

**Woodridge School District 68
Student Photography Services
Final Interviews/Presentations**

Final Presentation Questions

1. Walk us through your scheduling process with our schools and the marketing/communication process with our schools and families on the front end to publicize student picture day and the various packages and services initially available. Discuss the ordering process, picture day logistics, the time frame for delivery and how you address any quality control concerns or retouching needs. (20 points)

2. Please discuss how you price your packages, ordering options and services, delivery timelines and methods, retake day marketing and logistics, and overall customer support for student photos after the initial pictures have been taken. (20 points)

3. Discuss in as much detail as needed your data privacy and data security policies and procedures, ensuring student safety, employee screening, employee training and how you protect students and student data from abuse/misuse. (20 points)

4. Please highlight your ancillary services, such as sports pictures, spring pictures, promotion/graduate photos, yearbook services, student id's, digital downloads and what sets your company apart from others in this area. (20 points)

5. Please discuss financial considerations such as commissions, rebates, grants, parent perks, staff perks, school perks. What are the financial advantages, for both the school district and our parents, to selecting your company over your competitors. (10 points)

6. Why pick your company? What sets you apart? Is there anything we did not ask that you would like to highlight? Is there anything that we did ask that you would like to reiterate? Last chance...sell us on why we should choose your company ☺! (10 points)

****We anticipate about 5 minutes or so for each response, on average, so about 30 minutes overall for your entire presentation, with 10-15 minutes for follow up questions from the Parent Review Committee, if needed. If you would like to provide any hard copy handouts we would suggest bringing 12-14 copies. We can also accommodate electronic presentations if you prefer (you will need to bring a laptop or a flash drive...please coordinate with Mr. Saindon in advance).**