

ACKNOWLEDGE. ANSWER. PROVE. ASK.

An objection is usually protection of a decision, a learner, or the buyer's reputation. Lower the temperature and make the evaluation concrete.

01 Isn't this just another math game?

The important distinction is that math is the activity, not a gate to an unrelated activity. Practice develops the same speed and accuracy used in live play.

GUARDRAIL / NEXT MOVE

Show one practice session and one relevant play mode.

02 How is this different from Prodigy or Khan Academy?

Those products solve different learning needs. FlashMath focuses on math fluency through skill-based multiplayer, collaboration, and competition connected to educator workflows.

GUARDRAIL / NEXT MOVE

Do not make broad claims about another product without current evidence.

03 What results can you guarantee?

Do not guarantee score gains without evidence. Show the practice, accuracy, speed, progression, and classroom data FlashMath currently captures.

GUARDRAIL / NEXT MOVE

For a school evaluation, define a baseline, usage expectation, success measure, and review date.

ANSWER ONCE. THEN ASK A USEFUL QUESTION.

04 Isn't gamification a distraction?

It can be when rewards are disconnected from learning. In FlashMath, solving accurately and efficiently drives practice progression and live play.

GUARDRAIL / NEXT MOVE

For educators, competitive and social elements can be shaped or turned off.

05 Does competition work for every student?

No single format works for every student. FlashMath supports individual practice, collaborative activities, and competitive play.

GUARDRAIL / NEXT MOVE

Ask which format fits the learner and objective.

06 My students are at different levels.

Practice can respond to individual performance while the teacher still chooses the operation, target, assignment, and classroom context.

GUARDRAIL / NEXT MOVE

Show how the teacher retains control.

ANSWER ONCE. THEN ASK A USEFUL QUESTION.

07 I don't need another dashboard that creates work.

Agreed. The useful test is whether the dashboard shortens the path from 'the class practiced' to 'these students are ready, and these students need support.'

GUARDRAIL / NEXT MOVE

Evaluate the workflow, not the number of charts.

08 How do you protect students?

Education accounts have dedicated privacy terms and organization controls for key competitive and social features. Provide current documentation and answer the school's specific questions.

GUARDRAIL / NEXT MOVE

Use 'FERPA-conscious.' Do not claim certification or blanket compliance.

09 The founder is young. Why should I trust this will last?

That is a fair operational question. Evaluate the working product on fit, safeguards, support, contractual accountability, and performance during a real evaluation.

GUARDRAIL / NEXT MOVE

Founder perspective informs the product; it does not replace operational assurances.

QUOTE THE CURRENT OFFER, NOT YOUR MEMORY.

10 What does FlashMath cost?

Start with the current public pricing page, not a memorized number. State the current offer and material terms directly, then connect price to the buyer's scope.

GUARDRAIL / NEXT MOVE

Larger education scopes require an approved written quote.

CLAIMS CONTROL

- Guaranteed score gains
- Every learner will love it
- Blanket compliance or certification
- Replacing a full curriculum
- Unverified pricing, capacity, or customer counts

USE INSTEAD

FlashMath is designed to build math fluency through teacher-controlled collaboration and competition.

If you do not know: 'I don't want to guess. I'll verify that and follow up.'