**Video Transcript: What were the turning points or unique opportunities that led to success?**

Noelle Hause: About a year into this project, there was a very large turning point for us. I remember sitting in a meeting with one of the administrators from the human services department who said to me, “Gosh, Noelle, what do we need to do to help you get your numbers for this grant?” I realized that what we needed to say to them is, “How can we help you increase child and family wellness outcomes in your agency?” and it was at that point that we shifted how we approached partners.

Dr. Laine Young-Walker: There were really four turning points. The first was the initial tremendous commitment and support of our partners in working on early childhood initiatives. Regardless of funding, they were committed that we would work together. The second was that our group had to come together on a shared definition of mental health consultation, and that was challenging. Initially we were not all on the same page but, when we were able to come up with that shared definition, it really allowed us to move in sync on our initiative for mental health consultation. Our third turning point was finding a physician champion, and he remained integral to various aspects of the [Project] LAUNCH grant. Our screening efforts and our integration of behavioral health in primary care would not have been as successful as they were without that physician champion. And our fourth turning point was when we developed our referral matrix for screening. Some of the resistance we had initially was providers; we had providers saying, “What do we do with a positive screen? We don’t know where to go.” So when we developed that referral matrix, it opened the door to allow people to feel more comfortable with screening.