

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.**