

# The Adapted Knowledge for USA VALUES, LLC.

## Leading to the Simple Requirement of FTFRTFT

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**We want you to believe that quality is FREE.**

**Everything would be different if this requirement (FTFRTFT) was accepted.**

**The requirement is that 100% (each and every) child must have early reading skills, be counting, and understand positive direction entering kindergarten.**

The USA VALUES, LLC local proprietor (senior veteran executive) meets and greets the superintendents in his area with the following information to bridge joint concerns for the proficiency of the most at risk kids. There is no way to get around what is First Thing First Right the First Time delivery (FTFRTFT).

That thinking is facilitated by USA VALUES, LLC; because it will all by itself pay for the cost to deliver the at risk children ready over a reasonable period of change.

Our influence is validated by the base understandings of these adapted successful creators of change knowledge. Each district and supporting group of citizens can apply them. The district, pre-k capacity and local schools (public and private) and churches are important because the requirement and already stretched funding will become the rule. **USA VALUES, LLC is certain that if this knowledge is read by a group of concerned citizens including the school district and the local pre-k capacity as it is brought to the table by the grassroots (including small business and churches) that FTFRTFT for 100% will become the rule. Our tight budgets and need to grow will bring us together to realize our potential.**

1. Tangelo Park Demonstration  
<http://www.tangeloparkprogram.com/about/tangelo-park-program/>
2. Pew Charitable Trusts work on home visiting that must be applied to mentoring.  
[www.pewcenteronthestates.org/homevisiting](http://www.pewcenteronthestates.org/homevisiting)
3. Pew Charitable Trusts Study of Montgomery County School District approach to School Readiness and everything Pre-K  
[http://www.usa-positive-expectations.com/support-files/mcps\\_report.pdf](http://www.usa-positive-expectations.com/support-files/mcps_report.pdf)
4. Harlem Children's Zone written by Paul Tough, titled What Ever It Takes, copyright 2008.
5. Montgomery County School District Baldrige Application  
<http://www.usa-positive-expectations.com/support-files/baldrigeapplication.pdf>

6. Philip B. Crosby - Quality Without Tears, the follow on book to Quality Is Free, The Art of Making Certain <http://www.philipcrosby.com/pca/index.html>
7. Eliyahu M. Goldratt and Jeff Cox – The Goal, A Process of Ongoing Improvement Introducing the Theory of Constraints – third edition 2004 <http://northriverpress.com/>
8. Stephen R. Covey - The 7 Habits of Highly Effective People, with Powerful Lessons in Personal Change <http://www.franklincovey.com/tc/>
9. Stephen R. Covey – Principle Centered Leadership, Individuals and Organizations survive and Thrive Amid Tremendous Change <http://www.franklincovey.com/tc/>
10. Baldrige National Quality Program – Education Criteria for Performance Excellence <http://www.nist.gov/baldrige/>

The above is a significant body of knowledge written for the non-professional. This is too much to start, so we have carved out the materials that your locations should read first. We have taken liberty to highlight what USA VALUES, LLC hopes is the take away from these pages and your efforts.

**If you read these materials you will know that quality is free and there is a priceless prevention system to making it certain. Success, from a science applied, subject to your leadership and innovation makes this your art form. USA VALUES, LLC intends for these materials to trap you into innovation. Good luck.**

Philip B. Crosby - Quality Without Tears, pages 58-86 and pages 175-200.

The definition of quality is conformance to requirements. The system of quality is prevention. The performance standard is zero defects. The measure of quality is the total price / result of non-conformance.

Eliyahu M. Goldratt and Jeff Cox – The Goal, You must read this novel from cover to cover.

Read these pages first 94-119 so that you read them at least twice to define the Science of Constraint Management. What happens in the total system of education is clearly about getting more proficiency throughput over a time period so that more value is generated in that space. In a scientific process the goal of high quality throughput, total cost, value added in process, variability, dependent demand and the system of production are presented socratically in view of the leadership mindsets. We also point you to read the story of the hike to an opposite conclusion (which is also true) challenging that the ground covered by the twice as fast to be worth twice as much in cash value from the State. ( call Tom Wolfgram)

Stephen R. Covey - The 7 Habits of Highly Effective People, pages 13-62 and pages 63-182

Paradigms are important to see and respect. The way we see the problem is the opportunity. Often we are the opportunity in a private victory. Keeping Production and Production Capability Balance is effectiveness. Be proactive; Begin with the end in mind; Put first things first; In your circle of influence demonstrate the private victory.

Stephen R. Covey – Principle Centered Leadership, pages 244-323

This section ties management and leadership to the concept of Total Quality and Learning Environments. Because this section winds through the quality concerns in a systemic manner it includes leadership to apply the concepts of the Theory of Constraints novels and text. One such novel is a direct discussion of an individual learning program delivered by a collaborative set of resources (Critical Chain).

Baldrige Education Criteria for Performance Excellence.

Pages 1-6 and 51-58 highlight the organization of the school district sphere of influence via questions. These questions might reveal subordinated pre-K education and childcare to the mother lode of public spending in the education and poverty areas without attention to reach 100% readiness delivery to kindergarten. School readiness definitions should fully consider the time sensitive brain development learning required. The world has made it inattentive to let children play at just anything. Natural age 0-6 learning is not work when the brain is experiencing what it needs to complete its time sensitive development. It is a real miss when this specific work is not presented by the adults as play in time to be ready.

District kindergarten readiness definitions exist. Some are going to be perfect and others will need to be reworked. Montgomery County School District or even the Montessori Method would be an outstanding guide to the 200-250 things a child knows and can do. The extension of this to a mobile application would be innovative; these requirements can also be loaded and be used to transact mentoring.

Our Website is an online unedited PSM support for this effort. It has too many points to make. However, one of the most important is that FTFRTFT is --- REALLY REALLY FTFRTFT--- and must be funded. It must be at the front of change to have Positive Expectations from change! **Do you plan to get to the next step of Economic, Education, Emotion, and Ethic growth in our local first and second tier suburban and urban locations without doing FTFRTFT?** The web site wishes to mildly intrude on everyone local until every at risk child starts kindergarten ready. Leadership must listen to all the questions and answers, but then its function is to ultimately direct the doing of first things first because system leadership, as defined, is fully informed.

The artificial constraint of age, grade and one size fits all caps what can be accomplished. The state, because it pays for artificial progress constraints limits the output to a fixed cash reward per a fixed time period. This increases the total cost per unit proficient, traps proficiency in process in artificial holds and forces variable costs into fixed costs. Constrained learning reduced by natural variation then rules over scientific shrinking output. Our systems cap what can be accomplished.

Good Luck on exploding this thinking, obviously making the move to one size fits one requires the technology to encourage, verify and transact. But, just think if schools were asked to stay in business on the basis of simple proficient throughput, total cost and stored proficiency in process that will not be wasted. I am certain this is not new under the sun, but the explanation in terms of education science might be new and the times are right for changing the systems and rules for funding. E. M. Goldratt is all about suggesting the questions that use the science - What to change? What to change to? How to cause the change? Of course the goal does not change. The rest is up to us. He does provide various tools for Socratic thinking and learning.

**USA VALUES, LLC believe just doing first things first right the first time at the level of 95-100% for the school district will pay for itself from the silos of public spending because the system would positively react to the change and “extra” would be controlled. The application of change management science to proficiency throughput is over and beyond that but insures that the “extra” is controlled. The above thinking of twice as fast to be worth twice as much in cash from the state is a capitalization on the expectation from the best and brightest teachers and students for the most proficiency and revenue. Managed properly it changes constraints and takes the pressure off the teacher headcount process. No Tears.**