

<p>Welcome Runtime 1-2 minutes</p>	<p>Ex: Thank you, Mr. Walker, for the introduction and this amazing opportunity to speak at this event. Augusta University it's great to be here!</p> <p>I congratulate you on the creativity that your team has used to highlight the historic pillars of your community.</p> <p>When I got the email request from Mr. Walker to be the keynote speaker at this event, many emotions came to mind. Among the first, honor and excitement, but then a reality hit.</p> <p>I am going to keep it real. I wondered what in the world I would talk about. To be clear, I have more than enough to talk about,</p> <p>I mean, I know you all want to get back to your families at some point... but it was narrowing it down that would be the challenge.</p> <p>What was constant in my mind was the nature of this event.</p> <p>Storytelling is who we are.</p> <p>I mean, at the heart of our society and our culture is storytelling.</p> <p>From the early griots who passed on our ancestral stories from generation to generation to modern-day storytellers weaving stories on social media, this is who we are.</p> <p>So, it's only fitting that I do as we do—tell my story.</p> <p>I am Client Name, and this is my story.</p>

Intro  
Runtime 5 mins

Stories have always been a part of my life. Since my childhood, I have fond memories of reading books late, even when I was told to go to bed.

Can anyone else relate to this?

It's just me, ok, well, when I read as a child I felt like I could travel anywhere any time to be in a new environment to experience a new reality.

When I was eight, I lost my father and found comfort in the pages of books.

The time that I got to spend with my father taught me many lessons that still impact me to this day.

Some of the principles that he poured into me were the importance of community, hard work, serving others, and, most importantly, kindness.

Combining those elements gave me a vision for the trajectory of my life and a desire grew in me to pour into others.

I knew how heavily my father's loving kindness affected me. I wanted to do the same for children infused with creativity, teamwork, and, of course, kindness.

[slide change] That is when I felt the calling to become an educator.

I think of the teachers that played a pivotal role in my life and I feel it would be an honor to do the same for someone else.

So, I left my hometown and made my way to Kennesaw State University, where I got my degree in early childhood education.

When I finished, I couldn't wait to get into the schools to interact with and learn with my students.

I experienced quite a bit in my first few year teaching.

Do you know how when you learn about something in theory and you create an image in your mind, and in real life, it is completely different?

That is how my early teaching days were. I enjoyed every minute, but I faced some tough realities.

I remember it like it was yesterday. It was a crisp, cool, fall day at Hollydale Elementary, a title 1 school in metro Atlanta.

There was a buzz in the hallways because the Scholastic Book fair opening day was here.

Let's pause here right quick. [Raise your hand] Was I the only one who would get excited when the book fair came to the school? [Say something in response.]

Ok, back to the crisp fall day when the Scholastic Book Fair arrived at the elementary school where I was teaching.

I told my second graders that those who had money for the book fair could line up at the door and those who didn't continue doing their morning work. A few of my students lined up to go and one student walked up to me.

He says, Mr. Tucker, I can't go to the book fair because my mom says we don't have money for books.

There was silence as I let the gravity of what that child shared with me sit.

Being a first-year teacher at the time, that was a first, and I really didn't know how to respond at that moment.

I was taken back to early memories of myself as a child and remembered how much I love to read.

My heart was heavy knowing this child could not enjoy something that I held so dearly.

Then, I had another thought; there were probably many other students just like Juan who couldn't afford books.

At that moment, something clicked in me. I saw a vision in my mind of what I needed to do.

When I am presented with a need, I feel it's my duty to find a solution.

So, all of this came to my mind when Mr. Walker invited me to speak to you at this phenomenal event.

My intention is to share with you how I stepped out on faith based on a deficiency I witnessed and a desire to fix it.

I know there are fellow educators in the room and I am sure some of you are aware of where our children currently are as it relates to literacy, but I will share tangible numbers with everyone here.

At times, we will laugh, and then there will be times when reality will demand our attention, but it all blends together to shape and mold my story.

Body  
Part 1 - Assessing The  
Problem  
Runtime: 7 mins

Shortly after the book fair experience with my student, I noticed something else—the various reading levels that can be present in one class.

After assessing my student's reading levels, I saw that there were 5 different reading levels.

After assessing my students, I discovered they were reading on a kindergarten level up to a 5th-grade level.

This was creating a major disconnection in class.

To my educators: [raise your hand] Have you ever been in a class with many reading levels and you had to write multiple plans to accommodate them?

I'll tell you, it was challenging and time-consuming for me to create 5 different mini-reading lessons.

I thought to myself, how can we get all the kids reading on the appropriate grade level and above when they start school?

I knew in my heart that this was a widespread problem. I wasn't the only teacher who felt this difficulty, nor were my students the only ones having these difficulties.

I felt the solution coming together on how to fix the problem, but I needed to know more.

So, I did what most educators do best. I did my research.

I found some pretty alarming stats about elementary school students in the state of Georgia that I'd like to share.

[slide change]

Children who are not reading proficiently in 3rd grade are 4 times less likely to graduate from high school on time.

That's heavy, and unfortunately, there's more.

68% of Georgia's students are not reading proficiently as they reach the 4th grade.

Two-thirds of the students who do not read proficiently by the end of the fourth grade will either end up in jail or on welfare.

Then a staggering 32.4 million children go without books in America.

Studies have shown that in low-income communities, the average family owns 0-2 age-appropriate books for their children.

Then to bring the reality closer to home, within your local school district only 17 percent of 3rd-grade students read at or above grade level.

Admittedly, these stats seem pretty bleak, but there is light at the end of the tunnel.

Through my research, I did however find encouraging statistics.

[slide change]

For children reading books it positively impacts their cognitive ability for comprehension across all major subject areas.

On average, students who grow up in homes with at least 20 books get 3 more years of schooling than those who grow up in homes with fewer books.

So, a picture began forming in my mind.

There are some key factors that I'd like to share with you that affect children's interest and desire to read. Choice & availability are inclined to increase a child's desire to read books.

There it was the light at the end of the tunnel!

My creative wheels began turning.

If I could find a way to get free books to students and give them the option and ability to choose these books that interest them, it's a win-win situation.

At that point, I had enough research to know exactly what needed to be done.

[slide change] So, that is when I created my dream program—Leap for Literacy, a non-profit youth development organization designed to inspire kindness and change stories.

I wanted to do my part to reverse the dim trajectory our youth in Georgia and America are facing.

I had a new mission, to create educational experiences that enrich the lives of students, shaping children to grow up to be kind, well-read, accomplished adults.

[slide change] With my new mission in mind, I crafted three one-of-a-kind experiences aligned with book ownership, book authorship, and book enjoyment.

May I share them with you all? Are you all still with me?

[Acknowledge response and respond] Great, let's keep going.

[slide change] **Book Ownership** My first launch was the Read n' Roll program, which was inspired by my Scholastic Book Fair student.

It is my belief that no child should not be able to have a book of their own to enjoy at home.

**I wanted to create a system in which we would reward children with books for doing acts of kindness and reading.**

**Read'n Roll is a Physical and virtual platform that helps build kind, confident readers.**

How it works is that students earn a book or a reward of their choosing when they do a required number of reading minutes and acts of kindness. This allows them the opportunity to earn 1 book and 1 reward each month.

This creates a two-fold outcome. The student uses “purchasing power “ to choose the book of their liking and they can now afford to buy books or other rewards.

Also, schools have the opportunity to earn a visit from the Read'n Roll Book Mobile or a surprise virtual visit from me where I read a book aloud.

See, it's the connection for me.

This initiative solves the problem of students getting access to books they like **and** them being able to afford them.

The best part is that the Read 'n Roll program is eligible for all elementary schools to participate. I will share how to get more information on this program at the end of our time together.

Just as you and your community have done with crafting the Golden Blocks Comic book series, which is a genius concept, I used my creativity to activate storytelling among students.





## The Impact of the Global Pandemic in the Automotive Industry

In 2020, as we know, the world came to a halt. One of the many things that became obvious was how much we had been abusing our environment. The skylines of significant countries, India and China, became visible when pollution was reduced when their governments decided industrial plants shut down. Fish swam freely in the canals of Venice, and we all saw things with a renewed sense of clarity.

Another unexpected but logical effect of the pandemic shutdown was the grinding halt of car parts manufacturing, which led to massive supply-chain disruptions.

In March 2020, the semiconductor chip was the lead player in this segment of our story. Preemptively sensing the worst, automakers canceled their orders for parts containing chips. Hindsight is always 2020; sorry, I had to. Still, they had no way of knowing that demand for vehicles would increase due to dealers marketing zero-percent financing deals and the modernization and digitalization of car sales with home delivery, etc.

Simultaneously, the chips were hard to get because production had stopped, so assembly plants could not assemble. Because of these circumstances, the US automotive industry found itself in a bonafide vehicle shortage. According to experts, the most significant gap in supply and demand since the end of World War II.

This semi-conductor chip situation, or “chip-gate,” has been a game-changer! So, much so, Toyota has unseated GM as the leading sales car company by outselling them for three consecutive quarters this year. Let’s spend a second or two on this point. For ninety years, GM has led the sales charts in the US! GM had its worst three months since the Great Depression. GM executives hope the worst of the chip crisis ended in Q3 and hope they can recover in this final quarter of the year. Let’s be clear, only in 2021, in the post-pandemic shutdown, could a historic upset like this occur!

Leading automotive Executives share this shock of this unprecedented shortage and have some bleak outlook on the situation. For example, Jeff Schuster, LMC Automotive’s president of Global Vehicle Forecasting, states, “There’s probably more downside risk still because of the multitude of issues going on between port problems, transport problems, getting workers in plants, other parts shortages, chips. So, we’ve got a pretty long road before the industry gets out of this.”

You, the recycling industry, have stepped up and answered the call with the proven processes you have used and done for years—repurposing parts from totaled vehicles and adding them to existing cars or creating new vehicles from your inventory!

According to an article first published by the Detroit News in June of 2021, which was edited and republished in September, global consulting firm Alix Partners stated that the chip shortage could cause the auto industry 210 billion dollars in revenue this year alone.

You are in a good place because of supply and demand, and the lack of new vehicle inventory presents an immense area of opportunity. The used car has risen in ranks as a hot commodity as the automotive manufacturing industry has resumed chip production, and although they have tried their hardest to catch up, it has a long way to go.

The automotive resource company, Edmunds, reports new vehicle inventory is down by 48% and does not predict inventory levels to return to their pre-pandemic levels until Q4 of 2022 or Q1 of 2023.

Additionally, what inventory of new cars dealers do have, they are not discounting them and selling them minimally at list price. Edmunds continues to report in a News and Tribune article written last month that the percentage of consumers who paid above list price for a new vehicle climbed to 12.7% in April, compared to 11% in March and 8.1% in April of 2020. At the time of the report, that was the highest-level Edmunds had on record, dating back to 2002.

That means there is a massive opportunity for the recycling community. You can step in and become a significant source feeding the demand for quality used parts and refurbished vehicles. In doing so, you could stand to gain substantially a financial advantage due to your ability to supply the market. Imagine pieces that have been in your salvage yard for months. You could fix it up and sell it to a local dealer to increase their inventory. There are many options.

As the tides have turned, used cars and vehicles that may have been given ELV (End of Life Vehicle) status and written off now have a new value and benefit to the automotive industry and the environment.

We have covered a pretty good amount of ground so far, and I want to make sure you all are still with me! I believe in energy and interaction, so I have an exercise for you. Reach into your swag bag, and you should have a Solera pen in there, and there should be a pad of paper. I am old-school and like to write things down, but you can use your phone if you prefer.

#### Attendee Exercise #1

I want you to take one minute and write down three ways you or your company has benefitted and can potentially benefit from the chip shortage.