

# Drobots Company Quick Glance & Reference Sheet

## Ref # Question or Topic

1. Brief description, history and philosophy: “About Drobots Company”
2. Who are the Drobots Instructors and what are their qualifications?
3. Parent calling in and has about one minute to listen to the pitch about why my campers should enroll → *parent knows nothing about drones*
4. Parent calling in and has about one minute to listen to the pitch about why my campers should enroll → *parent knows A LOT about drones*
5. Do both Boys and Girls attend Drobots programs?
6. Are participants separated by age or grade?
7. What if my student doesn't know anything about drones?
8. What if my student has a lot of experience building drones OR has attended one of your programs in the past?
9. If a participant enrolls in multiple sessions will the program be repetitive? Is it the same program each week?
10. Do participants actually fly drones? Does the participant need to have any experience at all flying drones?
11. Do participants fly everyday?
12. What else do participants do during the day when they are not flying drones?
13. Do the students work in teams or on their own (individually)?
14. If the participants want to work individually (and not in a team setting), is this an option?
15. Do the participants take anything home with them at the end of the week?
16. What is a Flight Book?
17. What is so “STEM” about a drone program?
18. What kind of drones are used?
19. Are the drones safe?
20. Will participants build drones?
21. Why don't participants build drones?
22. Do participants get to build their own drone, if not, why? (More information in case parents/guardians press this issue)
23. What do participants bring with them to camp?
24. My student has a drone, may she bring it?
25. What's a typical day like at camp? → HALF Day Session
26. What's a typical day like at camp? → FULL Day Session
27. What percentage of time do the campers fly the drones?
28. Do participants fly indoors and outdoors?
29. Will the program discuss the military application of drones?
30. Are participants really working on or learning about drones all day long?

## Common FAQ's From Parents & Guardians Who May Enroll

**Please Use In Your Summer Camp Office or Share With Those On Your Customer Care Team**

*Please feel free to use or reference the provided information in a conversation;  
or simply copy, paste and tailor the text below in any of your written or email correspondence.*

	<b>Parent/Guardian Common Questions</b>	<b>Proper Responses and Answers From Drobots</b>
<b>1</b>	<p><b>Brief Drobots Company “ABOUT US” Elevator Pitch</b></p> <p>In the right column we have provided (in order) the 3 components of our “ABOUT US” section. Please share this information with the parent/guardian if she wants to learn or know more about our company.</p> <p>You may always reach out to us with any questions so we may help answer parent or guardian inquiries.</p> <p><b>By Email:</b> <a href="mailto:fly@drobotscompany.com">fly@drobotscompany.com</a></p> <p><b>By Phone:</b> (240) 440-0448</p> <p>Please do not pass along a parent or guardian to Drobots Headquarters without first providing a formal introduction. This will allow for efficient and effective communication between all three parties.</p> <p>Thank you.</p>	<p>The founder of the company has been operating summer programs for close to twenty years in over 40 states throughout the US and internationally.</p> <p><b>Part 1:</b> Drobots Company was established by a small group of parents, educators, visionaries and do-it-yourself engineers. The mission was and still is to inspire students to reduce time in front of a computer screen and instead utilize drone technology in an academic setting that promotes collaborative project-based learning in a positive educational environment. Hence, the company trademark slogan, <b><i>Where Technology Meets Fresh Air™</i></b>.</p> <p><b>Part 2:</b> Participants utilize imagination, hand-eye coordination and STEM applications to conquer challenges and missions - all in a team-oriented environment. Under the umbrella of a friendly competitive and gamified teaching and learning methodology, participants collaborate in a team setting to deconstruct challenges and then solve them.</p> <p><b>Part 3:</b> Safety is our #1 priority and our rigorous hiring standards attract the best instructors in the country. At Drobots Company we understand that instructors with years of experience working with kids and teens is the key difference between a good experience and a <b>GREAT</b> experience. Our family of instructors embodies the passion and creativity that we strive to inspire in every participant.</p> <p><b><u>KEY NOTES ABOUT DROBOTS STAFF/INSTRUCTORS</u></b></p> <ul style="list-style-type: none"> <li>● All Drobot Instructors are adults working in education and hired specifically for the ability to teach, motivate and manage (behavioral) children and teenage students</li> <li>● All Instructors are background checked per the regulations of the host school and the county, state, township, etc.</li> <li>● All Instructors must attend and pass 12-16 hours of training through the Drobots Company Academy</li> </ul>

2	<p><b>Who are the Drobots Instructors and what are their qualifications?</b></p>	<ul style="list-style-type: none"> <li>• Drobots instructors are adult (21 and over), have bachelors or masters degrees in education, engineering, technology or a related field.</li> <li>• Most of our instructors are youthful STEM teachers.</li> </ul>
3	<p><b>Hi, I am a parent calling in and have about one minute to listen to your pitch about why my campers should enroll in your program, can you please give me the elevator pitch...keep in mind I know nothing about drones.</b></p>	<p><b>Great Question:</b> Depending on the title and description of a Drobots program, participants will learn about the following while engaging with a flight squad made up of camper their own age:</p> <ul style="list-style-type: none"> <li>• Real-world STEM application</li> <li>• Flight tutorials and basic programming</li> <li>• Reinforcement through repetition</li> <li>• Introduction to drone photography and film</li> <li>• Industry education and the future</li> <li>• Flight control and accuracy challenges (Drone Olympics)</li> <li>• Drone racing and Timed-trials</li> <li>• No prior experience necessary. All skill levels are welcome.</li> </ul>
4	<p><b>Hi, I am a parent calling in and have about one minute to listen to your pitch about why my campers should enroll in your program, can you please give me the elevator pitch...keep in mind I KNOW A LOT ABOUT DRONES and my camper participates in a lot of STEM activities such as FIRST LEGO or SEA PERCH. So you can skip the semantics.</b></p>	<p><b>GREAT:</b> Our programs are designed to challenge the most well-educated drone pilot. Our instructors constantly gauge the experience level of each participant and, in return, aim to elevate the level of challenges or missions to match the participant's level of learning. STEM Experience or not, we encourage all students to attend a Drobots program to either learn or learn more about:</p> <ul style="list-style-type: none"> <li>• Real-world STEM application</li> <li>• Reinforcement through repetition</li> <li>• Flight tutorials and basic programming</li> <li>• Business and social application</li> <li>• Introduction to drone photography and film</li> <li>• Industry education and the future</li> <li>• Flight control and accuracy challenges (Drone Olympics)</li> <li>• Drone racing and Timed-trials</li> </ul> <p><b>Important Note:</b> <i>The learning outcomes depend upon the title and description of a particular Drobots program.</i></p>
5	<p><b>Do Boys and Girls attend Drobots programs?</b></p>	<p><b>Absolutely!</b></p> <ul style="list-style-type: none"> <li>• We strongly encourage both boys and girls to participate in our programs.</li> <li>• In the past a Drobots session typically has a female enrollment of 20 to 30%.</li> </ul>
6	<p><b>Are participants separated by age or grade?</b></p>	<ul style="list-style-type: none"> <li>• <b>Yes,</b> Depending on the size of the overall enrollment for the session, Drobots Instructors will separate participants into age-appropriate groups of 6 to 10 (in a group) students whenever possible.</li> </ul>

		<ul style="list-style-type: none"> <li>• Additionally, participants are assigned to flight groups with 3 to 4 other campers of their same grade/age.</li> <li>• This is the group (Flight Squad) they will be working and competing with each day.</li> </ul>
7	<b>What if my student doesn't know anything about drones?</b>	<b>No Problem!</b> Our well-trained flight instructors will help them learn and discover everything they need to know to be a great drone pilot.
8	<b>What if my student has a lot of experience building drones OR has attended one of your programs before?</b>	<b>That's Great! Enroll In one program or enroll in them all</b> <ul style="list-style-type: none"> <li>• We always have campers that are at different experience levels.</li> <li>• Our activities allow for the novice and the more experienced camper to work together to accomplish goals, and earn points.</li> <li>• All of our programs are unique. Participants do not need to have attended a program to attend another program offered by Drobots (in other words, no prerequisites).</li> </ul>
9	<b>If a participant enrolls in multiple sessions will the program be repetitive? Is it the same program each week?</b>	<b>No.</b> Each program differs from week to week both in title and description. <ul style="list-style-type: none"> <li>• We have various program themes and the activities vary from week-to-week.</li> <li>• All of our programs are unique.</li> <li>• Participants do not need to have attended a program to attend another program offered by Drobots (in other words, no prerequisites).</li> </ul>
10	<b>Do participants actually fly drones?</b>	<b>Yes,</b> students learn to control, code, and fly drones. They do so by: <ul style="list-style-type: none"> <li>• Using autonomous drones (via student coding &amp; flight plan)</li> <li>• Using remote control drones (free flight)</li> <li>• Using drone simulator flying on iPads</li> </ul> <b>Important Note:</b> No experience necessary to participate in any Drobots Programs
11	<b>Do participants fly every day?</b>	<b>Yes,</b> students will each pilot a drone every single day for at least 35-40% of each day during the session (which is a lot!). <ul style="list-style-type: none"> <li>• When other students are flying, each student on that flight team will have flight-related responsibilities including being: <ul style="list-style-type: none"> <li>○ The "Pilot in Control"</li> <li>○ The "Air Traffic Controller"</li> <li>○ The "Safety Engineer"</li> <li>○ The "Mechanical Engineer"</li> </ul> </li> <li>• Campers do not fly all the time each and every day, because there are many aspects of the camp that do not include actual fly time. <ul style="list-style-type: none"> <li>○ Plus drones need to charge and the drones need time to "rest" throughout the day.</li> </ul> </li> <li>• However, all activities include drone planning, designing, flying, coding, learning, safety lessons, and more.</li> </ul>
12	<b>What else do participants do during the day when they are not flying?</b>	<ul style="list-style-type: none"> <li>• While flying is a major portion of the day.</li> <li>• Campers are also learning about safety, social responsibility, teamwork, engineering, flight history, coding, filming, and competing in daily challenges within their flight squad.</li> </ul>

<p>13</p>	<p><b>Do the students work in teams or on their own (individually)?</b></p> <p><b>What is a “Flight Squad”?</b></p> <p><b>Another way to have the person answering question is to be prepared for:</b></p> <ol style="list-style-type: none"> <li>1. <b>Why do the marketing materials say students work in teams?</b></li> <li>2. <b>What if my son/daughter feels intimidated in a team setting?</b></li> </ol>	<p>The Flight Squad is a group of 3-5 campers that compete in challenges as a group. They are made up of various positions:</p> <ul style="list-style-type: none"> <li>● Pilot</li> <li>● Safety Engineer</li> <li>● Air Traffic Controllers</li> <li>● Mechanical Engineer</li> </ul> <p>During the full day sessions (not half day) we supply ample time for icebreakers, team building activities, and group group games.</p> <ul style="list-style-type: none"> <li>● This helps to ensure that even the more shy campers have an opportunity to lead, follow, and function as members of a team compiled of campers their own age.</li> <li>● Drobots Instructors are trained to ensure that all participants feel welcome and included in all activities (individual or team).</li> </ul>
<p>14</p>	<p><b>If the participant wants to work on their own (and not in a team setting). May they?</b></p>	<p><b>Of Course.</b> There are times during the week that a camper may elect to work on their solo projects.</p>
<p>15</p>	<p><b>Do the participants take anything home with them at the end of the week?</b></p> <p><b>Important Note:</b> Participants <u>do not</u> take home their own drone</p>	<p><b>Yes</b></p> <ul style="list-style-type: none"> <li>● The campers will all take home their Flight Book and any other related projects that they have worked on independently.</li> </ul> <p style="text-align: center;"><b>AND</b></p> <p><b>No</b></p> <ul style="list-style-type: none"> <li>● The campers <u>DO NOT</u> take home a drone. The drones stay at camp and are property of Drobots.</li> </ul> <p><b>However,</b> Drobots has a special relationship with Parrot, one of the leading experts in the drone industry, and students and parents will have the opportunity to use a unique coupon code and order their own drone(s) after the camp session ends.</p>
<p>16</p>	<p><b>What is a Flight Book?</b></p>	<ul style="list-style-type: none"> <li>● The Flight Book will be given to each camper on the first day of camp. This is a comprehensive booklet where participants log flights, challenges, and take notes.</li> <li>● Participants keep their the Flight Book on location every day, but do take home and keep their own book at the end of the session.</li> </ul>
<p>17</p>	<p><b>Your program says STEM everywhere, what is so “STEM” about the drone program?</b></p>	<ul style="list-style-type: none"> <li>● Drone flying, coding, control, photography, and maintenance are all STEM and STEAM activities.</li> <li>● Drone flying also creates a sense of creativity, confidence, teamwork, social awareness, and entrepreneurship for all attending participants.</li> <li>● This includes: How the drone gets power, converting that energy into lift, radio transmitters, weather adjustments, &amp; how to code drones to accomplish certain missions/challenges.</li> </ul>
<p>18</p>	<p><b>What kind of drones are used?</b></p>	<ul style="list-style-type: none"> <li>● Drobots uses top level educational drones that have photo/ film, coding, and obstacle racing capabilities.</li> <li>● Some are remote control and some are coded and then flown autonomously.</li> </ul> <p><b>Note:</b> Drobots has a special arrangement with Parrot branded drones, so primarily we use</p>

		these drones because of their safety, dependability, and durability.
19	<b>Are the drones safe?</b>	<p><b>Yes</b>, Drobots only uses drones that are safe for campers 6 years old and older.</p> <ul style="list-style-type: none"> <li>• All drones have blade guards.</li> <li>• Safety protocol checklist occur before any drone has power and lifts off.</li> <li>• All campers wear protective safety glasses and most drones are under ¼ lb.</li> </ul>
20	<b>Will participants build drones?</b>	<ul style="list-style-type: none"> <li>• <b>No</b>, participants will not physically build drones.</li> <li>• They will however design and present a conceptual drone project at the end of the week (full day programs only)</li> </ul>
21	<b>Why don't participants build drones?</b>	<ul style="list-style-type: none"> <li>• We have found that build kits for drones are very time consuming.</li> <li>• Also, more often than not- they work once or twice and then tend not to work at all.</li> <li>• In the future we will evolve our programs to include drone building and design as the industry continues to evolve and produce kits that are trustworthy and safe.</li> </ul>
22	<b>Do participants get to build their own drone, if not, why?</b>	<ul style="list-style-type: none"> <li>• <b>No</b>. Campers do not build their own drone.</li> <li>• We have found that drone kits are time consuming and often do not work.</li> <li>• Our extensive research has shown that campers learn more by working with professionally built drones. <ul style="list-style-type: none"> <li>○ This also allows us to ensure that each drone meets the safety and flight standards of the the school, the FAA and the Drobots Company.</li> </ul> </li> </ul>
23	<b>What do participants bring with them to camp?</b>	Drobots does not require participants to bring anything with them to a Drobots program. We provide all supplies and equipment for all Drobots Programs.
24	<b>My student has a drone, may she bring it?</b>	<b>No. Please leave personal items and drones at home.</b> Drobots only uses licensed and approved drones. All drones are safety tested and used specifically because of their safety ratings and reliability. We cannot allow students to use their own drones on campus or during the summer program.
25	<b>What's a typical day like at camp?</b> <b>HALF DAY</b>	A typical half day will operate from camp opening until lunch or after lunch until camp closing. Campers will be challenged in their flight quads just as they would a full day session. Many activities are the same, but will operate for shorter time blocks.
26	<b>What's a typical day like at camp?</b> <b>FULL DAY</b>	A typical full day of camp includes 40% flight, 40% challenges & competition, and 20% drone history, education and fun interactive quizzes.
27	<b>What percentage of time do the participants fly the drones?</b>	Participants will fly approximately 40% of the time
28	<b>Do participants fly indoors and outdoors?</b>	<p><b>Yes</b>, Participants will all have opportunity to fly drones outdoors. Most of our flight time will happen indoors as weather and wind makes the coding and speed challenges more difficult.</p> <p><b>Important Note:</b> Programs that are hosted within 12-15 miles of the Washington, DC area may not be able to fly outdoors due to FAA regulations.</p>
29	<b>Will the program discuss the military application of drones?</b>	<b>Yes</b> , <u>but</u> only if a related question is asked by a participant AND only if an appropriate

		<p>response is warranted.</p> <p>Drobot Instructors will not engage in military topics or application without a valid and appropriate student inquiry.</p> <p><b>Please Note:</b> These conversations are handled delicately and with no political bias. Military drones are part of the world in which we live. Military drone applications are observed from a technical standpoint. When in doubt, Drobot Instructors are trained to delay a response to a participant until the Instructor has communicated the question/topic to a member of the Drobots Leadership Team at our Drobots Headquarters.</p>
30	<p><b>Are participants really working on or learning about drones all day long?</b></p> <p><b>Please note:</b> There is a separate answers for full and half day programs.</p>	<p><b>Half Day:</b> <b>Yes</b>, because of the half day session, campers will spend each day of each session learning about drones, flying drones, and competing as a flight squad.</p> <p><b>Full Day:</b> <b>Yes</b>, while most of the day focuses on learning about drones, flying drones, and competing as a flight squad, other camp activities are done throughout the day as well. Whenever possible we make sure that outdoor strategy and team-building activities take place each day. In addition campers have lunch, work in teams, and compete in Drobot related game shows-testing the drone learning and knowledge of each participant.</p>
	<p><b>If you (the program director, school or facility) have any other questions about Drobots please give us a call or send us an email.</b></p>	<p><b><u><a href="mailto:Fly@DrobotsCompany.com">Fly@DrobotsCompany.com</a></u></b> <b>(240) 440-0448</b></p>