

Value Proposition

Prospect: School Librarian (Laura)



Value	Issue	JLG Advantage	Significance
Productivity	Need to spend more time in instruction.	1 ½ hours of a librarian's time is saved each day	Active certified librarians can impact test scores through instruction and student engagement
Quality	Difficulty finding books that meet interest level, reading level, and the right purchase priority.	Having popular award winning books on the shelves creates greater circulation	Libraries with high circulation have above average reading scores
Cost	Budget \$'s are tight so each purchase counts.	Save up to 35% off list. Often this is ~20% lower than major distributors	Direct savings on books and indirect savings on staff productivity
Improves Educational Outcomes	Curating a collection that improves class room and test performance.	Award winning titles with alignments to state, regional, and national standards.	Easy alignment of materials allows for better lesson planning which can lead to higher ELA test scores.
Ease of Use	Time and resources are daily constraints. The easier the program the better!	Annual purchase, online account tools, and shelf ready processing	One Order, One PO, One Invoice... Great books every month!!!