

# Rookie Teaching For Dummies

Sometimes things change from what they were at first: a caterpillar becomes a butterfly, a trickle becomes a river, a word becomes a story, a stranger becomes a friend, and a baby becomes you.

A New York Times Best Seller Merging real stories with theory, research, and practice, a prominent scholar offers a new approach to teaching and learning for every stakeholder in urban education. Drawing on his own experience of feeling undervalued and invisible in classrooms as a young man of color and merging his experiences with more than a decade of teaching and researching in urban America, award-winning educator Christopher Emdin offers a new lens on an approach to teaching and learning in urban schools. For *White Folks Who Teach in the Hood...and the Rest of Y'all Too* is the much-needed antidote to traditional top-down pedagogy and promises to radically reframe the landscape of urban education for the better. He begins by taking to task the perception of urban youth of color as unteachable, and he challenges educators to embrace and respect each student's culture and to reimagine the classroom as a site where roles are reversed and students become the experts in their own learning. Putting forth his theory of Reality Pedagogy, Emdin provides practical tools to unleash the brilliance and eagerness of youth and educators alike—both of whom have been typecast and stymied by outdated modes of thinking about urban education. With this fresh and engaging new pedagogical vision, Emdin demonstrates the importance of creating a family structure and building communities within the classroom, using culturally relevant strategies like hip-hop music and call-and-response, and connecting the experiences of urban youth to

## Access Free Rookie Teaching For Dummies

indigenous populations globally. Merging real stories with theory, research, and practice, Emdin demonstrates how by implementing the “Seven C’s” of reality pedagogy in their own classrooms, urban youth of color benefit from truly transformative education. For White Folks Who Teach in the Hood...and the Rest of Y'all Too has been featured in MotherJones.com, Education Week, Weekend All Things Considered with Michel Martin, Diverse: Issues in Higher Education, PBS NewsHour.com, Slate, The Washington Post, Scholastic Administrator Magazine, Essence Magazine, Salon, ColorLines, Ebony.com, Huffington Post Education Navigate politics, paperwork, and legal issues Find your instructional style and make learning fun for your students! Gain the upper hand on your first day of school! This friendly guide reveals what they didn't teach you in your education classes, offering practical advice and tons of real-life examples to help you set up and maintain an orderly classroom, engage your students, establish a grading system, and develop positive relationships with parents and school administrators. The Dummies Way \* Explanations in plain English \* "Get in, get out" information \* Icons and other navigational aids \* Tear-out cheat sheet \* Top ten lists \* A dash of humor and fun

The Most Dog-Eared "Teacher's Edition" You'll Have in Your Classroom Teaching is tough. And teachers, like the rest of the population, aren't perfect. Yet good teaching happens, and great teachers continue to inspire and educate generations of students. See Me After Class helps those great teachers of the future to survive the classroom long enough to become great. Fueled by hundreds of hilarious—and sometimes shocking—tales from the teachers who lived them, Elden provides tips and strategies that deal head-on with the challenges that aren't covered in new-teacher training. Lessons can go wrong. Parents may yell at you. Sunday

## Access Free Rookie Teaching For Dummies

evenings will sometimes be accompanied by the dreaded countdown to Monday morning. As a veteran teacher, Elden offers funny, practical, and honest advice, to help teachers walk through the doors of their classrooms day after day with clarity, confidence...and sanity! "A useful, empathetic guide to weathering the first-year lumps...a frothy, satisfying Guinness for the teacher's soul."—Dan Brown, NBCT, Director of the Future Educators Association, and author of *The Great Expectations School* "See Me After Class is a must-have book for any teacher's bookshelf. On second thought, you'll probably want to keep it on your classroom desk since you'll use it so much!"—Larry Ferlazzo, teacher and author of *Helping Students Motivate Themselves* "This is the kind of no-nonsense straight talk that teachers are starved for, but too rarely get...Roxanna Elden tells it like it is, with a heavy dose of practicality, a dash of cynicism, a raft of constructive suggestions, and plenty of wry humor."—Rick Hess, Director of Education Policy Studies at AEI, author of Education Week blog, "Rich Hess Straight Up" A shot of encouragement, a kick in the ass, and a loving push for young people who have no idea what they want or how to get it *Career Rookie* is a book for every grad, student, and 20-something who feels lost, overwhelmed, and anxious. It tackles the emotional and logistical WTF-ness of starting your career, answering questions like, What if I don't have any experience? What if I went to school for something I hated? What if I have NO IDEA what I actually want? Should I just suck it up and settle? Because, honestly, this career thing is starting to give me an ulcer. This fresh, fun guide gives even the most lost and overwhelmed a way forward. It explores passion, curiosity, uncertainty, self-sabotage, and more on the quest to shake off post-graduation paralysis. Finding the right career can seem impossible, but Sarah Vermunt is the fun-loving, straight-talking coach we all need to make feel-good work a reality.

## Access Free Rookie Teaching For Dummies

Rookie Read-About Science series.

For use in schools and libraries only. Enumerates a series of words and the greater things of which they are a part, such as leaf and tree, elbow and arm, candle and cake, and tail and kite. The first book to address head-on the most in-demand and troubling issue for teachers: how to control their classroom.

“Make sure your students follow your instructions.” That sounds like a straightforward instruction, but in fact, it’s fairly abstract. What does a teacher actually have to do to make sure students are following? Even the leader delivering this direction may not know, and the first-year teacher almost certainly doesn’t. The vast majority of teachers are only observed one or two times per year on average—and even among those who are observed, scarcely any are given feedback as to how they could improve. The bottom line is clear: teachers do not need to be evaluated so much as they need to be developed and coached. In *Get Better Faster: A 90-Day Plan for Coaching New Teachers*, Paul Bambrick-Santoyo shares instructive tools of how school leaders can effectively guide new teachers to success. Over the course of the book, we break down the most critical actions leaders and teachers must enact to achieve exemplary results. Designed for coaches as well as beginning teachers, *Get Better Faster* is an integral coaching tool for any school leader eager to help their teachers succeed. It’s the book’s focus on the actionable—the practice-able—that drives effective coaching. By practicing the concrete actions and micro-skills listed here, teachers will markedly improve their ability to lead a class, producing a steady chain reaction of future teaching success. Though focused heavily on the first 90 days of teacher development, it’s possible to implement this work at any time. New and old teachers alike can benefit from the guidance of *Get Better Faster* and close

## Access Free Rookie Teaching For Dummies

their existing instructional gaps. Packed with practical training tools, including agendas, presentation slides, a coach's guide, handouts, planning templates, and 35 video clips of real teachers at work, *Get Better Faster* will teach you: The core principles of coaching: Go Granular, Make Feedback More Frequent, Top action steps to launch a teacher's development in an easy-to-read scope and sequence guide The four phases of skill building: Phase 1 (Pre-Teaching): Dress Rehearsal Phase 2: Instant Immersion Phase 3: Getting into Gear Phase 4: The Power of Discourse

Traces the author's turbulent first year working as a teacher of disadvantaged students in the Bronx, describing his difficulties with such challenges as unruly students, absent parents, and a failing administration, obstacles that placed his career choice in question and revealed formidable flaws in the educational system.

Seven fifth-graders at Snow Hill School in Connecticut relate how their lives are changed for the better by "rookie teacher" Mr. Terupt.

The television star recounts the year he spent teaching at Philadelphia's largest high school, the challenges he encountered keeping students engaged, and his memories of posing disciplinary challenges to his own instructors as a teenager.

Simple, engaging nonfiction text and vivid photographs introduce young learners to important holidays from around the world. From Martin Luther King Day to Thanksgiving, young readers will learn about how these holidays began and how they are celebrated today.

We humans are pretty clever. We've mastered fire, invented the wheel, calculated the age of the Universe, sent people to the Moon, built machines that think, and cracked the genome. So you'd think that with all our smarts, somebody would've come up with a surefire formula for

## Access Free Rookie Teaching For Dummies

raising kids. Maybe that's because every child, like every parent, is an individual, and no two parent-child relationships are ever the same. So, you can give up any notions of being a perfect parent. But, you can learn to keep the big mistakes to a minimum and make the parenting enterprise easier and more rewarding for your children and you. Which is where this book comes in. Whether your child is a newborn, a teen, or somewhere in-between, *Parenting For Dummies* gives you the scoop on parenting basics. From dealing with a crying baby and potty training, to building self-esteem and talking with them about sex, it offers a gold mine of up-to-date advice and guidance on how to:

- Learn to communicate with your kids
- Develop a good relationship with your kids
- Keep your kids safe and healthy
- Help your kids grow up to be good people
- Keep your cool and control their behavior
- Discipline constructively and with a minimum of stress
- Build self-esteem in your children
- Avoid committing the parenting sins your parents taught you

Experts Sandy and Dan Gookin—she's the parenting expert for *Parents Magazine* and *Working Mother Magazine* and he's a father of four—avoid the psychological hype and medical terminology and give you the straight poop on all aspects of child-rearing, including:

- Speaking and listening to kids
- The importance of being consistent
- Keeping a sense of humor
- Dealing with babies
- Childhood growth and development
- Health and nutrition
- Kids' changing physical needs
- Developing a good person

Written by parents for parents, *Parenting For Dummies* gives you the know-how and skills you need to be the parent of healthy, happy kids.

**THE BATTLE FOR ROOM 314** In a fit of idealism, Ed Boland left a twenty-year career as a non-profit executive to teach in a tough New York City public high school. But his hopes quickly collided headlong with the appalling reality of his students' lives and a hobbled education

## Access Free Rookie Teaching For Dummies

system unable to help them: Freddy runs a drug ring for his incarcerated brother; Nee-cole is homeschooled on the subway by her brilliant homeless mother; and Byron's Ivy League dream is dashed because he is undocumented. In the end, Boland isn't hoisted on his students' shoulders and no one passes AP anything. This is no urban fairy tale of at-risk kids saved by a Hollywood hero, but a searing indictment of schools that claim to be progressive but still fail their students. Told with compassion, humor, and a keen eye, Boland's story is sure to ignite debate about the future of American education and attempts to reform it.

Year after year, Rafe Esquith's fifth-grade students excel. They read passionately, far above their grade level; tackle algebra; and stage Shakespeare so professionally that they often wow the great Shakespearean actor himself, Sir Ian McKellen. Yet Esquith teaches at an L.A. innercity school known as the Jungle, where few of his students speak English at home, and many are from poor or troubled families. What's his winning recipe? A diet of intensive learning mixed with a lot of kindness and fun. His kids attend class from 6:30 A.M. until well after 4:00 P.M., right through most of their vacations. They take field trips to Europe and Yosemite. They play rock and roll. Mediocrity has no place in their classroom. And the results follow them for life, as they go on to colleges such as Harvard, Princeton, and Stanford.

Possessed by a fierce idealism, Esquith works even harder than his students. As an outspoken maverick of public education (his heroes include Huck Finn and Atticus Finch), he admits to significant mistakes and heated fights with administrators and colleagues. We all—teachers, parents, citizens—have much to learn from his candor and uncompromising vision.

The New York Times–bestselling author and world-renown teacher offers no-nonsense wisdom for teachers of all ages There's no one teachers trust more to give them classroom advice

## Access Free Rookie Teaching For Dummies

than Rafe Esquith. After more than thirty years on the job, Esquith still puts in the countless classroom hours familiar to every dedicated educator. But where his New York Times bestseller *Teach Like Your Hair's on Fire* was food for a teacher's mind, *Real Talk for Real Teachers* is food for a teacher's soul. Esquith candidly tackles the three stages of life for the career teacher and offers encouragement to see them through the difficult early years, advice on mid-career classroom building, and novel ideas for longtime educators. With his trademark mix of humor, practicality, and boundless compassion, Esquith proves the perfect companion for teachers who need a quick pick-me-up, a long heart-to-heart, or just a momentary reminder that they're not alone.

Grow students into creative, ethical, and critical thinkers who confidently navigate our changing world. In this comprehensive guide, the author brings together strategies for teaching thinking skills, designing group activities, and promoting a collaborative classroom environment. Begin using these ideas in your own classroom, and watch your students flourish as they learn to question, explore multiple answers, and consider multiple perspectives. Use this resource to explore the importance of student self-efficacy: Understand the development and applications of metacognition. Learn how to teach various thinking skills, including critical, creative, and ethical thinking. Facilitate strong group dialogue among students. Explore problem solving and problem posing in order to encourage thinking-skill usage among students. Embed practical strategies for teaching critical thinking skills into everyday classwork. Contents:

Acknowledgments Table of Contents About the Author Introduction Chapter 1:

Metacognition--The Gift That Keeps on Giving Chapter 2: Dialogue for Meaning Making

Chapter 3: Protocols for Critical Thinking Chapter 4: Protocols for Creative Thinking Chapter 5:



## Access Free Rookie Teaching For Dummies

Problem Solving and Problem Posing Chapter 6: Ethical Thinking References and Resources Index

Vilson, a teacher from an urban school composed of black and poor youth, challenges racism and inequality in the classroom.

After a couple of seasons of small-town racing, things are shifting into high gear for a young dirt-track driver with the skills to make it big. Trace Bonham has landed a corporate sponsor and a custom-built dream ride. But this means Trace can no longer pilot his dad's Street Stock Chevy, and must let a new kid get behind the wheel. It also means having to turn his back on his hometown speedway, which his team leaders think is a hayseed operation not worth their time, even though it's run by a girl who matters to Trace in a big way. Filled with authentic race-car action and detail, Will Weaver's fast-paced novel is the story of a boy struggling with the speed and demands of his own success.

In the middle of painful personal times, Chicago journalist Berner makes a decision that changes his life forever--he takes a job in a public school outside Chicago where the students are representations of society's "throw-aways."

Not your typical how-to manual for new teachers, this no-nonsense, jargon-free guide offers a wide variety of tools and tactics for getting through every school day with grace and sanity. Covered in glue, glitter, orange juice--or worse? Make a quick change into the spare set of clothes you keep on hand for just this purpose. Butterflies in your stomach before your first-ever Meet the Teacher Night? Keep your cool by writing the agenda on your board--it'll double as a crib sheet for you. These tips and hundreds more, covering virtually every aspect of teaching, have all been learned the hard way: from real-life classroom experience. Otis

## Access Free Rookie Teaching For Dummies

Kriegel's "little black book" will be a treasured resource for teachers who want not only to survive but to thrive in any situation.

We've been teaching reading wrong—a leading cognitive scientist tells us how we can finally do it right

Learn about germs and bacteria in this early reader.

To provide new teachers with practical tools and strategies to improve student learning, move student achievement and instruction which supports academic gains for students and teachers. The Rookie's Playbook is designed to support new teachers and leaders in building their instructional muscles and knowledge to get rookie fit to build a strong culture to support moving student achievement data.-How to create a mindset that will support you in navigating the first year(s) of teaching.-How to set a strong presence and culture on your first day of school and throughout the year. -Identify the most essential soft-skills (relationship building, culture, equity) and how to integrate them in your classroom.-How to create practical structures and routines to build a strong culture in your classroom.-How to build an instructional framework that supports strong teaching and learning for students each day. -How to reset your classroom when you have challenges with classroom management.

Features an audio read-along! A creative spirit learns that thinking “ish-ly” is far more wonderful than “getting it right” in this gentle new fable from the creator of the award-winning picture book *The Dot*. Ramon loved to draw. Anytime. Anything. Anywhere.

## Access Free Rookie Teaching For Dummies

Drawing is what Ramon does. It's what makes him happy. But in one split second, all that changes. A single reckless remark by Ramon's older brother, Leon, turns Ramon's carefree sketches into joyless struggles. Luckily for Ramon, though, his little sister, Marisol, sees the world differently. She opens his eyes to something a lot more valuable than getting things just "right." Combining the spareness of fable with the potency of parable, Peter Reynolds shines a bright beam of light on the need to kindle and tend our creative flames with care.

Is voting fair? How do elections work? In *We Can Vote* readers will investigate the process of voting in their own lives and in their future from researching choices to tallying results. Features include critical-thinking questions; a civics in action feature that encourages kids to put what they've learned into practice; a civics checklist; glossary; and more.

Presents information on ways to be an effective teacher, covering such topics as lesson plans, standards, technology, testing, motivation, discipline, homework, teaching special needs students, and working with parents.

Being a "good teacher" is a difficult goal to achieve, being largely dependent on a huge variety of skills outside of the main curriculum. *Teaching Skills For Dummies* focuses on these 'soft' skills of teaching, from maintaining discipline to creating engaging lesson plans and monitoring performance. This essential guide promises to help teachers gain the respect of their pupils, manage potential confrontations and ultimately get the best

## Access Free Rookie Teaching For Dummies

out of both their careers and their students. Teaching Skills For Dummies includes information on: Developing Your Teaching Style Teaching a Class Managing a Class Dealing with Different Kinds of People Succeeding Beyond the Classroom “Don’t let the title fool you; this is an essential guide and resource for any aspiring teacher. Sue Cowley uses her experience and insight to provide a comprehensive and informative resource, packed with excellent advice and brilliant suggestions for making both teaching and learning effective. A must for any teacher’s bookshelf!” - Peter Hadfield, Principal lecturer in Education, University of Bedfordshire

Mr. Smith serves hot tea to a perpetually tardy boy in a rat-infested portable classroom, smokes cigarettes he confiscates from his students, and looks for strength of will at the bottom of a NyQuil bottle. Even on the best of days, Smith's first year on the job feels as frantic and fragmented as the misfiring hormones of the dozens of wide-eyed freshmen under his supervision. Some of the notes he writes after the bell have more in common with an inspirational teacher movie than real life, and that's one more thing to journal about. It's 2003, and Smith is in way over his head. Welcome to Magical Teaching, the hilarious and touching tale of one young teacher and 120 students in a run-down English classroom on the edge of campus. With relentless momentum and self-effacing honesty, Magical Teaching chronicles both the sweep of American education and small successes of messy, everyday learning, putting breath and bones on one of our nearly universal experiences: school. Like Bel Kaufman's Up the Down

## Access Free Rookie Teaching For Dummies

Staircase, Smith's journal exposes the inner workings of educational institutions. Like Esmé Raji Codell's *Educating Esmé*, Smith struggles to balance his free-spirited eccentricity with the autocratic ways of his administration. And like Frank McCourt's *Teacher Man*, Smith describes it all with an eye for raw details that translate into beautiful insights. One might say *Magical Teaching* is required reading for policy wonks, curriculum developers, and district mucky-mucks. But for everyone else with a stake in the success of the modern classroom--from mid- and late-career teachers in schoolwide book studies to college students in introductory and advanced methods courses hungry for nuanced portrayals of the profession--it's a refreshingly laugh-out-loud break.

Download a sample chapter! As a novice teacher, Meenoo Rami experienced the same anxieties shared by many: the sense of isolation, lack of self-confidence, and fear that her work was having no positive impact on her students. In *Thrive*, Meenoo shares the five strategies that helped her become a confident, connected teacher. From how to find mentors and build networks, both online and off, to advocating for yourself and empowering your students, *Thrive* shows new and veteran teachers alike how to overcome the challenges and meet the demands of our profession. Praise for *Thrive* "Whether you are entering your first year of teaching or your 40th, *Thrive* feels as if it were written just for you. At a time in our profession when many of us are feeling stretched thin, Meenoo Rami offers strategies to reignite our passions and rediscover

## Access Free Rookie Teaching For Dummies

why we chose to teach." -Christopher Lehman, coauthor of *Falling in Love with Close Reading* "Teaching is a profession that eats its young. Meenoo Rami offers guidelines for surviving the challenges of the classroom as well as the faculty room." -Carol Jago, author, teacher, and past president of NCTE "Thrive includes a mosaic of dynamic teacher voices from many grade levels and content areas. Reading their stories deepened my thinking about the immense untapped potential of our profession. Meenoo Rami's vision of teaching and learning can sustain us all." -Penny Kittle, author of *Book Love* Join the conversation on Twitter at #edthrive.

An illuminating guide to a career as a teacher written by acclaimed journalist Melinda D. Anderson and based on the real-life experiences of a master teacher—essential reading for anyone considering a path to this profession that changes lives. Go behind the scenes and be mentored by the best in the business to find out what it's really like, and what it really takes, to become a teacher. Educators are the bedrock of a healthy society, and the exceptional ones have a lasting impact. The best teachers surpass mere instruction to cultivate and empower students beyond school. In LaQuisha Hall's classroom, students are "scholars," young ladies are "queens," and young men are "kings." The Baltimore high school English teacher's pioneering approach to literacy has earned her teacher of the year accolades, and has established her as a visionary mentor to the young black men and women of Baltimore. Acclaimed education writer Melinda D. Anderson shadows Mrs. Hall to reveal how this rewarding profession

## Access Free Rookie Teaching For Dummies

changes lives. Learn about Hall's path to prominence, from the challenging realities of her rookie year to her place of excellence in the classroom. Learn from Hall's inspiring approach and confront the critical issues of race, identity, and equity in education. Here is how the job is performed at the highest level.

Aimed at motivating teachers to create a welcoming and challenging environment for their students, this professional book is told through a series of anecdotes and stories. It will remind teachers of the intrinsic rewards of teaching (to teach children to love learning) and the powerful role they play as models in this endeavor.

Rookie Teaching For Dummies John Wiley & Sons

For years, Kim Marshall and Jenn David-Lang have been considered "designated readers," curating ideas and research for busy frontline educators. Kim's weekly Marshall Memo summarizes the best articles from more than sixty magazines and journals.

Todd Hunter was a new teacher in 1969 when he decided to take his bored and restive junior-high biology students outside for a hands-on science lesson. From that day on, nature was his classroom, and life was his lesson plan. Walk in the shoes of this public-school teacher, not just for a day or a week but over the course of his career. You'll discover that his story is not his alone-it's a window

## Access Free Rookie Teaching For Dummies

into the heart, mind, and soul of everyone who teaches.

Hopeful, hilarious musings and serious advice for new teachers from the formerly anonymous blogger behind Love, Teach. Every teacher will tell you the first years are the hardest, and even the most confident of the pack sometimes ask themselves, Am I cut out for this? Kelly Treleaven, the teacher and once-anonymous blogger behind Love, Teach, wants you to know that you're not alone, and that yes, she has cried under her desk, too. Treleaven's blog has become a sensation in the education world, known for its heartfelt, high-spirited dispatches straight from the trenches and its practical advice. In Treleaven's debut book, she gives rookie teachers the advice she wishes she'd had when she started out in a large district in Houston. From logistical questions like how to prep and organize a classroom, to deeper issues like how to build relationships with students, navigate administration, and avoid burnout, Love, Teach is an essential book for anyone working in education today or considering the profession. With raw feeling, humor, and a razor-sharp perspective, Love, Teach supports teachers in their fight for a better future, and helps them celebrate the victories, large and small.

The must-have companion workbook to the bestselling Teach Like a Champion 2.0 Teach Like a Champion Field Guide 2.0 is the teacher's hands-on guide to



## Access Free Rookie Teaching For Dummies

improving their craft. In *Teach Like a Champion 2.0*, veteran teaching coach Doug Lemov updated, improved upon, and replaced the original edition of this global bestseller, setting forth 62 of the most rigorously vetted and critically observed teaching techniques around. *Field Guide 2.0* is a practical workbook for these 62 techniques, outlining all the tools a teacher needs to make champion teaching a reality in their classroom starting now. Coauthored by fellow educators Joaquin Hernandez and Jennifer Kim, the book is a practical guide for adapting the techniques to fit classrooms and teachers everywhere. With over 75 video clips of the techniques in play and 100+ field-tested activities to boot, *Field Guide 2.0* is the professional development tool every school leader dreams of. It's the teaching playbook that every teacher, principal, and coach should have in their library, chock-full of actionable tools that unlock a teacher's potential so they can push their students to do the same! The updated '2.0' version of *Teach Like a Champion* written to update, improve upon and replace the original *Just like Teach Like a Champion Field Guide* helped educators put the original 49 techniques into practice, *Field Guide 2.0* is the ultimate resource for the 62 techniques in *Teach Like a Champion 2.0*. They're the most rigorous, champion-vetted techniques yet and this book takes you through them from top to bottom with the kind of clarity and breadth you've come to expect from the experts at

## Access Free Rookie Teaching For Dummies

Teach Like a Champion. The book includes: Practical approaches to each of the 62 techniques 75+ video clips with analysis of the techniques in play in the classroom (note: for online access of this content, please visit [my.teachlikeachampion.com](http://my.teachlikeachampion.com)) Hands-on activities to bring the 62 techniques from the page into the classroom Teach Like a Champion 2.0 is a book by educators for educators. It's about giving teachers what they need to share their strengths so that every teacher, from first year rookie to third-year veteran, can approach their classes with the skills they need for their students to succeed. Teach Like a Champion Field Guide 2.0 is the indispensable guide to getting there, one technique at a time.

Introduces the American flag, recounting its history and describing its physical features, the ways Americans honor the flag, and the reasons why it is a symbol of the United States.

[Copyright: a82fb8357791c22eb4f35c6560019988](#)