

Johnston, Shane

From: [REDACTED]
Sent: Tuesday, March 30, 2021 4:09 PM
To: Johnston, Shane
Subject: [REDACTED] District planning - Jefferson County Schools (TN)

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I got to talk with Carrie a little while ago. She is a gem, I want to hang out with her!

There are A LOT of words here... thank you for reading through to the end!

I can get you an estimate for training the entire district. A couple of things to consider as you pursue it:
-- do you have the capacity at the district and school leadership to sustain it district wide? We have a strongly sustainable model with built in follow up that supports building leaders and teacher leaders to carry out - when the leadership is strong, the follow through is great!
-- can you commit two back-to-back days before school starts to take everyone through the training. Each training has a capacity of 50, with some flexibility to allow campuses to train together, and we can do them all simultaneously if you have the space. We can work out the details on that later.

The model we have that creates systemic [REDACTED] implementation involves the initial 2-day [REDACTED] training in the summer, two more follow up events during the school year, and a comprehensive support package for each campus ~ we are locking arms with your people for 12-15 months. When it is all said and done, you will spend in the ballpark of \$300K (around \$550 per teacher, broken down). The bulk of the cost is in the initial training. Years 2, 3, and beyond are easier to sustain at the campus level, through operational budgets. In years 2 and beyond, I typically spent less than \$10K per campus: get new teachers trained in [REDACTED], get a 1/2-day review, and campus traction visits.

If you need to spread out the initial training over a couple years, you can generally say \$550-600 per person.

I can put this in a proposal to serve 550 teachers. Let me know if you'd like to see it differently. As you heard last week, many districts are taking advantage of ESSER funding to get the process rolling in their district. [REDACTED] is a terrific solution for learning loss and mental health supports as we move into the post-COVID season. We continue to see districts use Title I, II, IV, even GEAR UP and Perkins ~ lot's of ways to support transformation in Jefferson County.

Feel free to call if you want to talk through any of it.

I look forward to hosting your team next week.

[REDACTED]
Leadership Solutions Advisor

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