



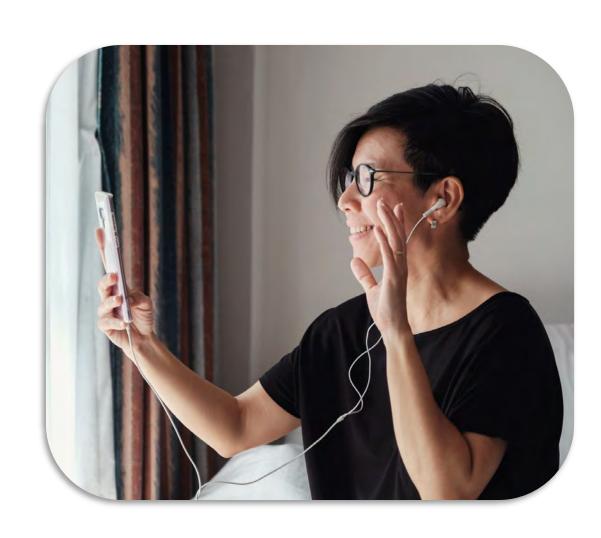




DISCUSSION TOPICS:

Our Response to the Coronavirus An Attitude of Empathy

- Home Office Support
- Webinars & Remote Meetings
- Events & Travel
- Calling on Customers
- **EA Outreach to Current Customers**
- **EA Outreach to the Community**
- **▶** 40th Anniversary Promotion





Home Office Support

for Reps, Partners & Customers



Flexible and Dynamic

- Accepting calls at both offices:
 - Louisville 502 244 6944
 - Frankfort 502 227 4783
- Available by chat & email:
 - o individual email
 - info@educationassociates.com
- Receiving and fulfilling orders
- Working with customers to facilitate shipment and receipt



Webinars & Remote Meetings

Zoom, Webex & Google Hangouts



Online meeting platforms expand our communication abilities:

- Webex
- Zoom
- Google Hangouts

We encourage you to explore these resources with colleagues and customers!



Events & Travel

Rescheduling & Refunding



- Some events are postponed indefinitely:
 - Conferences
 - Workshops
 - Sales Presentations
- Obtaining refunds when necessary
- Making adjustments in travel
- Following up with rescheduling



Calling on Customers

Empathy & Information Gathering

Leading with Empathy

Calling to check up

Gathering Information

- O How are your students?
- O What do your teachers need?
- O What can we do to help?

Offering Support

Here's what Education
 Associates is doing for current customers and everyone in the education community...





Education Associates Outreach

to Current Customers...

Curriculum Site License

- Normally restricts curriculum use to one building
- Temporarily relaxed to encourage curriculum use:
 - o in alternate facilities
 - o for home schooling
- Recommended titles provided to customers

Message from our Home Office

- Invitation to reach out for Curriculum Support
- CDC Coronavirus Best Practices
- Hand-Washing Video and Instructions





Education Associates Outreach

to the Entire Community of Educators...

Special 'News & Views' Newsletter Next Week

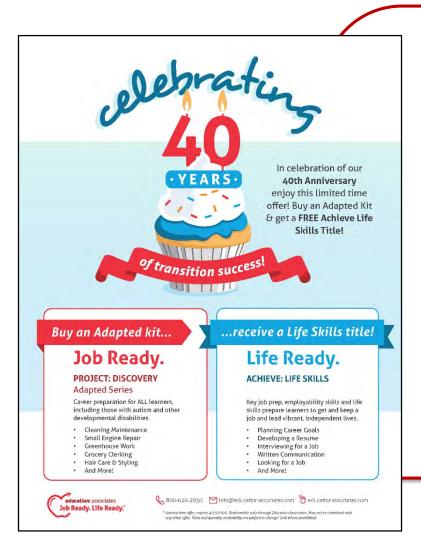
- CDC Coronavirus Best Practices
- Hand-Washing Video and Instructions

Access to Free 'Public Health' Curriculum'

- Basic Hygiene
- Passive Recreation



Promotion Extended through the School Year



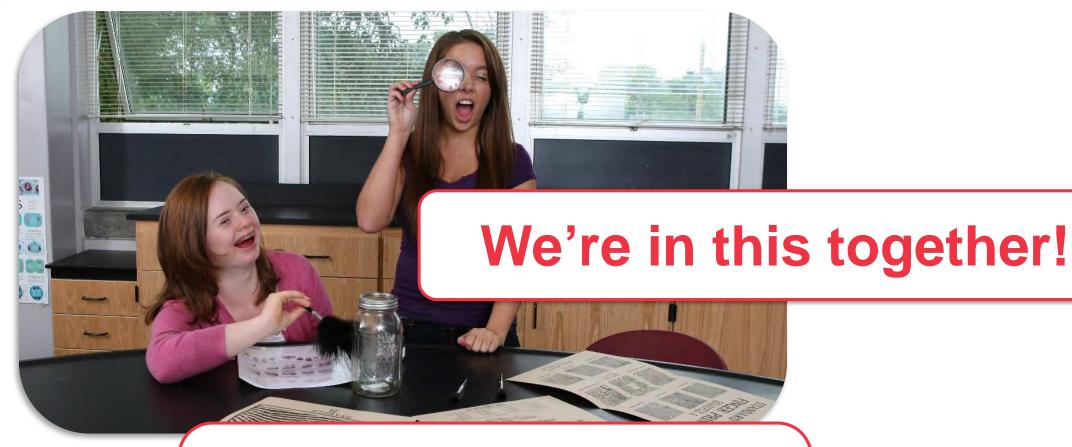
40th Anniversary Promotion

Purchase any Adapted kit

Receive any Achieve Life Skills title FREE

- Valid 1/15/2020 6/30/2020
- Applies to any quantity
- Request this flier on your MRF or download at educationassociates.com/sales





Louisville 502-244-6944

Frankfort 502-227-4783