ax^2+bx+c

$3p^2+21p+36$

step ① $3(p^2+7p+12)$

step ② $1 \cdot 12 = 12$

$1 \cdot 12$

$2 \cdot 6$

$3 \cdot 4$ step ③

step ④ $3(p^2+3p+4p+12)$

p^2	$+3p$
$+4p$	$+12$

step ⑤ (inside)

	$1p$	$+3$
$1p$	p^2	$+3p$
$+4$	$+4p$	$+12$

step ⑥ (outside)

step ⑦

$3(1p+4)(1p+3)$

step ① Pull out Common factors of all

step ② multiply $a \cdot c$ then find factors

step 3 decide which Set when add/subtract equals b

step 4 break b apart

step 5 Draw boxes & put numbers inside left → rt top to bottom

step 6 Find GCF of each column & row

step 7 add signs for b

step 8 write it out