



**School districts empower employees by encouraging Apple computer technology for home use through payroll deductions.**

# Educator Advantage™ Institutional Finance Option

"We consider (the payroll deduction program) a great success; it went so smoothly and our employees are very pleased."  
Linda Olson, Garfield School District  
Rifle, Colorado



Payroll deduction program empowers educators with technology for use at home

## **Other schools are doing it**

Many schools throughout the United States are now providing technology payroll deduction programs for their employees. Apple's Educator Advantage program can assist you in helping your teachers purchase Apple computers through payroll deductions.

## **Support technology use by your educators**

Apple can help you implement a payroll deduction program that allows you to put technology into the hands of those who impact the classroom directly: Educators.

Your district develops the financing plan, possibly with a local bank or a teachers' credit union, and your Educator Advantage representative can help your school purchase direct from Apple. Apple Computer will bill your district directly, providing 30-day terms\*.

## **Apple helps implement**

If the district offers educator training, Apple can facilitate the logistics by shipping all computers directly to the school address\*. Otherwise, Apple will ship individual computers to each educator's home address. The funding agency or school district and each

educator will receive an invoice for warranty purposes.

## **Great value**

The Educator Advantage program offers the Macintosh Performa line of computers with the addition of the valuable Educator Advantage solution on selected systems.

For more information about implementing a payroll deduction program in your district, please call 1-800-959-2775 extension 606 and ask for the phone number of the Educator Advantage Representative nearest your school district.

# Apple Educator Advantage Program



## Institutional Finance Option

### Some Basic Steps for creating a district Payroll Deduction Program

Initially, you will need to gain approval from your district to obtain the funds and implement the program. The steps below are guidelines. You will want to customize them to fit your district's needs:

Your Educator Advantage representative can help you with the following steps:

- 1) Contact your Educator Advantage representative by calling 1-800-959-2775 extension 606.
- 2) School district determines funding source.
- 3) Authorized school district representative reviews and signs agreement supplied by your Educator Advantage Representative, specifying the district's purchasing terms with Apple Computer, Inc.
- 4) Choose which products will be offered from the Educator Advantage price list.
- 5) Determine ordering timeframe.
- 6) Determine if group training will be offered.
- 7) Determine if an open house will be arranged.
- 8) Determine where the product will be delivered (to the district or to the educators' homes.)
- 9) Promote the program within school or school district.

### What other educators say about Institutional Financing

Linda Olson  
Coordinator of Staff Development  
Garfield School District RE-2  
Rifle, Colorado

"We have many employees who could never have purchased a Macintosh for their home without this program.

As a result of having computers at home, we've seen technology become more effectively integrated into our classrooms on a daily basis. The teachers are now more confident in their ability to use the Macintosh for instructional use.

We have had an increase in enrollment for our staff development classes on technology. Apple provided our district with great advice as we developed a payroll deduction program that was right for us.

We consider it a great success; it went so smooth and easy. Our employees are very pleased! We're already getting requests for the next purchase program from employees who did not participate the first time."

Ken Reed  
Director of Technology and Enrichment  
Caldwell School District  
Caldwell, Idaho

"The Institutional Finance Option steps were outlined clearly and explained well to me. The program structure was set up well and was easy to follow.

The teachers are excited about computers at home to complete projects they're working on and to develop their computer skills.

We will be conducting a district-wide survey to assess competency and interest levels in offering training to our teachers, as well.

About 60% of those teachers who purchased a Macintosh through the Educator Advantage Institutional Finance Option were first-time buyers."

**For additional information and for the name and phone number of your Educator Advantage Representative, please call 1-800-959-2775 Ext. 606.**