



COMPREHENSIVE BEHAVIOR MANAGEMENT TRAINING

**Creating an Infrastructure for Highly Successful
Classroom Instruction**



Proposal for Services

Submitted by:
The Education Company

PO Box 362223
Decatur, GA 30036

800-294-9009

info@EducationCompany.com
www.EducationCompany.com



INTRODUCTION

The Education Company, a professional development firm for teachers and administrators, is respectfully seeking to be selected as the service provider for educational services. As a national consulting company specializing in school improvement solutions through a comprehensive behavior management approach, our educational services are most beneficial to public, private, technical, and charter schools in the K-12 sector.

Our mission is to help schools assess their current behavior and academic systems, train and support both teachers and administrators in effective and research-based strategies while implementing a framework for students' day-to-day behavior, a hierarchy of discipline consequences, and planned use of positive reinforcement.

The Education Company provides professional development for school teachers and administrators. Our approach is a comprehensive school behavior management program that:

- Reduces student tardies and office referrals
- Effectively minimizes discipline challenges
- Increases time-on-task and student academic engagement
- Empowers teachers to motivate ALL students
- Shares specific strategies to work effectively with parents and keep them engaged
- Transforms a school administrative team into effective, consistent, and empowered leaders

As a company founded over 30 years ago by school administrators who were searching for solutions within their own schools, The Education Company is comprised of professionals who are dedicated to helping other administrators find, implement, and maintain successful solutions to their school's most pressing discipline concerns.



Comprehensive Behavior Management Program Program Overview

GENERAL OVERVIEW

This program outlines workshops and an implementation plan for the Comprehensive Behavior Management Program. The program is based on the premise that in order for learning to take place a school must have a safe, orderly, civil and academically strong environment and that all staff members must understand the following:

- basic behavior management techniques and strategies
- the importance of positive reinforcement and teaching students' responsibility
- how to be successful with difficult, unmotivated and challenging students
- strategies and techniques for raising teachers' expectations of students
- the need to be proactive with safety issues such as fighting, etc.
- how to communicate with and turn ALL parents into partners
- the importance of leadership and the Administrative Support System



TRAINING AND IMPLEMENTATION

PHASE ONE Training

Date TBD: from 8:00 am – 9:45 am

Administrator Training

It is critical that the administrative team be knowledgeable concerning the concepts and implementation strategies of this program. They also need to develop their Administrative Support System and School-wide Plan. They will learn solutions to the tardy and attendance issues, how to utilize a discipline card, alternatives to suspension, evaluation techniques, the Howitzers and other special techniques for working successfully with the most difficult staff, students and parents.

Date TBS from 10:00 am – 3:00 pm (with short lunch break)

Successful Behavior Management Staff Training

The focus of this program is to establish a safe, orderly and civil environment that stops negative behavior, increases learning time, develops positive relationships and teaches students responsibility. The staff will learn how to develop and implement individual classroom discipline and work with colleagues on the school-wide program.

Financial Investment

One Day Training

\$3,500*

*All fees and Consultant's expenses are included

**Resource Materials, with a 10% discount, are additional.

*Resource Materials are available at a 10% discount. (Order Form Attached)

Recommended materials are:

Classroom Management and Teacher Creed Poster	1 each per teacher
Behavior Management Teacher Resource Book	1 per teacher
Administrator Manual	1 for each Administrator



PAHSE ONE – ADD ON OPTION

FOLLOW-UP CONSULTING, IMPLEMENTATION AND COACHING

The follow-up consulting/monitoring days are designed to ensure the program is implemented completely and successfully. Each day is designed specifically for the needs of each individual school. The following are items that can be covered:

- meet with a Discipline/Safety Committee to review the concepts of the program and develop and implement the school-wide management program.
- meet with Administrators to work on implementation of their plan.
- visit classrooms for the purpose of monitoring and coaching teachers.
- have feedback session at regular staff meetings at the end of the day.
- instruct and Q & A with teachers during prep-times.
- train and meet with the support personnel in various aspects of the program.

FINANCIAL INVESTMENT

One Consulting Day

\$3,500* per day

General Notes

With Multiday Training/Consulting Contracts daily fees are discounted by \$350 per day

Parent Workshops: If done in the evening an additional \$750 per workshop is charged.

If done during a consulting day the additional fee is only \$500.

*All Fees and Consultant's expenses are included

** Resource Materials, with a 10% discount, are additional.

Educators learn how to create a safe, positive learning environment where students behave responsibly and take accountability for their conduct. They explore strategies to organize and manage the classroom with increased confidence and a calm sense of control. Through professional development, educators discover how to create a learning environment in which their students can excel, and in which they can go home feeling a sense of accomplishment. This professional development is designed for K–12 teachers, special-subject teachers, administrators, counselors, resource teachers, and substitutes. Contact the Education Company for a Free Discipline Discussion.



Resource Materials Order Form

_____ **Administrator Manual @ \$40.00 ea.** \$ _____

This Manual contains valuable problem-solving techniques to use when working with staff to improve their classroom and school-wide management and discipline issues. Includes such resources as the Tardy Card, Academic Behavior Card, Sheltering Card, The Wave, Home/School, Specific Directions and more.

_____ **Successful Behavior Management Book @ \$25.00 ea.** \$ _____

The hands-on, positive, practical, proactive discipline solutions techniques found in this book are proven to work successfully when implemented correctly.

_____ **Posters @ \$ 6.00 ea.** \$ _____

_____ Classroom Plan Poster Organize your Rules, Consequences, and Positives then post them in your classroom on this 18"x24" chart.

_____ Teacher Creed Poster Post your Creed in your classroom for all to see on this 18"x 24" two tone poster. As your Teacher I will . . .

_____ **Turning All Parents Into Partners Book @ \$15.00 ea.** \$ _____

This book contains very specific skills and processes to be used when dealing effectively with all parents including techniques for conferencing, telephone, and more.

_____ **Specific Directions Folder @ \$ 10.00 ea.** \$ _____

10 full-color 8x10 Posters that define the specific directions used in the classroom ready to laminate.

_____ **Bound for Success @ \$ 10.00 ea.** \$ _____

Learn tips for developing a positive proactive attitude improving the Self-esteem in all children.

_____ **Discipline Me Right @ \$ 10.00 ea.** \$ _____

This books provides practical tools parents that help parents discipline their children with success.

Shipping and Handling at 12% \$ _____

10% discount when ordered with training/consulting

Total for Resource Materials \$ _____

Fax Order Form and Purchase Order to 800-294-9009



Professional Development Justification

Note: This section may be used as template for your program justifications.

Program Title Choices:

Creating an Infrastructure for Highly Successful Classroom Instruction

_____ will adopt a school-wide approach to meet the educational needs of all students through the provision of professional development services for the faculty and instructional staff.

By enlisting the services of The Education Company, a national professional development service provider for schools in the K-12 sector, instructional time and academic achievement will be increased through the use of best practices in all content areas, including reading and math, as evidenced by increased student achievement and implementation of the common core curriculum as well as indicators included on the College and Career Readiness Performance Index.

RESULTS

Our success is not determined by our balance sheet or stock portfolio, but by the lives of countless students as a result of the work we have done over these last 30 years.

For us to boast about our success does not mean much and is just self-serving. However, when our customers emphatically thank us for a job well done after we have helped them to implement solutions to their discipline concerns . . . now we have something to share!

For you to better understand who some of our customers are, and what they have to say about The Education Company and why they have referred us, please visit our website at:

www.educationcompany.com/results/

The Education Company

For more information, visit: www.educationcompany.com