almost done. So the guarantee, we need to know the year or how long you've already answered and then any other special things they would like to pursue beyond normal. So what you would consider to be a special request or something that's unique to them that we need to consider. If that's no matter what, if it's nothing, fine. It doesn't have to be anything. But there are some people that have said, I will not send my son to the west coast. Like people on the East Coast.



ID FUTURE STARS - 10:22

I will not send my son to the West Coast. I don't want to consider those schools. They're out. So that would be something we would consider to be something we need to know about up front because we're going to eliminate. Because if Rick thinks, oh, this kid's a good fit for Stanford and they say, no, I won't send my kid to the west coast, then we, you know what I mean, we know that's not an option. So those are my only questions. So you can either answer them or I can repeat them.



Bailey Li - 10:56

The question one by one. You mentioned one. Do they guarantee? Do they need guarantee? Right, that's the first question.



ID FUTURE STARS - 11:02

Yes.



Bailey Li - 11:02

So the answer for that is his dad was asking they prepare. So his school is public school. Right.

ID FUTURE STARS - 11:13



Her book is not public now credits.



Bailey Li - 11:17

Right?



ID FUTURE STARS - 11:17

Yes. Not in public.



Bailey Li - 11:19

So they wanted, the dad wanted his son to go to like a liberal arts college, something like that. That was his like intention originally.



ID FUTURE STARS - 11:31

Okay.



Bailey Li - 11:32

So basically I can tell they don't need guarantee. They want like a, a regular college prep. That's school as he can.



ID FUTURE STARS - 11:44

Okay.



Bailey Li - 11:45

Yeah. So what's the second question again?



ID FUTURE STARS - 11:48

Okay, so based on the. So let me respond. If I go to the next one. But based on what you just. Because this is all being captured in the notes. So based on what you just said, then we don't need a guarantee. So they're not in the VIP program because we don't need a guarantee. Okay. Because if they're, they want guarantee, they're automatic in the VIP program. It's a whole different cover, it's a whole different conversation to see if they qualify and if they're a fit. So in this case we don't have to worry about that because we're not doing any guarantee. We're not mapping anything to like the top 10 schools like Harvard and Yale. I mean, normally when we do this, Harvard and Yale are in there or those types of schools are in there, we have a guarantee.



ID FUTURE STARS - 12:30

So I'm not only talking to you about this opportunity, but I'm trying to educate you a little bit as we go so you can see how we make decisions. You get a little bit of understanding of how we look at family and how we determine what is the right fit for them. So I've got that question answered. So my next question was guarantee. You've answered that. So. Oh yes. Is there any other special attention? Like do you think he needs help with discipline? Does he need more attention, like more management? Meaning, you know, somebody to spend more time with him than normal, like extra. So we are working with student now where we're spending about 30 hours a week just on tutoring and just with time with Rick once a week checking in.



ID FUTURE STARS - 13:21

So how often do you think we need Rick as the second Chris?



Bailey Li - 13:24

That's too long. Can you, can you put it in short? Like, what's the point? Like the options I'm getting.



ID FUTURE STARS - 13:33

I'm gonna put together an agreement, baby, from this conversation, I'm not going to give you an agreement on this call. I need to go away after I get these questions answered. Without these questions answered, I cannot determine what's best for this family. So I have to get these questions answered. If you don't know these answers, then I have to get them answered. You don't have to, I'm just ask. If you answer my questions, then I don't need anything from you to put.



Bailey Li - 13:57

I can't answer the second one. Basically, you know, I, I know the parents very well. They want, like you mentioned regarding chars and the tank, right? They need the total. The total work is the same to achieve A to B, from A to B. Right. So we might wanna do this way from ninth grade to college application. What's the total input required? And then we can charge by the total work.



ID FUTURE STARS - 14:39

Well, that's not exactly how we do it. We charge based upon delivering results. So if you're telling me that I'm gonna. Hold on, let me finish. So if you're telling me I'm gonna work with this child from 9th to 12th, what I'm gonna do is put together an agreement that says we're gonna work with this child from 9th to 12. This is what we're gonna do in the 9th grade. This is what we're gonna do in the 10th grade. We're doing 11th grade. This is what we're going to do in the 12th grade. At any time they want to exit the agreement, they can. So they just have to pay for whatever they paid for so far. So if they're going to go 9 to 12, they'll pay for 9th grade and then they'll pay for 10th grade.



ID FUTURE STARS - 15:17

They'll pay for 11th grade and 12th grade together, because those go together to get them into College. The 9th and 10th, they're prepping to get ready to submit to college. The 10th and 11th grade go together because why that's more intensive on the college side, the ninth intent is branding and building and extracurricular. Getting good habits down and getting good discipline down and tracking them and finding their interest and exploring them, offering them like the AI classes we have. We're going to give them access to all of the opportunities that they need all the way up until the 11th grade. Then what are we going to do? We're going to focus on college. We're going to focus on. Focus heavily on that aspect of it until there's gaps that are remaining, and that's what we're going to do.



ID FUTURE STARS - 16:04

So when I give you a plan back with an agreement, it's going to have 9212. It's going to lay out everything. I'm telling you now that I've got the questions answered, I don't have to worry about a guarantee because that's a separate agreement. That's a whole separate discussion. I don't have to worry about right now, specific colleges, because we don't know yet. I can put in there that there's an interest in liberal art, but there's also an interest in exploring what the child wants to do. And we can revisit the agreement if they need a guarantee. If he gets to 11th grade and they want to guarantee, we can switch the agreement program.



Bailey Li - 16:38

Okay, it doesn't matter. Can you just put all the options into one proposal, then the parents.



ID FUTURE STARS - 16:45

I'm going to. Bailey, am I not being clear? Should I repeat myself?



Bailey Li - 16:49

Because put together what you were talking.



ID FUTURE STARS - 16:53

I'm explaining. Okay. Can you not hear me or something? Or.



Bailey Li - 17:00

I don't know why I cannot hear you properly.



ID FUTURE STARS - 17:03

Yeah, I know it's something. I heard a lot of background noise. So I'll put it together.



Bailey Li - 17:07

Just put on the proposal and pricing, then we close the deal and as much as we can.



ID FUTURE STARS - 17:13

Okay, so what's your thought process? Are these, do they have resources? Does this family have needs? Do they have resources to do this? Is it going to be a. Is there going to be any type of financial situation like with Tank and the others, where we have a financial problem or is that not a problem?



Bailey Li - 17:34

What problem?



ID FUTURE STARS - 17:36

I'm asking. Can you hear me? Can you hear me?



Bailey Li - 17:39

Yes, but it's very blurry.



ID FUTURE STARS - 17:42

Hold on a second.



Bailey Li - 17:44

I don't know why. It's very hard to understand you.



ID FUTURE STARS - 17:47

Can you hear me now?



Bailey Li - 17:49

Yes, much better.



ID FUTURE STARS - 17:51

Okay, so let me ask a question. So what I was asking is, do, does the family have any type of financial resource issues, like with Tank, where they didn't have a lot of money or need to pay monthly? Is there a financial concern here I need to be aware of?



Bailey Li - 18:12

Honestly, they are financially free, but I don't know how well it is. You know, they have four kids living in Silicon Valley, so they are rich, but depends on the world. Right. So we can forget about their financial situation and just put them like two options, the lower price and the higher price so they can choose from.



ID FUTURE STARS - 18:38

Well, I mean, I'm only going to put together one agreement. I mean, I, I mean, I don't, I can't give them a low price. I mean, they're going to do what needs to be done to help your son or not. So there's no way. There's nothing to choose from. The only thing that they're going to do, though is they don't have to make the upfront investment in total. So in other words, if they're, if we're going to engage us from 9th to 12th grade, they're going to know what it costs for 9th grade, 10th grade, 11th grade, and 12th grade. But they're not going to pay for it all up front. They only pay for 9th and 10th, then they pay for 11th and 12th. When we get to that point.



Bailey Li - 19:13

Yeah, makes sense.



ID FUTURE STARS - 19:14

That's good. Right? Only then. Right. So I don't want Them paying for something they don't even, we don't even know yet, we may get to 10th grade and say he doesn't need us anymore, we don't need to go anymore. Right. That's the way we are. Right. Our job is to get this student and the family where they need to be and we will tell them this is what it's going to cost. If you want to guarantee it's a separate thing, but we're not talking about that. So as long as we don't have to worry about that, then it's easy for us to price this out. Nothing's going to change. We're not, you

know, nothing's going to change.



ID FUTURE STARS - 19:47

So for us, as long as the child is working with us and we're getting now if they, we come back and we collectively, us and the family decide he needs more, a lot more, then they're going to obviously understand that we need to relook at adding on to the services. But that's it. But that would be a request from them, not from us. We're not going to go back and say, oh, you need to double this because we need to go twice as much work. No, we know what we're getting into. That's why we assess the student before we ever have any discussions about pricing. Understand the family. But first.



Bailey Li - 20:27

Okay, so the family should.



ID FUTURE STARS - 20:29

You know what to do. Yes, I will get it back to you before I'm getting on the plane tomorrow for Asia at 6:00pm, 3:00pm Pacific. I will have it to you before I land in Ia. Actually, I'll hand it to you. I'll have it to you before I get on a plane tomorrow most likely, if not, I will have it to you on the plane or when I land from Ia, which is around sometime tomorrow afternoon.



Bailey Li - 20:53

Oh, are you coming to Asia?



ID FUTURE STARS - 20:56

Yes, I'm going to. Yes, I'm going to the Philippines first. So I'll be there on Saturday.



Bailey Li - 21:02

For work?



ID FUTURE STARS - 21:04

Yes, yes, work. Well, yeah, I'm building a technology center for us actually. I'm building it and then I'm letting IDFS use a portion of it for all of the classes we're going to be doing in Asia. Philippines is going to be one of the hubs and then we're going to put one in probably in Shanghai and then probably one in Hong Kong and then probably one in Singapore.



Bailey Li - 21:30

That's cool. Let me know if you visit Shanghai. Okay.



ID FUTURE STARS - 21:34

Yeah, yeah. So I mean, yeah, well, obviously we're coming back in July, June or July. So I'm gonna be back in probably a month after. I'm gonna be there until the end of April.



Bailey Li - 21:44

Okay, cool. We talk about the summer program.



ID FUTURE STARS - 21:50

Yes.



Bailey Li - 21:51

Okay, so we need a very specific, like a two week daily arrangement.



ID FUTURE STARS - 21:58

So you, I've already sent it to you. You've got a four week total program that has a day, by day, everything. It's got an agenda by day, it's got it all broken down. There are electives they can take.



Bailey Li - 22:11

Yeah. Can we talk about the pricing?



ID FUTURE STARS - 22:15

Yeah. So where are we talking before we go? I want to be clear, you said two weeks. Our program is four weeks. Does it only need to be. Okay, does it need to be two weeks? Because, because, I mean, it's like three weeks of class now and then it's a week of tours and other things. So it's not just all program stuff. It's, it's like two and a half, three weeks. But then you've got tours in there and you've got other things that we're going to do at the university. So with all the events we're going to have at Google, all the universities, it's going to take four weeks to get through everything.



Bailey Li - 22:51

Can you. Yeah, I'm on the document right now. And it's all about courses, right?



ID FUTURE STARS - 23:02

Oh, hold on, hold on. Let me, let me, let me, Let me display. I don't know what you're looking at, so let me display the document that I want you to be looking at. Let's make sure you're looking at the right document.



Bailey Li - 23:13

One second, I can share my screen.



ID FUTURE STARS - 23:15

No, no, I got it. Just hold on. I want to, I won't do. If you don't mind. Let me open it up so I know what document I'm showing you is the right one. And then let's just. I think you've had some trouble looking at documents and the right ones and I don't want to have you in the wrong place. Okay, so hold on, I'm sharing my screen. Give me. Can you see my screen?



Bailey Li - 23:51

Yeah.



ID FUTURE STARS - 23:53

Okay.



Bailey Li - 23:56

Yes, the same one.



ID FUTURE STARS - 23:59

Okay, so what were your questions?

Bailey Li - 24:02



Okay, let me see. So firstly, who will be the ideal target students?



ID FUTURE STARS - 24:10

Okay, well, so this is us students. So we can support us and students in other countries, obviously, China, any students that want to do the summer program. So this is just one track, which is the math. So it could be anybody that wants to learn anything. With math. There's a track for medical, there's a track for. So if somebody wants to look at the medical side of it, there's a medical side. So this is something you've already seen. So hold on, let me go back. Let me go to hold on. Let me go to hold on. Oh yeah.



Bailey Li - 24:48

So theme can be AI.



ID FUTURE STARS - 24:52

So this is AI math one. So they basically learn math because the problem right now is nobody is learning advanced math before they move into AI and automation. So what we do is we teach more advanced math and then we apply it as we go to case studies. Whether it's so like here, this is medicine. This is a case study with medicine related to the medical school. We've got one that does one for applied mathematics, for physics, we got one for robotics. So they can choose between robotics, they can choose between a medical track. So everybody gets the fundamentals of higher end math. Then they can go and choose one of these like medical if they want to go on the doctor or biogenetics if they want to go into advanced math and AI automation. We got to track for that.



ID FUTURE STARS - 25:41

So the summer program has basic stuff that you see here, right? And then the option, so this is basic course and then in here is one for the math but there's also one that I just showed you for the medical. So they sign up for the four week course, forget about the rest of the program stuff, right? This is what they're going to do. This is what they're going to do, a four week fundamental course, sampler track, blah blah, right? So they're going to go for the full. So the one that you need to look at here is this, right? This is the campus visits. This is everything else we do here. So this is not like anything else. Okay, so we've done the research.



ID FUTURE STARS - 26:29

You need to look at that document when you have a chance because it talks about the other courses that are out there. It talks about how we're different than like MIT and Harvard and all these other people doing these courses. All they're doing is sitting in a classroom the whole time. They're not applying anything to learn. So when they're in our program, they're getting to apply what they're learning. They get, they're getting to apply talking in front of people and learning better English and conversational skills and how kids work together between different cultures. Because it'll be U. S Kids there in China kids there. If they want just the Chinese kids to be with them, then they can be in the program with just the Chinese. We can put just The Chinese together.



ID FUTURE STARS - 27:05

If they all want to be together, let's say a whole group wants to go or they decide the parents. They only want them with the Chinese students. That's fine, they can choose.



Bailey Li - 27:13

No, not all Chinese with international.



ID FUTURE STARS - 27:17

Well, international. I'm just using that as an example. Right. Could be Taiwan, could be Korean, could be Philippine. So they only want the Filipino group together. We can accommodate that. So the classes can be as. As large as we want to go. 20 per program. So in other words, we can do two at a time. So we can do. Actually, I'm sorry, 30. We can do 60 on the West coast and 60 at the same time. So let's say it's July. We could do 60 in July on the East coast and 60 on the west coast. If we need to do more, we can go up to 120 per program. So in other words, in July do 120 and August we could do 120. But I need to know how many numbers and how many we can get quickly so that I can. Okay.



Bailey Li - 28:11

So my question. I have few questions. Firstly, you mentioned this is something nobody else has to offer and we are applying what we learn for students. But I cannot tell.



ID FUTURE STARS - 28:29

Not just that the agenda is on there. Well, I can make the. What do you need me the agenda to do? Because each track is going to be different. There is. You've got everything. You've got the sheet that talks about the program as a whole and how it's done. Then you have one for the medical. You have one for the AI course. I mean, how many more do you need? There's, there's no, I don't need more.



Bailey Li - 28:51

I need a one. I just need one like exact.



ID FUTURE STARS - 28:55

You have it. Okay, okay, okay. I'm going to make this simple for you. I'm gonna, I'm gonna consolidate it all into one simple document for you. How many pages do you want it limited to?



Bailey Li - 29:10

Oh, no, it's like 45k. So it's very high end.



ID FUTURE STARS - 29:17

Hold on, hold on. Don't talk about the pricing for a second. Hold on a second. When I'm talking. Let's talk about getting the scope right. Let's talk about getting it correct. Because every time we change the scope, it changes the price. If I can limit the scope, then I don't have to charge that much. So before we about pricing, let's just talk about what we're going to offer. Make sure it aligns with what you can sell and what you need. Because I Have a lot of different programs within the summer program. So let's take a right. The summer program is what we target to come here.



Bailey Li - 29:54

Okay, so this is what I need. Chris, can you give me one minute? No, you don't know. You don't know what I need. I need very specific. Firstly, campus tool. The admission officer can do the college admissions, you know, information, stuff like that.



ID FUTURE STARS - 30:14

And then that's in the document. So that tells me you aren't reading the document. So I'm going to make it work. It's in the document.



Bailey Li - 30:22

No, I cannot see it. I cannot see what.



ID FUTURE STARS - 30:26

I don't know what you're looking at. Fine. It's fine. Tell me. I'm taking notes with this. So tell me very specifically what you need. One by one.



Bailey Li - 30:43

Okay, so you mentioned. Can I share my screen?



ID FUTURE STARS - 30:49

Sure, go ahead.



Bailey Li - 30:51

No, I can't.



ID FUTURE STARS - 30:54

Why not?



Bailey Li - 30:54

I cannot share my screen.



ID FUTURE STARS - 30:56

I don't know why. You must be blocked. Because nothing's blocking you on my end.



Bailey Li - 31:00

Okay, okay. One sec. One sec.



ID FUTURE STARS - 31:03

Okay.



Bailey Li - 31:10

One sec. Okay.



ID FUTURE STARS - 31:32

Hello? Hey. Hello.



Bailey Li - 31:37

Yeah, let me share my screen. Okay, I'm sharing the screen. Right. So I'll underline what I need. So four weeks. Let's say two week first I need. This one is helpful. You mentioned about the course. So course we need. Cannot too long one to two weeks course maximum.



ID FUTURE STARS - 32:25

Okay, can you put that in the notes, please?



Bailey Li - 32:28

Okay, maximum two weeks. And here you mentioned about. So who. Who will be teaching and results or expectation deliverable. Who will teach so we can promote. Oh, this teacher, this professor is. It's, you know, super rare to be. Then we can charge the right price. Right. Otherwise it's hard.



ID FUTURE STARS - 33:07

Yeah, just keep going. Everything you're saying. I got the. I got it already. Another document. So just keep going. Keep going. Just keep. You don't need to explain. Just keep going. You don't need to explain anything to me. Just make all your changes and I will take care of it.



Bailey Li - 33:20

So the four weeks. All of this is too blur. I don't need so much.



ID FUTURE STARS - 33:26

I got it. I got it.



Bailey Li - 33:28

Just who will be teaching and why. It's something they cannot get anywhere else. That's what I need.



ID FUTURE STARS - 33:34

I got it.



Bailey Li - 33:35

And then for the events for this one, I need very specific like what kind of hacker thing. So we don't. We just need a specific plan. Okay. Maybe like apply what they learned.



ID FUTURE STARS - 33:55

Yeah, I've got it. That's what we're going to do. So I will capture that.



Bailey Li - 33:59

So a very specific. We need. We don't need too Many options. And then this is a very. This is good. The. The campus and the. You know, the. Like a big company tool.



ID FUTURE STARS - 34:13

Yep. I'll put some biotech in there too.



Bailey Li - 34:15

And also Rick mentioned the exclusive offer. The director or something, you know, well, keynote speech or something from.



ID FUTURE STARS - 34:32

You talking about from one of the companies.



Bailey Li - 34:34

Yeah, yeah. So that they. They cannot get anywhere else.



ID FUTURE STARS - 34:39

Right.



Bailey Li - 34:39

I think that's pretty much. So basically, school, campus. This is. This is special. Yeah. Okay. And I know what you need.



ID FUTURE STARS - 34:52

I'll condense it. I'll summarize it better. I'll put some more language in it for you because I'll make it more. Something you can also use as a marketing tool, not only just a description. I know what you need.



Bailey Li - 35:04

So a cool question. What I need is why we can charge.



ID FUTURE STARS - 35:09

Right.



Bailey Li - 35:10

What others can't.



ID FUTURE STARS - 35:14

I have that. I have a comparison of our course to others that I'll send you. I know what you need. I know what you need. I got it. I've already got it. Document. So what? All this information is in three or four documents. I'm gonna pull it together and we'll summarize it. I'm gonna clean this up a little bit and condense it a little bit so it's more concise. And then I'm also gonna send you though two supporting documents with the competitive. More in detail, just in case. So if somebody asks, you can say, look, here's a course just like it. Here's what they charge. They don't even get half of what we're giving. Things like that. Right. That you can use.



Bailey Li - 35:51

Yeah. So just one specific core camp. So in the future we can do the same camp year by year?



ID FUTURE STARS - 35:58

Yes, yes.



Bailey Li - 36:00

Yeah. It will be a brand.



ID FUTURE STARS - 36:03

Okay, so now we've talked about that. So let's talk about pricing. That number is just a placeholder because that's based upon a us number and that's based upon different variables than this. So let's talk about, first of all, how many kids do you think you could get for the first one and the second one? So the one being July and the second one.



Bailey Li - 36:35

Minimum 20.



ID FUTURE STARS - 36:37

20 per. 20 in July and 20 in August.



Bailey Li - 36:41

Yeah, the whole camp. Minimum 20 kids.



ID FUTURE STARS - 36:45

Okay, let me see something.



Bailey Li - 36:47

Usually we. We get. We start from 20, and then the more the better.



ID FUTURE STARS - 36:54

Yeah. I'm just wondering if. If the price is. If we need to look at the pricing to be a little different, to attract more, to be honest. So I'm trying. I have a cost model. I mean, I'm gonna be honest with you, I have a cost model, so I know what my costs are. So I know what. I'm not trying to make money off of this. Because the advantage that I see is it promotes us more. It promotes our people more. It promotes the skill sets that we bring to the table. It helps us with the people that we're bringing there, like Google and others, because they're gonna look. They look to us because we're bringing these smart people. So for us, this is more about. It's a really good marketing event for us. Okay?



ID FUTURE STARS - 37:34

So the problem I have is I really need to be at a minimum of. Be at least at a minimum of 40 and 40 for August to make it work. So somehow another 20 per session. So what I'm gonna do is I guess I'm going to allow the other people now to bring people in from. Because I've got some people in Korea working and some people in other parts of Asia working. So I'm going to open it up to them too, because I wanted to give you the first shot to make sure you couldn't fill up 60 in July, 60 in August. Couldn't open it up until later. I was going to wait.



Bailey Li - 38:28

So we have two batches, right? Two batches, yes.



ID FUTURE STARS - 38:32

July and August. July is the first one, August is the second one.



Bailey Li - 38:36

Four weeks or. Sorry, for each batch we have four weeks, right?



ID FUTURE STARS - 38:44

Each program is four weeks? Yes, each program is four weeks. So July is the entire program? August is the entire program.



Bailey Li - 38:53

We can do July 1st, July 30th?



ID FUTURE STARS - 38:57

Yes. Well, we can do it anytime. We just have to. Listen, listen to me. This is important. We can do it anytime. We just have to be out by the first week of September because they need to clean up the school and get everything ready for the kids coming in. So we have to be done by the first week of September.



Bailey Li - 39:15

Okay, I see.



ID FUTURE STARS - 39:17

We can start as early. So when is the earliest we should start? July 1st.



Bailey Li - 39:24

Usually July, the middle of July. Let me see. Let me get back to you later. So the minimum amount, Minimum number will be 40, right?



ID FUTURE STARS - 39:35

Well, what I'm saying is I need 40 and I need a minimum of 40 in July and 40 in August to make it work. From a cost perspective, I gotta break even. And I can't break even till I get at least 40 in July, 40 in August. So if you're. If you're telling. Let me be very clear. If you're telling me you can bring 20 for. On in July and 20 in August, then I'm going to open up the other 20 plus, because I can feel, remember, I can do a total of 120 in July and a total of 120 in August. Total students. So if you're only bringing me 20, that means I got a hundred slots left in July and I got 100 slots left in August.



ID FUTURE STARS - 40:20

So I am going to open up the additional slots to other people to start recruiting. When I get to 120, I will stop. If I need to do a two week session, that's easier. A four week session is harder to do. I can also do a two week session, but I'm going to need a lot more people than 20 to do a two week session. It's not worth our time. I can't set up a two week session without having a lot of people. It's just not worth our time.



Bailey Li - 40:55

Can we put the pricing around 20k for four weeks? Yeah.



ID FUTURE STARS - 41:04

No, I can't even break even. Not, not on 20 people. No, no, absolutely. I can't. I can't make any money. I can't even set it up for that. No, I can't.



Bailey Li - 41:14

What's the minimum price?



ID FUTURE STARS - 41:16

I gotta look at it. I was just trying to find it right now while you were talking. So give me a minute. I was actually looking at it when you were talking, but I wanted to.



Bailey Li - 41:25

Because, you know, like the tuition fee for high school each year is like 45k, right. And they come for a month. Then the cost of 45k, it's kind of hard to sell.



ID FUTURE STARS - 41:42

Yeah, I know. It's just the problem is it's about volume, right? To make it work so we break even. It's not about making money. I just have to, I can't lose money. Right? I can't. I can't do it to lose money. I can't. I can't. I mean, I'd be happy to lose a little bit of money if I knew every family was, you know, 30% were going to sign up, then it'd be a different story. But I can't guarantee that. I can't guarantee anybody will walk away and do anything other than enjoy themselves, which is good. I want them to get something out of it. But it's not designed yet to make money. It's just designed to help the students get better.



Bailey Li - 42:19

It's the funnel. We are getting students.



ID FUTURE STARS - 42:22

Yeah, exactly. But it's also about helping the kids. Right? We get to learn about what they want to learn and we get to learn from our, the kids what we need to improve on in our, and our learning. Right. So it's really a good thing for us to do it. It's just we have to at least make it financially viable to do it, that's all. But hold on.



Bailey Li - 42:44

If you. If you want me to sell it at a high price, I need. I really need one. Three points. Okay, three points. So big name teacher.



ID FUTURE STARS - 42:58

Trust me, there's a way to sell. Keep going. But I can sell it. That's not the. I mean, I'm sorry. I can get you. I can get you. Why it makes sense for them to do it exclusive.



Bailey Li - 43:08

Exclusive contents, right?



ID FUTURE STARS - 43:14

Yep.



Bailey Li - 43:15

College. College prep, lift, advancement.



ID FUTURE STARS - 43:26

Okay. Oh, yeah, for sure. I can get you that.



Bailey Li - 43:28

Yeah. So I need three parts so that I can sell it at high price.



ID FUTURE STARS - 43:33

Okay. So hold on a second, let me. I'm gonna tell you what the minimum is that I need in just a second. If I can get it calculated here. Yeah, I really need 35. 35 would be. If I can. If we can get at least 35, we can do it, but we need to have at least. We need to. Hold on. Let me. Sorry, let me go back here. Hold on. Yeah, yeah. If we can get. If we can get. Can we. Do you think you could get. You think you could get 30 in July and 30 in August?



Bailey Li - 44:30

Depends on the price.



ID FUTURE STARS - 44:34

At 35. I'm saying at 35, 000.



Bailey Li - 44:37

35K. Let me see. Because. Okay, Chris, can we do the. The passion project on camp put all together as a pet so when they leave they can create a passion project to go?



ID FUTURE STARS - 44:54

Yes, we want them to do it. Yes, because we want them to do it. The only thing we ask is if we can use some content while they do it for repurposing, for marketing. As long as they allow us to use some of the content like filming them or interviewing them. If they're open to that and they don't have to personally be reviewed. But at least let us take some of their work and video. You know what I mean? If they allow us to do some marketing around it. Yes.



Bailey Li - 45:20

So we. Okay. If you want me to sell at 35k, it has to be something like this original. They can really build something for their future, you know, advancement.



ID FUTURE STARS - 45:35

Talking about while they're at the program or when they leave.



Bailey Li - 45:38

When they leave.



ID FUTURE STARS - 45:39

Oh, yeah. They're also going to build a mini cat. They're going to do a capstone and the in, you know, they're going to do a capstone while they're in the summer program too. Right. And get a certificate. They're going to get A certificate of certification with a course taught by Stanford and UC Berkeley and other professors. And they're going to get that, plus they're going to do a capstone project that's going to go into their branding and essay. Where do they work with us or not? They can take it and use it their brand and in their essay. I'm gonna give you all this in a document. I'm just telling you right now. I, I don't think you're gonna have a problem selling it for \$35,000.



ID FUTURE STARS - 46:13

So if I can get 30 kids in July and 30 in August, I can do it for 35. If we only get 20, then I need 45. I have to have that just to cover the cost. So there's your variables. If you can get me 30, it's 35. If you, if you can only get 20, then I have to go to 45. And I have to give the other people the same opportunity because I can't give you one price and give them a different.



Bailey Li - 46:42

So 35K. What's the base price for. For us to sell?



ID FUTURE STARS - 46:50

That is the price.



Bailey Li - 46:53

Then how much shall we sell?



ID FUTURE STARS - 46:57

That IS the price. What do you mean?



Bailey Li - 46:59

How about the commission?



ID FUTURE STARS - 47:01

Oh, oh, oh, oh. So if you get 10%, just add your 10 onto there, whatever that is. So if you want to sell it for 35,000, then you get 3,500 on every one. If you want to add 10%, if you want to add 20%, you'll get 20%. I'm telling you I need 35,000. I don't care what you sell it for above that. Because if you sell it for 35, then I'm going to give you 10% of that. If you want to sell it for more than 35, then you can add more to it. So I'm going to take that your cost or into my \$35,000 number. Okay, at 10%. If you want to sell it for more, then how much ever you sell it for is your commission. If you sell it for 50, you get to keep 15.



ID FUTURE STARS - 47:48

I don't care what you sell it for above what I need. Okay? That's up to you. Is that clear? I mean, do I need to explain that?



Bailey Li - 48:02

Okay, so it's a very specific program now.



ID FUTURE STARS - 48:08

Because we want them to get something out of it. We don't want them just to come and have fun and tour and do all that other stuff. We want them to go do the Google experience or wherever they want to go. We want them to get the college experience, we want them to get the immersion, but we also want them to learn something that they can apply before they leave and also take back with them and put into their essay and their branding, they'll have a certificate. We're going to give them specific language they can put into their brand and essay before they leave. If they won't help with their brand and essay before they leave, we'll have a special session set aside for a whole day

where they can schedule time. They can always schedule time with our staff, by the way.



ID FUTURE STARS - 48:48

So they're going to have access to our staff, by the way, Bailey, for four weeks. So if they want to talk to Rick, they can talk to Rick. If they want to talk to a tutor, they can talk to a tutor. So that's a selling point. They basically get four weeks of free IDFs coaching and help. That's a huge selling point for you. That alone is worth.



Bailey Li - 49:09

I don't know anyone else except for Rick.



ID FUTURE STARS - 49:13

Nobody else is doing this like this. They're just sending them to a camp and the guy shows up like the counselor shows up for a day and shakes their hand and smiles. We, the same people we're using for tutors are involved in this. The same people. I'm working with UC professors right now in this AI immersion course. I'm working with Russian scientists and physics that are coming over the Philippines. When I get there to work with them, we're going to do a full assessment where any kid can take a math assessment and we can determine if they need to be in a higher level of math. We can assess them, we can put them through AI courses that they can actually apply and do things with it. We are not just here to help them get into college.



ID FUTURE STARS - 49:54

We're helped to preparing them for a career, for a passion, for an interest. We've got a ballerina we're working with. She's coming to our summer program. And guess what she's going to do? She's going to the Juilliard School and the other places. Rick's got her lined up with the ballerina coach that he knows that danced at Joffrey. And she's gonna work with her. What other kids gonna get exposure.



Bailey Li - 50:19

So now 35K and I'm waiting. I will be waiting for the specific yes flyer. And then we start selling. Okay, Right.



ID FUTURE STARS - 50:32

So how many are you. So you're thinking right now 20 in July and 20 in August, right?



Bailey Li - 50:38

35K. I think right now it's already April. We need to try for a month, like by April. Then we will know whether we can do it or not.



ID FUTURE STARS - 50:51

Okay, so how many, when are you gonna, when do you have to have them signed up?



Bailey Li - 50:55

By the end of April.



ID FUTURE STARS - 50:58

Okay. Yeah. So you want them closed and signed up by the end of April? Yeah. So you'll be able to give me a good feeling of what the number looks like or how many. This is a guess. Right now.



Bailey Li - 51:12

When were charging like 7.7k for 2 weeks. So that would be 15k for 4 weeks. The pricing we used to charge, we got like 80. We got two batches, 80 in total for that pricing. So for 35K, I think it would be like for this year, maximum 40.



ID FUTURE STARS - 51:45

So why don't we do this? Why don't we offer a two week and a four week and we'll limit the two week to 60 people. We'll say no more than 60 can join up to the two week and then we'll do a four week and I'll run them both at the same time. That way I don't have any additional cost. We just solved the problem. So you can charge 15k for two weeks. I'm sorry, charge because you've got 35 divided by. So charge 175 for two weeks. Just say 20,000. 20,000 for two weeks. 37,000 for four weeks and then what happens? Yeah. Okay, so now how many do you think you could get in two weeks for the two weeks? Yeah, yeah. No, I'm asking you how many do you think number wise you could get for two weeks?



Bailey Li - 52:37

For two weeks it's the same price, right?



ID FUTURE STARS - 52:40

No, no, remember. No, no, remember. Two weeks would be set, would be 20 or would be 17 five. The four weeks be 35. So how many could you get for the 17 five two week course?



Bailey Li - 52:57

Yes, I know, but it's the same like double the pricing we use.



ID FUTURE STARS - 53:01

I'm just give me a guess though. I'm just guessing. If you think you can.



Bailey Li - 53:06

Oh yeah.



ID FUTURE STARS - 53:06

Okay. Okay. You don't even guess. Okay, okay. All right.



Bailey Li - 53:10

Because it's the same. So like I was, I give maximum 40.



ID FUTURE STARS - 53:14

It's not really. I mean they're already, you said they're already paying 12, 000 and they're really not getting anywhere near this. So it's five. It's only 5,000 more, that's why.



Bailey Li - 53:22

No, the 12K was for four weeks, not two weeks.



ID FUTURE STARS - 53:27

Oh, oh, okay.



Bailey Li - 53:29

All right.

ID FUTURE STARS - 53:31



At least you got two options now. You got 20k. And I'll send you the actual numbers when I send you the documents. Okay. Two week course. I will send you a four week course. Both of them are going to have pricing in it. And I'm also going to send you a competitive matrix that shows you the layout of it. And then I'm also going to do the proposal for Joshua and send it to you and.



Bailey Li - 53:57

One sec, Chris. Can we, can we put this as a selling point so they'll leave with the business? Can we selling these points.



ID FUTURE STARS - 54:11

What is the point?



Bailey Li - 54:11

I'm sorry, they come and leave with the business.



ID FUTURE STARS - 54:16

Yeah, they would. They'll have an idea for a business that most of them will come with one. Yes, I would. I mean, I can't guarantee that not everybody's going to want to start a business, but I mean if they're a ballerina like the one we have, she doesn't want to be in business, but yes, she wants to be a dancer. But they will leave with marketable skill set or career. Yes, skill set that they can use for preparing for their college and. Or even a career. They may decide that they found a career they like out of taking the.



ID FUTURE STARS - 54:49

Because again, they may say, you know what, I want to go sit in the class for medical for a week and I want to sit in the class for data scientists for a week and then I want to go sit in the liberal arts one for a week. Fine, go sit in all three. Right. They don't have to be in just one class. That's the thing. They can go and choose. It's like a mini college for them. They get a chance to try a mini college. It's like a mini college where they get to try many different things to see which one they like.



Bailey Li - 55:15

Okay, so 20k for two weeks, 35k for four weeks. Yes, I'll try. Okay, so this is will be the first year we try by maximum 40 based on my past data.



ID FUTURE STARS - 55:31

Okay.



Bailey Li - 55:32

Okay.



ID FUTURE STARS - 55:33

Okay.



Bailey Li - 55:35

So when will you give it back to me?



ID FUTURE STARS - 55:37

Tomorrow.



Bailey Li - 55:38

Okay, tomorrow. Josh, proposal and the summer camp, everything. Thank you, Craig.



ID FUTURE STARS - 55:46

All right.