



Summary of Educational Services and Products

Prepared for _____

By Graciela Tiscareño-Sato, Publisher/Facilitator/Military Veteran
[Gracefully Global Group](#) LLC in Hayward, CA

_____, 2015

Dear _____,

The following concepts describe how I can serve the parents, students and educators of _____ School District.

As the first-born daughter of Mexican immigrants, I believe that in addition to educating America's children to meet the Common Core Standards, we must continuously inspire them to imagine a myriad a possibilities for their lives. We must continuously show them many living examples of highly-educated people like them, role models they can relate to, who have accomplished much in their lives because they took the bet on education and higher education. Without a continuous, long-term view of their lives' potential and an expanded horizon of exciting professional career possibilities, it's difficult to keep them interested and motivated.

We must also help parents (like my own parents) imagine a fantastic future for their children (and for themselves) that involves a paradigm shift for them as well. The workshops, presentations, books, eBooks and DVDs we have created serve EXACTLY this purpose: motivate and inspire while meeting national CCS.

Here's a [short video clip](http://www.youtube.com/watch?v=mRZHHIaAE3k) [http://www.youtube.com/watch?v=mRZHHIaAE3k] created during an aviation workshop for students in the Oakland USD in California that speaks to the purpose of our unique, multicultural literature.

Need 1: Parent College-Going Information Night – (Available in Spanish and in English)

OBJECTIVE: to create the LONG-TERM view of their child's life

- discuss/relate to cultural rules and expectations
- show clip from our upcoming unique *La Vista de Largo Plazo* DVD so they can hear words/advice/experiences of parents whose Latina daughter left home for college 30 years ago
- inform parents about MANY college funding sources and outreach services
- inform parents of the need for student to begin to develop professional network ASAP
- include \$ info on how much high school dropouts/grads vs. college grads/graduate degree holders earn per year, per life
- present several stories of children of immigrants accepted into prestigious schools so they understand it's possible. Here's one of several I share. [“Our American Dream: Son of El Salvadoran Immigrants Heads to Harvard”](#)
- discuss: “tell me who you hang out with and I'll tell you who you will become”

-I end by telling my story: why I rebelled against those rules and the gender programming I was given, how I received the Air Force ROTC scholarship and left for Berkeley. What’s happened in my life since I graduated from Cal and became a military officer and aviator, then world traveler/global citizen, graduate degree holder, global marketing professional, sustainability manager now speaker, award-winning author and social entrepreneur.

-Now that I know all that happened because I left home at age 18 to become a scholar, I ask the parents, “What if I had done as many *mamis* and *papis* expect girls to do – lived at home until I got married?” That makes the point, creates the long-term view of their children’s lives, quite effectively. We end with Q&A and heartfelt conversation.

Recent parent events-

SHPE – Science night at Society of Hispanic Professional Engineers, San Jose

Buck Institute – Math & Science academy graduate (keynote speaker/parent lunch), Novato

Need 2: Dream Workshops for middle school students

OBJECTIVE: to begin to imagine/create the LONG-TERM view of their lives

-discuss/relate to cultural rules and expectations they may be hearing at home

-inform students why they need to begin to develop professional network, HOW to and how to do informational interviews; offer to connect them with one or two people to start

-discuss: “tell me who you hang out with and I’ll tell you who you will become”

-include \$ info on how much high school dropouts/grads vs. college grads/graduate degree holders earn per year, per life

- present several stories of children of immigrants accepted into prestigious schools so they understand it’s possible. Here’s one of several I share. [“Our American Dream: Son of El Salvadoran Immigrants Heads to Harvard”](#)

Content will be focused on STEM careers and successful role models from within the Latino community. Here are the most popular presentations I give to middle/high school [and community college audiences], varying the content according to age group.

Green Economy Careers

Present childhood-to-innovation stories of highly educated, successful “Latininnovators” from volume 1 & 2 of the 4-time award-winning book titled *Latinnovating: Green American Jobs and the Latinos Creating Them* –The first book showcasing Latino-led innovation and entrepreneurship in the green economy (ISBN: 978-0-9834760-0-9); 10 innovators and entrepreneurs with 19 different academic degrees, most in STEM disciplines. All pathways are via higher education and a lifetime love of learning





and are rooted in the familial and cultural lessons of conservation and resource stewardship we are taught at home by our mothers and grandmothers. Content set includes video clips of several Latinnovators on national TV. Summary slide is: Cultural foundation of creative reuse/innovation + higher education = positioned to lead

NOTE: For these workshop, it's ideal to provide copies of Latinnovating books to all students at the end because each chapter is FULL of resources at the end so that whatever industry excites them, they can go find more information, subscribe to an online magazine, read about the Latinnovator's business/work, etc. Latinnovating is also available in Kindle format, at the Google Play store and on the iPad at the Apple iBookstore.

“The STEM of Aviation”

Airplanes are commonly understood objects where the four disciplines of STEM converge. This talk is designed for middle and high school students. It encourages young people to pursue STEM careers while sharing highlights from my military career as an Air Force officer, aviator, instructor navigator and leader in multicultural settings. Talk includes examples of each STEM discipline in aviation training and operations, includes info about my training and experience flying for the Air Force. Included are short video clips of aerial refueling from around the world, work that was at the center of my military service.

Talk includes hands-on time with props: aeronautical charts, wind shear/crosswind tables, aircraft checklists, landing approach paths (with trigonometry applications) and my flight suits the kids can try on at the end and take picture. Putting on the flight suits REALLY makes the dream feel possible for each of them. Science and math content and examples, equations, etc depending on age of audience. Speaker sheet with more detail and testimonials [is here](#).

[<http://www.captainmama.com/index.php?page=where-s-captain-mama-speaking>]

“The Unlikely Military Aviator”



Presentation for adults and students alike features Graciela's personal journal from oldest daughter of Mexican immigrants to scholarship AFROTC cadet at the #1 public university in America to military officer and aviator. Speaker sheet is [here](#).

[<http://www.captainmama.com/uploads/Speaker%20sheet%20The%20Unlikely%20Aviator%20%20Graciela%20Tiscareno-Sato%20April%202013.pdf>]

I end by telling my story: why I rebelled against those rules and the gender programming I was given, how I received the Air Force ROTC scholarship and left for Berkeley. What's happened in my life since I graduated from Cal and became a military officer and aviator, then world traveler/global citizen, graduate degree holder, global marketing professional, sustainability manager now speaker, award-winning author and social entrepreneur.

-Now that I know all that happened because I left home at age 18 to become a scholar, I ask the students: “What if I had done as is commonly expected and just stayed home until I got married?”



There's a saying that "If you want what you've never had, you must be willing to go where you've never been." I ask them: "What stories will you tell YOUR children if you follow the pathway of higher education and endless possibilities? What will you be telling them if you do not?" This conversation and what they begin to imagine sparks the long-term view of their own lives quite effectively.



Testimonials

Glasgow Middle School, Virginia

"Graciela, the kids are still talking about your visit. One student went home with her book and made her mom sit down to look at it with her as soon as she walked in the door. We really appreciate the time you took to meet and talk to our students. My only regret is that we couldn't get you to everyone in the school."

—*Ray Leonard, science teacher, Glasgow Middle School* *See the story in the school's [newsletter here](http://www.latinnovating.com/uploads/Glasgow_pta_newsletter%20GTS.pdf). [http://www.latinnovating.com/uploads/Glasgow_pta_newsletter%20GTS.pdf]

"Hearing the story of an accomplished and dedicated yet unlikely aviator allowed my students to further imagine the endless possibilities for their lives. The students who were able to try on the flight suits have bragging rights for the rest of the year and the remainder can't stop talking about how your upbringing is similar to theirs. You have planted a seed in my students that will grow into something wonderful. Thank you!" *Kerrin Torres-Meriwether, Teacher, Buck Lodge Middle School*

Keynote address at Algebra Academy graduation

"Graciela captured the hearts and minds of the people attending our event. Her compelling story, filled with triumph over challenges, moved the audience to tears, laughter and knowing nods of their heads. Few speakers have the ability to connect with an audience as well as Graciela – who teaches leadership through her stories and her accomplishments. Her warmth, wit and grace made her so approachable that after she spoke, she was swarmed by people wanting to continue the conversation which Graciela gladly did!" —*Cynthia L. Murray, President & CEO, North Bay Leadership Council, Novato, CA*

Need 3: STEM careers (and STEAM (where A is for Art) –related activity)

OBJECTIVE: to excite and spark dreams in children (preschool – grade 12) about careers they've never contemplated

I have created content to excite and motivate children, from preschool to community college students, to become curious about STEM careers. I tailor the content to the audience.

For preschool – elementary students: I share and show STEM content but don't use that language. For Green Economy Careers topics, I instead show solar electricity systems powering schools, ice machines that power air conditioning systems, a team engineering glass from food by-products, and other cool stuff from the research I've done for my books. I take the content of *Latinnovating* and make it fun and relevant to young children. We do a hands-on exercise creating out of common, found household objects. Then I emphasize that this ability to create something else from what already exists is fundamental to becoming a future innovation, inventor, builder and entrepreneur.

For the two aviation related talks above, I also vary the content for preschool and elementary audiences by instead of talking STEM, I read from the first bilingual children's book about why mummies and women serve in the military: my new picture book titled [Good Night Captain Mama/ Buenas Noches Capitán Mamá](http://www.CaptainMama.com). [ISBN: 9780983476030] www.CaptainMama.com

Here's a [photo gallery and teacher testimonials](#) from recent school visits with younger children as we celebrated Veterans Day. [at Teachers/School Visits tab at www.CaptainMama.com]

ART: Below are photographs from an elementary school classroom visit. The teacher copied the military patch template in the back of the Captain Mama book and each student designed their own patch, just like they learned about the patches on Captain Mama's flight suit in the book. Children draw airplanes, pets, family members and even patches about themselves, imagining themselves as "Captain Adriana" as seen below or Captain Mason refueling his own jet.

For a five year-old daughter of Mexican immigrants to begin to imagine herself as a Captain in charge of an airplane is a HUGE dream spark. It also starts to make her parents see her differently, see her future in ways never previously imagined.



For classroom visits we have [teacher packs available](#) [at STORE tab at www.GracefullyGlobal.com] of this children's book so that every student can enjoy their own copy of this bilingual children's book, take it home and share it with his/her parents and siblings, do the art activity at home and enjoy an embroidered military-style patch of the book's gorgeous cover art.





Testimonials from content related to *Latinnovating* book and STEM green economy careers:

Puente Program Southern Regional Conference (USC)

"On behalf of the Puente Project, I would like to express our deep gratitude to you for your time in participating as a workshop presenter and donating copies of *Latinnovating: Green American Jobs and the Latinos Creating Them* to our 20 Southern California high school teams during the Puente 9th Grade Leadership Conference at the USC campus on Saturday, January 21, 2012.

Your book, *Latinnovating*, opened the eyes of our 900 Puentistas to expand their knowledge of jobs within the green economy. The stories within *Latinnovating* are inspiring, each with their unique testimonial of personal and professional commitment to environment preservation, waste management, green education and social activism. We also appreciate your time as a workshop presenter during the conference. Your workshop reflected themes of our conference – including leadership and social activism. For our 9th Grade Puentistas, *Latinnovating* also showcased exemplary Latino leaders and innovators with whom dedicate their careers to a more green economy. We hope these leaders excite our students and inspire them to participate within the movement. The Puente Project is proud to acknowledge your contributions to inspire our Puentistas. We look forward to working with you again in the near future."

Francine Redada, Community Leadership/Mentoring Coordinator, Puente Program

"Graciela, you did an amazing presentation tonight at NDNU. I quickly noticed your passion and true feelings about helping people achieve their dreams. This world needs more people like you. You actively help people reach for their dreams in this country, by sharing the hidden, important success stories of higher education and entrepreneurship in the Latino community. I will tell others about you, your work and the value of your unique book. It was great hearing your speech tonight and to know that I am not alone in my quest for a better, more prosperous life."

Jose González, student, Notre Dame de Namur University

"Ms. Tiscareno-Sato was an awesome and dynamic speaker at our recent symposium 'ReThink, ReDesign, ReBuild Green Careers.' She shared her insights and experiences with the students and attendees on how to use the skills they have to create innovation and get motivated from the examples she shared in her presentation. I recommend her classes and lectures to all who want to be informed and on the cutting edge of what's going on in the green economy and in the Latin community as a whole. I value her insights and contributions to the East bay area community."

Kelle Lynch McMahon, CEO, The Green Science Academy

Making Waves Academy, Richmond, CA *read post at *Latinnovating* blog [here](#)*

"The pictures are great, the students are beaming with joy. Your presentation was awesome. You succeeded in weaving the details of your personal and professional life into a story which was both inspiring and motivational. You demonstrated for students and their teachers that whatever is needed to fulfill their dreams is within their grasps. Your encouraging message opened their minds, planted seeds of hope in their hearts and showed them that their aspirations are worthy goals. I look forward to having an opportunity to work with you again in the future." —*Dr. Evelyn C. Wesley, President, Emeritus, Merritt College*

Many other testimonials from educators are available [here](#).



Testimonials related to *Good Night Captain Mama*

"Thank you so much for the wonderful presentation. I could tell that the kids really enjoyed the experience and got something out of it. When we returned to the classroom, the kids designed their own patches [using template in the back of the book.] It was a meaningful activity after getting to touch your patches on your uniform. Their designs are hanging up and I took some photos. I noticed one child drew a plane being refueled and several girls wrote 'Captain (their name)' on their patch design! It is wonderful that the girls are also seeing this as a possibility for themselves as well! Thank you so much for your time. I know the kids will remember this experience." –*Ginny Winblad, kindergarten teacher, Castro Valley Elementary*

"Graciela Tiscareno-Sato did an excellent job sharing with our students about individuals of Latino heritage that contributed a great deal of success to the United States. Her presentation was inspirational for our Latino Heritage Celebration Assembly. Our parents, teachers, those who attended the assembly and most importantly our students were inspired by Graciela's story and the two individuals she presented us with: Jose Hernandez, migrant worker to astronaut and Air Force Lt. Col. Olga Custudio, the first Latina ever to graduate from Air Force military pilot training. Our students were motivated to dream big and not to put limitations on education, and the gifts and talents they possess. We are looking forward to having Graciela visit with us again soon." –*Adriel "A.D" Briscoe, School Counselor, Hillside Elementary School, San Leandro*

More testimonials are available [here](#).



Additional resources I can bring in from my network to serve:

I open up my vast professional network to students and encourage them to reach out and schedule three informational interviews with three people who have careers about which they're curious. I connect them with my contacts and make it real.

I am a member of the **Latino StartUp Alliance** – a Bay Area organization of tech entrepreneurs who are teaching coding skills to high school students. “If you use the apps, why not create the apps?” type of teaching. Two local engineering brothers, Jesse and Ed Martinez, are my allies for this content. You can read about them here in the [Huffington Post](#).

Latinas in STEM is an organization created by 6 Latina engineers who graduated from MIT. You can see one of the founders in [this article](#) [Google HuffingtonPost, “Latinas Think Big and my name to find it] about a recent Latina Leadership event I attended in L.A. hosted by Google. As publisher, I'm outlining a future book we will publish about Latina engineers.

In my presentation, I show their photos, talk about their education and describe what they do now so that our kids can see that indeed Latinas are software engineers, designers, aerospace engineers and so much more.

Lastly, for our high school girls who are on Facebook, I can invite select girls into our 4000+ secret Facebook group called **Latina Leadership Network** so they can arrange for informational interviews with our fantastic members. In the group we have professors, business owners, journalists, executives, psychologists, engineers, authors, non-profit organizer founders, college students, over 300 women with masters degrees, dozens pursuing their doctoral degrees and many, many more....all ready to serve and mentor our young Latina students.

I look forward to explore these ideas with you and to serving the children, parents and educators in your district in 2015 and beyond. Thank you!

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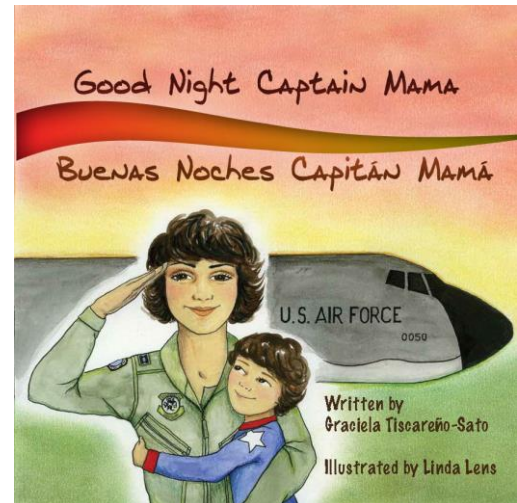


Product View of our Offerings
(available at www.GracefullyGlobal.com/commerce/)

For preschool through 3rd grade - Bilingual children’s picture book [*Good Night Captain Mama/ Buenas Noches Capitán Mamá*](#) [ISBN: 9780983476030] – the first bilingual children’s book about women serving in the military. Main character is the child of a Latina officer and aviator.

Honors:

- 1st Place, Children’s Picture Book, 2014 *Writers Digest Magazine* national competition of indie publishers
- Silver Medal, 2014 Moonbeam Children's Book Awards (Independent Publishing Languages/Cultural category)
- “Best Educational Children’s Book – Bilingual” award, 2014 American Library Association convention, International Latino Book Awards
- Bronze Medal, Military Writers Society of America Book Awards, “Children Ages 12 and Under” category
- Included as one of 10 books in the "Remarkable Latino Children's Literature of 2013" list as published by [Latinas for Latino Literature](#)



For middle school and high school students, STEM Careers

4-time award-winning book titled [*Latininnovating: Green American Jobs and the Latinos Creating Them*](#) – The first book showcasing Latino-led innovation and entrepreneurship in the green economy (ISBN: 978-0-9834760-0-9); 10 innovators and entrepreneurs, ALL children of immigrants, with 19 different academic degrees, most in STEM disciplines.

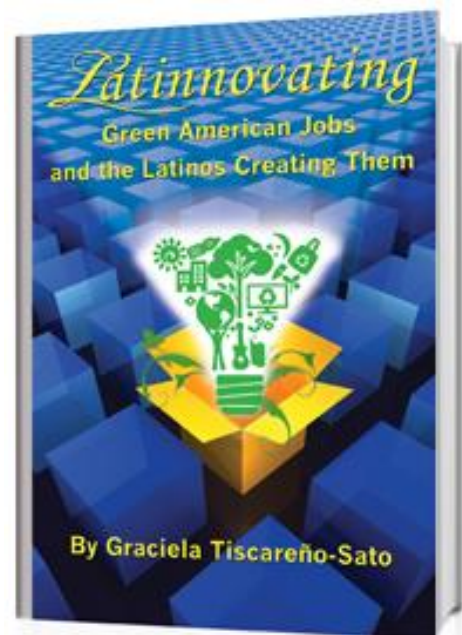
All pathways are via higher education and a lifetime love of learning and are rooted in the familial and cultural lessons of conservation and resource stewardship we are taught at home by our mothers and grandmothers. Cultural foundations + higher education = leadership & innovation

Honors:

- 1st Place, Nonfiction, 2014 International Latino Book Awards, Boulder Colorado
- USC Festival of Books, 2012, Latino Books to Movies Awards, 1st Place, Documentary category

International Latino Book Awards 2012

- 1st Place Business Book
- 1st Place NON-FICTION eBook
- 2nd Place Young Adult, NON-FICTION



Specialized Educational DVDs

Two DVD Set for Educators and Parents of Children with Disabilities – *Letting Your Child's Wild Side Out* and *Letting Your Child's LITERATE Side Out*

Audience for these unique DVDs is special education teachers, early intervention professionals and parents of children with disabilities, especially blindness and visual impairments.



- Do you want to spread the message to families to not overprotect their child who doesn't see? Do you run into resistance when you try? Would you like some help in starting that important conversation?
- Are you looking for a unique way to suggest recreational activities to families with a young child who is visually-impaired?
- Would you like to gain insight into the best practices used at home to help a child achieve Braille literacy despite a dual-sensory impairment? Tips on how to successfully advocate WITH a family?

Wild Side DVD: Use this five-year video case study on how one family embraced early intervention services, applied them, and laid a solid foundation for our child to master new skills. The DVD is full of photos and videos of child in action. In 30 minutes, you'll see her grow from baby to downhill skier, gaining a strong sense of self-confidence and eagerness to learn.

Literate Side: This new 90-minute DVD is filled with in-home philosophies, strategies, creativity and resources, coupled with IEP strategies and resources, utilized by tenacious parents intent on ensuring their daughter with dual-sensory impairments would achieve literacy. It includes raw discussion of parents' emotional journey - from grief and loss at first learning of her blindness and later of severe hearing impairments to a thirst for knowledge, action and advocacy. Child's story starts in infancy and proceeds through middle school.

25- minute DVD (in development, 2015 release) - *La Vista de Largo Plazo – una conversacion entre hija y padres, 30 años despues que se fue de casa a estudiar en la Universidad* – This

DVD gets right to the heart of cultural traditions and fears that hold back millions of promising Latino students. It's immigrants parents –now ages 86 (Papi) and 73 (Mami) –of a Latina who earned her bachelor and master degrees, speaking directly to today's parents of school-aged kids.



2013 con hija, esposo y nietos

Discussion includes why they must stay involved in their education, how it feels when child leaves home for college and most importantly why they must prepare to let them go after graduation to become scholars. Family informally discusses how positively life turned out because child left home on scholarship to study at Berkeley, despite initial pain. Superintendent of C & I who first saw it said, "This is EXACTLY what today's immigrant parents need to hear - about preparing their kids and learning to let them go."