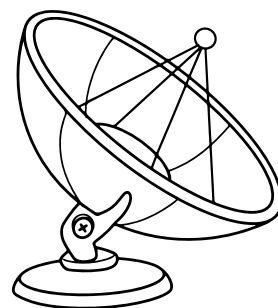
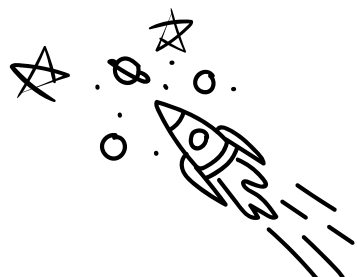


PARTICIPANTS

Grace Zhu (Parent), Joshua Huang (Student), Chris Taylor, Paulo Gonzales

KEY DISCUSSION POINTS

1. **Warm Introductions & Background Sharing**
 - Chris connected with Grace and Joshua personally, noting their similarities as parents of large families and shared values around education and opportunity.
 - Introduced Paulo Gonzales and outlined each team member's expertise: Chris (technology & education), Paulo (branding & social media), Rick (college counseling).
2. **Clarification of ID Future Stars Structure**
 - Grace inquired about the relationship between IDFS and Napa Academy.
 - Chris explained Bailey's role as a trusted regional liaison and outlined the privacy and trust protocol in place.
3. **Commitment to Holistic, Long-Term Family Engagement**
 - Detailed how Rick's involvement would extend beyond Joshua to include other children in the family.
 - Confirmed the tailored, high-touch model that prioritizes alignment, family values, and sustained parental engagement.
4. **Service Scope & Customization**
 - Reviewed the proposed action plan and service model, which includes AI immersion, summer programs, tutoring, leadership & entrepreneurship modules, and more.
 - Clarified that all tutoring, academic support, and extracurricular activities (including international opportunities) are included in the annual fee.
5. **Financial & Contractual Structure**
 - Outlined a transparent, flexible payment structure—annual fees per child with economies of scale for siblings.
 - Grace requested a sample services agreement and additional program examples for her husband to review.
6. **Parent Collaboration & Privacy Assurance**
 - Emphasized the importance of a trusted working relationship with parents and safeguarding student identity and online presence.
 - Offered a chance to connect with another IDFS family in Brentwood for reference.





Next Steps:

1. Send Sample Services Agreement
 - Include outlined deliverables, investment structure, and exchange rate flexibility.
2. Provide Sample Summer Programs
 - Especially the AI Immersion and Leadership/Entrepreneurship modules for family review.
3. Facilitate Parent-to-Parent Call
 - Arrange a conversation between Grace and the Brentwood parent to discuss experience.
4. Open Channel with Grace's Husband
 - Chris to connect directly with Grace's husband regarding details, if preferred.

