



## 2021-22 "L.O.V.E. Is The Answer" Training Programs & Pricing

### What is "L.O.V.E. Is The Answer?"

L.O.V.E. Is The Answer is a movement, a mantra, and a way of life. The L.O.V.E. acronym includes four action steps we are teaching, best explained through the L.O.V.E. Is The Answer pledge: *I pledge to LEARN about the people in my community, to unconditionally OPEN my heart to their needs as if they were all immediate family members, to VOLUNTEER to be part of the solution in their life during both good and challenging times, and to EMPOWER everyone I meet to do the same as if our lives depended on each other.* These principles are for everyone, and can be used at work, at school, at home, and everywhere else. We want to make L.O.V.E.-Based Policing the official national standard for community policing, and we want to make L.O.V.E.-based living the standard for how we all treat each other.

### SIX MUST-HAVE OFFERINGS

**1. \*\*\* A MUST HAVE \*\*\* THE PODCAST: This FREE video podcast is available on YouTube.** In the L.O.V.E. Is The Answer Podcast, host A.J. Ali talks with leaders and influencers in policing, mental health, wellness, emotional intelligence, education, ministry, business, civil rights, social justice and other areas of expertise. We tackle problems and go deep into discussions about solutions. Every episode of the L.O.V.E. Is The Answer Podcast is a masterclass. See episodes on YouTube at: <https://www.youtube.com/playlist?list=PLold83xaeGQtyCB2DcqIwdB07epriODPY>.

**2. \*\*\* A MUST HAVE \*\*\* THE FILM: At the heart of our L.O.V.E. Is The Answer training is the MUST HAVE award-winning film that started it all — WALKING WHILE BLACK: L.O.V.E. Is The Answer.**

Our film can be rented by anyone for casual personal viewing at [www.walkingwhileblack.com](http://www.walkingwhileblack.com) or on VOD channels including Apple, Google, and Vudu. **For anyone wishing to show the film to a public or private group outside of a home setting, the purchase of a screening license is required by copyright law, with pricing as follows:**

**\*\*\* A 1-year license** to use the film as much as you want at one street address is \$495. No TV or social media broadcasting of the film is allowed. **Online screenings through secure private platforms like Zoom to members of your private group may be granted if written permission is obtained from us in advance on an event by event basis.** If a license is purchased or already in use during the COVID-19 pandemic, we will extend the license by as many months as people are restricted from gathering, plus three extra months.

**\*\*\* RECOMMENDED: A lifetime license** to use the film as much as you want at one street address is \$1,295. No TV or social media broadcasting of the film is allowed. **Online screenings through secure private platforms like Zoom to members of your private group may be granted if written permission is obtained from us in advance on an event by event basis.**

**\*\*\* HIGHLY RECOMMENDED for city, county, and state government agencies wishing to use the film in multiple locations, a Universal Lifetime License is available.** A Universal Lifetime License enables such an agency to use the film anywhere, anytime, for life, within their geographical area. Pricing is one cent per member of the city, county, or state population, with a minimum cost of \$2,500. Inquire for more details. No TV or social media broadcasting of the film is allowed.

### **3. \*\*\* A MUST HAVE \*\*\* VIRTUAL Q&A SESSION WITH THE DIRECTOR & PRODUCER A.J. ALI and other special guests (exclusively for Film Licensees)**

Having the Director of the film participate with your group in an online Q&A session, along with other special guests from the film and/or book, raises the excitement level of any screening. There are no travel arrangements to make, no weather contingencies to worry about, and scheduling is relatively easy. Usually with just a couple weeks notice, we can coordinate a time and day that works for everyone. As a Licensee, you can host the virtual event or hold a live in-person event and “beam” the Director in via Zoom on the large screen, with cameras also on your event host/moderator and the audience for a fully-interactive special event. Great for community conversations, law enforcement in-service trainings, school assemblies, film school classes, and many other groups. Cost is \$2,000 for a Q&A session of up to 90 minutes. May be done in conjunction with a film screening or separate from a film screening.

### **4. \*\*\* A MUST HAVE \*\*\* THE BOOK: The L.O.V.E. Is The Answer book is the MUST HAVE companion to the film, or for casual reading, book clubs, small groups, school classrooms, police academies, law enforcement agencies and libraries.**

The L.O.V.E. Is The Answer Book features 25 lessons learned by author A.J. Ali during his first 25 years of marriage — lessons that can be applied to the police-community relationship and to any other relationship. The book also offers 25 things people can do right now to make a difference in their community. Contributions of compelling essays by twenty-nine renowned relationship and community-policing experts complete this must-have guidebook that can transform policing in America, help marriages, and help people learn how to love their neighbor or even their enemy. It's the perfect book for our troubled and divisive times!

The Director's Edition of the L.O.V.E. Is The Answer book (while supplies last) includes a bonus free download of the award-winning film “WALKING WHILE BLACK: L.O.V.E. Is The Answer” to own for personal viewing (a \$30 value). Learn more and order the book now at <http://loveistheanswermovement.com/the-book/>. Signed and numbered “Director's Edition” copies of the book retail for \$30 each, with free shipping in the continental U.S. This special edition is limited to 5,000 copies.

**\*\*\* We recommend to every law enforcement agency** that they purchase the book/film combo for all of their sworn officers and civilian employees, along with an equal number to distribute to community members. Create a book club to discuss chapter by chapter and create small groups consisting of both LE and other members of the community to implement the action steps mentioned in the book. This will lead to lasting change in your community.

## 5. \*\*\* A MUST HAVE \*\*\* ZOOM VIDEO WEBINARS:

Our Zoom video webinars are exclusively available to licensees of the film or bulk purchasers of 50 or more books.

- **OPTION A: 2-HR INTRODUCTORY WEBINAR.** We play the 60-minute (shortened) version of the film to a private group through Zoom, with chat function on so that questions and comments can be flowing throughout, and then follow up with Q&A with the director or other representative of the film, and mini-workshop. Up to 100 participants may register. We host the event on our Zoom account.

**COST: \$1,750**

### 2-HR INTRODUCTORY WEBINAR OUTLINE

Begin	Brief welcome by Event Host and Film Representatives
05	Show 60-minute film
1:05	Film Q&A (Participants post questions in the chat. Event host selects questions for Film Representatives to answer)
1:15	Mini-workshop w/slide presentation begins. <ul style="list-style-type: none"><li>- 1:15 Learn (show slide #8)</li><li>- 1:17 Open (show slide #9)</li><li>- 1:19 Volunteer (show slide #10)</li><li>- 1:21 Empower (show slide #11)</li><li>- 1:23 The Pledge (show slide #12)</li></ul>
1:25	Breakout groups of 8-10 people each to discuss 5 questions (see below). These five questions are designed to get people transitioning from thinking about L.O.V.E. Is The Answer as a police-black community issue to a “how can I be part of the solution in my workplace and community” issue. <b>IMPORTANT:</b> Participants are instructed to give answers to each question in 20 seconds or less to give everyone a chance to participate fully. <ol style="list-style-type: none"><li>1. 1:25 - How did the film impact you?</li><li>2. 1:29 - How can peace officers use the L.O.V.E. Is The Answer principles to improve police-community relations?</li><li>3. 1:33 - How can community members use the L.O.V.E. Is The Answer principles to improve police-community relations, including increasing quality of life for peace officers?</li><li>4. 1:37 - Action Step Discussion #1: In what ways can your organization put L.O.V.E. into action inside the organization and within the greater community on a daily basis starting today?</li><li>5. 1:41 - Action Step Discussion #2: In what ways are you personally ready to put L.O.V.E. into action in your family, neighborhood, workplace, and greater community on a daily basis starting today?</li></ol>
1:45	Everyone comes back together, with group leaders sharing their notes in the chat. We select 3 groups to share verbally.
1:55	Closing (show Slide #22, then 25, then 26) with a call to action to put L.O.V.E. into action through Mentoring Circles
2	End session while showing slide 26

- **HIGHLY RECOMMENDED: OPTION B: 3-HR WEBINAR.** We play the 90-minute feature-length version of the film to a private group through Zoom, with chat function on so that questions and comments can be flowing throughout, and then follow up with Q&A with the director or other representative of the film, and a more in-depth mini-workshop than the 2-hour webinar. Up to 100 participants may register. We host the event on our Zoom account. **COST: \$2,500**

### 3-HR WEBINAR OUTLINE

Begin	Welcome by Event Host and Film Representatives
10	Show 90-minute film
1:40	Film Q&A (Participants post questions in the chat. Event host selects questions for Film Representatives to answer)
1:50	Mini-workshop w/slide presentation begins. <ul style="list-style-type: none"><li>- 1:50 Learn (show slide #8)</li><li>- 1:52 Open (show slide #9)</li><li>- 1:54 Volunteer (show slide #10)</li></ul>

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- 1:56 Empower (show slide #11)
  - 1:58 The Pledge (show slide #12)
  - 2:00 Example of the impact of L.O.V.E. - The Rock (show video slide #13)
  - 2:04 Introduction to Ho'oponopono (show slides #14-17)
- 2:10 Breakout groups of 8-10 people each to discuss 5 questions (see below). These five questions are designed to get people transitioning from thinking about L.O.V.E. Is The Answer as a police-black community issue to a “how can I be part of the solution in my workplace and community” issue. IMPORTANT: Participants are instructed to give answers to each question in 30 seconds or less to give everyone a chance to participate fully.
1. 2:10 - How did the film impact you?
  2. 2:15 - How can peace officers use the L.O.V.E. Is The Answer principles to improve police-community relations?
  3. 2:20 - How can community members use the L.O.V.E. Is The Answer principles to improve police-community relations, including increasing quality of life for peace officers?
  4. 2:25 - Action Step Discussion #1: In what ways can your organization put L.O.V.E. into action inside the organization and within the greater community on a daily basis starting today?
  5. 2:30 - Action Step Discussion #2: In what ways are you personally ready to put L.O.V.E. into action in your family, neighborhood, workplace, and greater community on a daily basis starting today?
- 2:35 Everyone comes back together, with group leaders sharing their notes in the chat. We select 5+ groups to share verbally.
- 2:50 Closing (show Slide #22, then 25, then 26) with a call to action to put L.O.V.E. into action through Mentoring Circles
- 3 End session while showing slide 26

### Here are a few testimonials from a recent L.O.V.E. Is The Answer webinar for Homeland Security:

- \* *Such a moving and enlightening presentation. I agree one of the BEST so far!*
- \* *It really was way at the top of our webinars, congratulations, and thanks for making this powerful event happen.*
- \* *Thanks so much for inviting us to such a powerful (and timely) presentation!! Mr. Ali's message (and particularly his delivery) was thought provoking, inspiring and spot on! I always enjoy the webinars, but this one was particularly impactful. Thanks again!!*
- \* *Very nice job! It went really well. One of the best speakers I've heard so far. I believe he was able to connect with the audience and there were takeaways.*

### 6. \*\*\* A MUST HAVE \*\*\* MENTORING CIRCLE TRAINING:

There are many obstacles in the way of unity these days. Managing and resolving conflict, and achieving unity in communities, including the workplace, has become harder and harder. “Cancel culture,” is happening in real time with most of us being fed a steady diet of bias-supporting propaganda through social media, news media, and other sources. It's like Pandora's Box has been opened and no one can figure out how to control it.

### Something is broken. We need a plan to fix things.

Dr. Martin Luther King Jr. popularized the term "Beloved Community" during the Civil Rights Movement of the 1960's. From <https://thekingcenter.org/about-tkc/the-king-philosophy/>: *"Racism and all forms of discrimination, bigotry and prejudice will be replaced by an all-inclusive spirit of sisterhood and brotherhood. In the Beloved Community, international disputes will be resolved by peaceful conflict-resolution and reconciliation of adversaries, instead of military power. Love and trust will triumph over fear and hatred. Peace with justice will prevail over war and military conflict."*

So how do we (company, ministry, school, law enforcement agency, nonprofit organization, town, city, county) become a “Beloved Community?” Enter L.O.V.E. Is The Answer — a movement and a way of life.

## **L.O.V.E. Is The Answer is a roadmap leading us into the space where the Beloved Community can thrive.**

L.O.V.E. Is The Answer Mentoring Circle Training is the ultimate solution for transforming culture, strengthening internal and external relationships, increasing corporate social responsibility, preparing leaders, and equipping your team members to perform at higher levels with a more balanced, wellness-oriented mindset and lifestyle. Our Mentoring Circle Training is also a revolutionary, highly-effective tool for engraining principles of diversity, equity, inclusion, and anti-racism within your team members at the cellular level without blaming or shaming anyone.

Originally created as a bridge to heal the divide between police and people of color, and proven to work in even the most volatile of situations, L.O.V.E. Is The Answer has become a movement and way of life that is sweeping the U.S. — and soon, the world. L.O.V.E. Is The Answer started with the award-winning film, “WALKING WHILE BLACK: L.O.V.E. Is The Answer” in 2017, after 4 1/2 years of development that started in 2012. L.O.V.E. Is The Answer teaches people how to love themselves and others. The success that we’ve experienced in improving police-community relations proves that “L.O.V.E.” is truly the answer for individuals, organizations, and entire communities that are desperately in need of finding common ground.

### **We offer two levels of Mentoring Circle training:**

#### **L.O.V.E. Is The Answer Mentoring Circle Basic Training**

This 16-week program is designed for individuals, families, companies and other organizations that desire to develop a deeper understanding of the L.O.V.E. Is The Answer principles and how to apply them in real life with other people. This is perfect for anyone who wants to give back and make a difference in their family, organization, or community. L.O.V.E. Is The Answer Mentoring Circle Training is the gold standard of empathy-based leadership training for every peace officer, social justice advocate, ally, mentor, manager, or anyone who wants to uplift others or become a better leader.

1. (WEEK 1) Participate in the L.O.V.E. Is The Answer 3-hour webinar in groups of up to 100 people (you and your small group will learn alongside other small groups).
2. (WEEKS 2-13) After the webinar, your small group (individuals will be placed with others into groups of 10) to discuss their webinar experience and then go through L.O.V.E. Is The Answer Mentoring Circle Basic Training together where they will do a deep dive on the L.O.V.E. Is The Answer book. This step will take three months to complete 12 weekly 2-hour meetings. Approximately 40 pages of the book will be covered each week, using a workbook specifically designed for our Mentoring Circle program.
3. (WEEKS 14-15) During the next two weeks, each small group of up to 10 will go through two 2-hour sessions. Each team member will give a presentation (up to 24 minutes each) on their L.O.V.E. Is The Answer experience including how they plan on incorporating L.O.V.E. in their life and in the lives of others going forward. These two weeks will also serve as a master class on how L.O.V.E. Is The Answer has impacted each participant.
4. (WEEK 16) L.O.V.E. Is The Answer Mentoring Circle Certificate Graduation. Once step three is completed, there will be a graduation ceremony and celebration of completing the L.O.V.E. Is The Answer Mentor certificate program.

Time commitment: 16 weeks. Approx. 35 total hours of session time (plus reading of the book).

Cost:

- \$95 per person (includes personal-use film download, book, workbook, 16-weeks of training, access to mastermind network of other Mentoring Circle members, framable graduation certificate, Invites to special members-only events, and ongoing support).
  - Organizations that wish to hold webinars that are exclusive to their team members pay \$2,500 per webinar (each webinar includes a max 100 people).
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### **L.O.V.E. Is The Answer Mentoring Circle Corporate Fellow Training**

This 84-week program is designed for companies and other organizations that desire a completely transformative experience for their organization and their people. Habits aren't formed overnight, and cultures aren't transformed through singular moments. There is no way to "check a box" to transform culture. This program will empower your people to become like family, deepen your relationships with suppliers and clients, and prepare your organization to make a legacy impact on the world:

1. (WEEK 1) Your team will participate in the L.O.V.E. Is The Answer 3-hour webinar in groups of 100.
2. (WEEKS 2-13) After the webinar, they will break up into groups of 10 to discuss their webinar experience and then go through L.O.V.E. Is The Answer Mentoring Circle Basic Training together where they will do a deep dive on the L.O.V.E. Is The Answer book. This step will take three months to complete 12 weekly meetings. Approximately 40 pages of the book will be covered each week, using a workbook specifically designed for our Mentoring Circle program.
3. (WEEKS 14-15) During the next two weeks, each group of 10 will go through two 2-hour sessions. Each team member will give a presentation (up to 24 minutes each) on their L.O.V.E. Is The Answer experience including how they plan on incorporating L.O.V.E. in their life and in the lives of others going forward. These two weeks will also serve as a master class on how L.O.V.E. Is The Answer has impacted each participant.
4. **(WEEK 16) L.O.V.E. Is The Answer Mentoring Circle Certificate Graduation.** Once step three is completed, there will be a graduation ceremony and celebration of completing the L.O.V.E. Is The Answer Mentor certificate program.
5. (WEEKS 17-32) Each graduate then begins the process of becoming a **L.O.V.E. Is The Answer Mentoring Circle Corporate Fellow**. Graduates will form teams of two. The students now become the teacher's assistants to their friends and associates. Each team of two will partner with two vendors, industry colleagues, or other folks they know outside of your organization, making each team a foursome. For 16 weeks, with instruction and guidance from the L.O.V.E. Is The Answer team, the team members will guide their new partners through the same film and book experience they just went through.
6. (WEEKS 33-84) At the completion of Step 5, each team of four will select someone in their community to mentor for 12 months. Each of the four mentors will commit to reaching out to the mentee at least once a month for a year. That will ensure that the mentee experiences a minimum of 48 personal touches during the year. There's no formal "goal" other than to be a reliable, positive presence in the mentee's life. It's all about putting the L.O.V.E. Is The Answer principles into action in the mentee's life, being present for them, and helping them to feel the L.O.V.E.
7. During the year, the mentors and mentees participate in at least one of the 25 action steps prescribed in the L.O.V.E. Is The Answer book along with other teams of mentors and mentees — things anyone can do to make live better in their community. Help out at a L.O.V.E. Garden, paint a mural, refurbish a senior center, or something else that makes a difference for everyone involved. Participation in the annual L.O.V.E. Is The Answer Day on September 17 is

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highly encouraged (see <https://loveistheanswermovement.com/> for details about this annual global event).

8. Graduation. Once steps 6 and 7 are completed, there will be a graduation ceremony and celebration of their certification as **L.O.V.E. Is The Answer Mentoring Circle Corporate Fellows**. This designation is bestowed upon someone who has successfully completed the training and spent a year successfully sharing L.O.V.E. with a mentee as part of a Mentoring Circle. Mentees will also be awarded with graduate certificates commemorating their completion of a 12-month commitment to their mentors.

Time commitment: 84 weeks, approximate 100 hours of session time, including training and mentoring (plus reading of the book). A little over 18 months (remember, lasting cultural transformation doesn't happen overnight).

Cost:

- \$2,500 per webinar (each webinar includes a max 100 people).
- \$95 per person participating in the L.O.V.E. Is The Answer Mentoring Circle program (Each team member and the external people chosen by each team member. Includes personal-use film download, book, workbook, 16-weeks of training, access to mastermind network of other Mentoring Circle members, framable graduation certificate, Invites to special members-only events, and ongoing support).

## ADDITIONAL OFFERINGS

**7. THE L.O.V.E. IS THE ANSWER WORKSHOP — NOW BOOKING FOR JANUARY 2022 AND BEYOND IN ANTICIPATION OF US BEING ABLE TO GATHER SAFELY AGAIN (DATES CAN BE POSTPONED OR CHANGED WITH NO PENALTY IF GATHERINGS ARE STILL UNSAFE WHEN YOUR EVENT DATE COMES AROUND): We created the L.O.V.E. Is The Answer Workshop to help communities fully learn and implement the L.O.V.E. Is The Answer principles.**

The L.O.V.E. Is The Answer Workshop is an innovative one-of-a-kind full-day personal development experience. The workshop begins with a primer on the Aloha-inspired L.O.V.E. Is The Answer principles that made the film a hit, then continues with the film, and then goes into a deep dive into putting L.O.V.E. into action in the community in real, tangible, meaningful ways.

One of the strengths of the L.O.V.E. Is The Answer workshop is that peace officers and other community members, including students, people impacted by the criminal justice system, business people and others, learn and grow together — not on separate islands. They learn how to become “Ohana” — family. This workshop not only saves lives, it enhances and transforms entire communities.

### L.O.V.E. IS THE ANSWER WORKSHOP HIGHLIGHTS INCLUDE:

- Fun small-group exercises that establish and/or deepen relationships.
- Framing the Issues: rapid-fire discussion about some of the challenging issues existing between police and other community members.
- The award-winning WALKING WHILE BLACK: L.O.V.E. Is The Answer film, Q&A with the director, and discussion.
- A deep dive into the powerful and transformative L.O.V.E. Is The Answer Principles:
  - LEARN (about the people around you) instruction and exercises.
  - OPEN (your heart to their needs) instruction and exercises.

- VOLUNTEER (yourself to be part of the solution in their life) instruction, exercises and practical application.

- EMPOWER (others to do the same) instruction and exercises based on Ho'oponopono, the ancient Hawaiian practice of reconciliation and forgiveness.

- Self-care sessions.

- Action steps: exploring, committing to and building out practical, proven ways of implementing the L.O.V.E. Is The Answer principles in your community. Examples of these action steps include creation of a Children's Learning Garden, refurbishing of a community center, and the formation of mentoring circles around young people and people impacted by the criminal justice system.

### **SAMPLES OF FULL-DAY TRAINING EVENTS:**

- Our full-day workshop in Savannah Georgia 10/22/19 in partnership with the National Youth At Risk Conference, Georgia Southern University and the Savannah-Chatham Public School System was covered by three TV news stations: <https://www.wsav.com/news/local-news/workshop-helps-facilitate-relationships-between-police-and-community/>; <https://www.wtoc.com/2019/10/22/love-is-answer-workshop-held-sccpss/>; and <https://fox28media.com/news/local/love-is-the-answer-conference-held-for-sccpss>

- Full-day workshop April 8, 2019 with the Forsyth County Sheriff's Office in Winston-Salem, NC. See the full story about our workshop at <https://www.linkedin.com/pulse/forsyth-county-sheriffs-office-hosts-love-answer-workshop-a-j-ali/>.

- I spent a full day guiding healing discussions between the Pasadena PD and community members September 5, 2019 (<http://www.pasadenanow.com/main/police-reach-out-to-community-engage-in-one-on-one-heart-to-heart-dialogue/>).

### **SOME OF THE COMMENTS FROM OUR FULL-DAY WORKSHOPS:**

- *Best training I've been to! Thank you!*

- *This was a beautiful informative and necessary community building workshop. Thank you!*

- *Gave me a different outlook on how to work. Showed me to care about how others feel and see me and not to intimidate others but to make them feel safe. Film was really good.*

- *Wow, please bring it to other places especially in city of Los Angeles. We are you, we are one. Thank you for everything. This is awesome, more than I ever imagined. It's time to LOVE & heal.*

- *I really enjoyed this workshop. This will have me looking at love towards the community differently. I would love to do another workshop with them.*

- *A.J.'s passion for the subject matter is evident. Great Work!*

- *Thank you so much for having us. The students were great. All the information was great. I enjoyed the environment. I learned many things. I had no idea from the perspective on the other side. Everything was excellent.*

### **2022 L.O.V.E. Is The Answer Workshop Pricing 1-DAY WORKSHOP (8 HOURS)**

#### **Standard Individual Pricing**

Standard cost to participate in the L.O.V.E. Is The Answer full-day workshop is \$195 per person or \$125 with full-time student or military I.D. for workshops we are marketing to the general public. A 10% discount is available to groups of 10 or more people from the same organization.

• Includes training, materials, L.O.V.E. Is The Answer book and workbook, lunch, snacks, beverages and certificate of completion.

#### **Group Supplying Venue Pricing**



For groups of 50 to 99 hosted by an organization that supplies the meeting space, A/V equipment, technical support team, lunch, snacks and beverages for their group: cost is \$150 per person or \$125 for participants with full-time student or military I.D.

- Includes training, materials, L.O.V.E. Is The Answer book and workbook for each student and certificate of completion.
- Nonrefundable deposit of 50% of fee must be prepaid in full at least 30 days in advance to secure date, with balance payable on the morning of the event. In the case of a date change by client, workshop may be rescheduled but additional fees may apply to cover any additional travel expenses we incur.
- Additional costs apply for business-class travel and two nights hotel for up to 4 members of our team. Travel and hotel costs must be paid in full at least 30 days in advance of event date.

### **Large Group Supplying Venue Pricing**

For groups of 100 or more hosted by an organization that supplies the meeting space, A/V equipment, technical support team, lunch, snacks and beverages for their group: cost is \$12,500 for the group up to 100 participants, plus \$125 for each additional participant.

- Includes training, materials, L.O.V.E. Is The Answer book and workbook for each student and certificate of completion.
- Nonrefundable deposit of 50% of fee must be prepaid in full at least 30 days in advance to secure date, with balance payable on the morning of the event. In the case of a date change by client, workshop may be rescheduled but additional fees may apply to cover any additional travel expenses we incur.
- Additional costs apply for business-class travel and two nights hotel for up to 4 members of our team. Travel and hotel costs must be paid in full at least 30 days in advance of event date (four team members for the first 100 students and one additional staff member for every block of 25 students above 100).

I'll be happy to answer any questions you have and I'm happy to prepare a complete quote for you once you know how many students will be attending your workshop.

**8. \*\*\* A 2-day version of the workshop** (8 hours per day x 2 days) is available for an additional \$100 per person, plus an additional night of hotel rooms. The 2-day version includes deeper training on the L.O.V.E. Is The Answer principles and a valuable session to help the group lay the framework for the creation of a children's learning garden or other community service project that will keep the group engaged together long after the workshop is completed (perfect for communities experiencing a deeper divide, recent conflict or a desire to go from good to great in their relationships).

**9. \*\*\* We offer a 3-day, 2-night senior leadership retreat**, customizable for a group of 12 or more. Led by L.O.V.E. Is The Answer senior leadership team members.

**10. \*\*\* A 1-hour in-person keynote speech by A.J. Ali**, Director & Producer of the award-winning film, "WALKING WHILE BLACK: L.O.V.E. Is The Answer," creator of the transformative L.O.V.E. Is The Answer principles, and author of the "L.O.V.E. Is The Answer" book, is \$20,000 (plus first-class air, ground and two nights hotel expenses for two at a Hilton, Marriott or comparable hotel). Includes 100 L.O.V.E. Is The Answer books for a post-keynote book signing session up to 2 hours in length.

**11. \*\*\* A full-day of highly-personalized Diversity, Equity, Inclusion, Reconciliation, Empathy, Anti-Racism, & Social Responsibility consulting and training by a L.O.V.E. Is The Answer Certified Trainer team**, is \$25,000 for up to 25 of your senior leadership team members, plus business-class air for four people, ground transportation reimbursement and four business-class hotel rooms (Marriott, Hilton, or comparable) for two nights. Includes 8 hours of consulting and training on the training day. Includes a bonus of two 1-hour planning sessions by phone in advance of the training day. Add a second training day, which will include our team leading a priceless activity of activating the L.O.V.E. Is The Answer principles in the community, for an additional \$15,000 and an extra night of hotel rooms.

**12. \*\*\* We offer a Train The Trainer program** for select highly-qualified people who are interested in becoming L.O.V.E. Is The Answer Certified Trainers to teach our workshops. By invitation only.

**13. \*\*\* September 17, 2021 will be our 3rd Annual L.O.V.E. Is The Answer Day** (formerly the National Day of Reconciliation! ALL LICENSEE ORGANIZATIONS ARE INVITED TO HOST OFFICIAL L.O.V.E. IS THE ANSWER DAY EVENTS. On this day, there will be a national virtual event from 2 pm to 6 pm pacific (5 to 9 pm eastern) and dozens of groups throughout the U.S. will host local L.O.V.E. Is The Answer activities. The goal for this year is to have L.O.V.E. Is The Answer murals painted in all 50 states in the U.S. and at least one on every continent **on the same day!** Participants will also be asked to submit videos and photos from their local events for consideration for prizes for their community and possible inclusion in the MUSIC VIDEO we will release featuring the L.O.V.E. Is The Answer theme song, titled "Try Love Now." The World premiere of the music video will take place on Valentine's Day 2022! You can also pick a different activity that works for you. There will be public in-person and private online film screenings and discussions, garden festivals, community center rehabs, community cleanups, Kintsugi pottery repair events, and many other programs taking place. Get together and get creative. Get peace officers together with the public (safely within COVID-19 guidelines) for a great day of truth, reconciliation, and recommitting to living out the L.O.V.E. Is The Answer principles. NOTE: Activities may be virtual or in-person as long as they conform with safe COVID-19 guidelines.

**14. \*\*\* L.O.V.E. Is The Answer Conference for Public Safety Reform, Reentry, & Criminal Justice Reform.** A conference designed to bring dozens of organizations together to teach them how to work together using the L.O.V.E. Is The Answer principles on issues including public safety reform, reentry, and criminal justice reform, and providing services to enhance the success of returning citizens and their families, and others affected by systemic racism and the criminal justice system.

**15. \*\*\* For the ultimate city-wide or county-wide experience, we offer a highly personalized multi-year L.O.V.E. Is The Answer Immersion Program, complete with a team of L.O.V.E. Is The Answer team members embedded in your community full-time** for communities that are fully committed to living out the L.O.V.E. Is The Answer principles. Contact us for details.

***"Love is the only force capable of transforming an enemy into a friend."  
— Martin Luther King, Jr.***

**LET'S DO THE WORK OF TRANSFORMATION TOGETHER.**

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