

Set Students Up for Success



ENGAGE EVERY LEARNER.®

VariQuest®

www.variquest.com

1-800-328-0585

VariQuest® facilitates student achievement by engaging every learner with easy-to-use tools that help develop real world skills.



Successfully transitioning from secondary education to a career or college is critical. With the VariQuest Visual & Kinesthetic Learning Suite, students are able to develop and hone the skills they need to succeed in the 21st century economy.

By integrating meaningful visuals and hands-on learning, VariQuest enhances all 16 Career Clusters®. Read on to see how the tools support various career pathways.

Career Clusters®

- Agriculture, Food & Natural Resources
- Architecture & Construction
- Arts, A/V Technology & Communications
- **Business Management & Administration**
- **Education & Training**
- Finance
- Government & Public Administration
- Health Science
- Hospitality & Tourism
- **Human Services**
- Information Technology
- Law, Public Safety, Corrections & Security
- Manufacturing
- **Marketing**
- **Science, Technology, Engineering & Mathematics**
- Transportation, Distribution & Logistics

• Education & Training

Provide work-based learning experiences that...

- Cater to multiple learning styles
- Communicate to individual differences in diverse learners
- Employ different teaching and training methods that result in greater student achievement



“These tools have given our students across the special education spectrum a chance to gain real world work experience at school.”

Aaron Walls, Teacher at Cactus High School

• Human Services

Become industry-ready in early childhood development or community services by...

- Learning various activities unique to childcare centers
- Understanding methods of engaging and teaching young children
- Applying effective techniques for training those seeking employment



“As part of the Early Childhood Education program, students are trained how to teach children developmentally appropriate lessons using 21st Century Skills. The Cutout Maker helps students have state of the art resources and create fun lessons.”

Lauren Moraga, Teacher at Mountain View High School

Business Management & Administration

Develop a student-based enterprise (SBE) where students will...

- Apply real-world business skills that will prepare them for certain Career & Technical Student Organization (CTSO) competitions
- Gain work experience & career inspiration
- Fulfill business education standards
- Experience the results of actions and sales decisions
- Understand the essentials of entrepreneurship & financial accountability



“The Career Academy loves the opportunities the VariQuest Tools have made possible for our classrooms and student endeavors. We look forward to them sparking even more creativity in the years to come!”

Nicole Barrett, Business Administration Pathway Instructor at The Career Academy

Marketing

Develop marketing strategies for a student-based enterprise that...

- Appeal to certain target markets
- Require market analysis to determine products, packaging, and pricing (product ideas on next page)
- Translate into a revenue stream for the enterprise
- Solve or improve a market problem that prepares students for certain CTSO competitions



“KP Images gives students the ability to run their own small business, and gain experience in gathering sales data, needs analysis and market segmentation.”

James Dow, DECA Adviser at King Philip Regional High School

Science, Technology, Engineering & Mathematics

Use 2D printing technology to...

- Apply STEM concepts to solve problems quantitatively involving design, development, or production
- Understand and use the STEM skills necessary to engage in discovery
- Create and refine parts and/or products for prototyping and end use
- Create presentation boards to explain concepts and designs



“It’s learning life skills. I never use the word STEM; it’s just life.”

Jennifer Starkey, Technology Teacher at Holly Grove Elementary School

The School Resource You've Been Waiting For

Apply real-world skills for your school by setting up a student-based enterprise. Supply the items that are in-demand for students, staff, parents, and the community—all while raising funds for your school!



Introducing our *Building a Student-Based Enterprise CTE-Inspired Toolkit* with activities to supplement your curriculum and strengthen your student-run business. Contact your VariQuest Education Consultant for this **FREE** guide!

COMMUNITY SUPPORT

Encourage local businesses and merchants to support your school and at the same time advertise their business via posters and banners! Or sell customized award plaques for corporate recognition programs!

Cost for one 36" x 51" full color poster*	\$6.00
Cost for 400	\$2,400.00
Sell each for	\$20.00
Profit	\$5,600.00
*Example based on >80% ink coverage. Costs will vary based on ink coverage.	
Cost for one 4" x 6" award plaque	\$4.89
Cost for 200 award plaques	\$978.00
Sell each for	\$10.00
Profit	\$1,022.00



SCHOOL ACTIVITIES & ATHLETICS

Show school spirit by creating customized team and club posters, big heads, cutouts, magnets, and vinyl decals. Sell at events and help raise funds for school activities and sports!

Cost for one 6" vinyl car decal*	\$0.88
Cost for 100	\$88.00
Sell each for	\$5.00
Profit	\$412.00
*Example based on 5 cutouts per 12" x 18" sheet of media.	
Cost for one standard big head	\$8.00
Cost for 50	\$400.00
Sell each for	\$18.00
Profit	\$500.00



EVENT POSTERS

Create customized posters and banners for school and community events such as homecoming, prom, career fairs, graduation, and other academic clubs and activities. Choose full color, high-quality posters and banners in a variety of media options.

Cost for one 24" x 34" full color poster*	\$3.50
Cost for 200	\$700.00
Sell each for	\$15.00
Profit	\$2,300.00
*Example based on >80% ink coverage. Costs will vary based on ink coverage.	



SCHOOL PRIDE

Build school pride and motivate students, parents and faculty with customized bumper stickers, magnets and vinyl decals.

Cost for one 3" x 10" bumper sticker	\$0.44
Cost for 100 bumper stickers	\$44.00
Sell each for	\$5.00
Profit	\$456.00
Cost for one 4" magnet cutout	\$1.66
Cost for 100 magnets	\$166.00
Sell each for	\$4.00
Profit	\$234.00

*Example based on 6 cutouts per 12"x18" sheet of media.



Case Studies

Schools across the nation are using the VariQuest tools for their CTE programs. Check out these three snippets below, and read more on the Case Studies page at www.variquest.com/case-studies.

Community High School District 218

Oaklawn, IL

The Adult Transition program (ATP) at Community High School District 218 focuses on life and vocational skills after high school. Designed to teach students with disabilities essential entrepreneurial skills for a more independent life, the VariQuest Suite is at the center of their student-based enterprise providing valuable hands-on experience.



“It’s an entire program embedded into their day. Students are learning functional skills needed for community college, a job, everyday life.”

Alison Wilde, District Coordinator

Venice High School

Venice, FL

At Venice High School, their in-school graphic design class and business, Indian Ink, is a stellar example of a student-empowering program that prepares students for the 21st century workplace using VariQuest Visual & Kinesthetic Learning Tools.



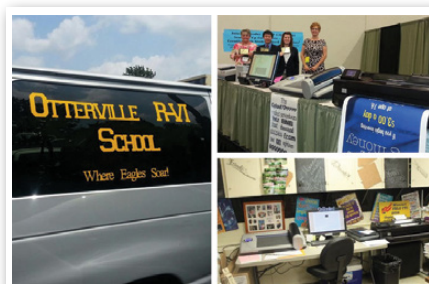
“One of the best things I’ve walked away with...is being able to collaborate, share ideas, and make clients happy with the posters we can provide.”

Ryan, Student Graphic Designer

Otterville High School

Otterville, MO

Otterville High School uses their VariQuest tools to support their Future Business Leaders of America (FBLA) chapter, allowing the members to participate in marketing, sales, and accounting functionalities.



“The VariQuest Tools have made a world of difference in my classroom. They have opened up new technology for my students in a small rural community.”

Cindy Birdwell, Business Instructor and FBLA Advisor

CTE Funding

Carl D. Perkins Funding

	FEDERAL GUIDELINE	ALIGNMENT
Career & Technical Education	Funds may be used to support career and technical education that prepares students for postsecondary education and the careers of their choice.	VariQuest tools provide occupationally relevant equipment to assist in making a robust learning environment that emphasizes the educational best practices for all learners. This is achieved by creating exciting visuals that reinforce educational concepts and providing manipulatives to reinforce kinesthetic learning.
Provide CTE Access to Special Populations	Funds may be used to ensure access to career and technical education for special populations, including students with disabilities.	VariQuest tools assist students with developmental disabilities. Activities have been developed specifically to address students with cognitive and developmental disorders and/or communication disorders that teach supplementary communication skills. Most of the activities involve giving students hands-on materials that can be manipulated, helping students with identification and recognition skills, as well as general fine motor skills.
Professional Development	Funds may be used to provide professional development and technical assistance for teachers, counselors, and administrators.	VariQuest believes in maximizing the use of the tools to enhance teaching and learning. Educators can attend online webinars, review resources and examine and download lesson plans. VariQuest provides a variety of times and dates for which teachers can sign-up including webinars and lesson plans. Lesson plans also provide motivational activities, assessment suggestions, links to additional resources and supplemental enrichment activities.
Support Entrepreneurial Education	Funds may be used for activities that support entrepreneurial education and training.	VariQuest tools can be used to develop entrepreneurial, student-based programs that create a revenue-generating business within the school. Students who develop a business will learn to understand and execute the steps necessary to run a small business including: market research, costs and revenues, financial planning, operations, production, sales, marketing and management.
STEM Skills	Funds may be used to prepare students for college and careers, which includes proficient use of technology and other STEM skills.	VariQuest tools provide individuals with the academic and technical skills needed to succeed in a knowledge- and skills-based economy, especially in STEM fields. They strengthen the academic and career and technical skills of students participating in CTE programs through the integration of academics with those programs. This is achieved by exposing students to advanced technology and easy-to-use software to promote secondary level courses in automotive tech, engineering, scientific modeling, animation, manufacturing, and more.
Purchase Technology	Funds may be used to lease, purchase, upgrade or adapt equipment (including instructional aids and publications) designed to strengthen and support academic and technical skill achievement.	VariQuest can provide occupationally relevant equipment to help students meet the goals of Perkins funding. The touch-screen technology enables students and teachers to produce academic products. The use of the technology and the products created together strengthen and support academic and technical skill achievement.

For full alignments to Carl D. Perkins funding, including applications using the VariQuest tools, please consult your VariQuest Sales Representative or <http://info.variquest.com/funding-resources>.

CTE Grants

There are many CTE-related grants under various names nationwide, several of which are listed here.

- Innovation Grant
- Lottery Grant
- Title IV: Part A Student Support and Academic Enrichment
- Title IV: Part B 21st Century Learning Centers



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Your VariQuest Representative