**You ought to just throw in a few simple things like “seeking first to understand” as opposed to being understood.**

**No significant learning occurs without a significant relationship.**

**All learning is understanding relationships.**

**And we know why kids drop out. We know why kids don’t learn. It’s either poverty, low attendance, negative peer influences . . .**

**We know why.**

**They don’t pay me to like the kids. They pay me to teach a lesson. I should teach it; the kids should learn it. Case closed.**

**You either have it in you to build a relationship or you don’t.**