



education:associates
Job Ready. Life Ready.

Education Associates Sales Kickoff Meeting 2021

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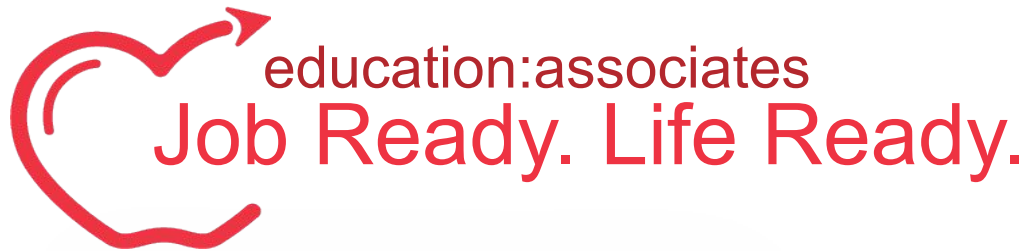
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Education Associates Sales Kickoff Meeting 2021

Today's Agenda

- Introducing Michelle
- Q1 2021 Promotions
- Training Resources
- Refresher on DBC
- \$ales Resources\$



Introducing Michelle ...



- My boys! **Baloo** (fur baby), **Jax** (human baby), and **Jason** (husband)
- Bachelor's degree in Psychology and Masters in Digital Media
- History working with young adults with special needs → switched to marketing and sales
- Outside of work: I love being a mom, hanging with my family, cooking, reading, art



Introducing Michelle

Sorry...I couldn't help it!



CASE Promotion

- **Must buy at least 5 Adapted**
- Customer receives an equal number of Achieve: Life Skills titles as the number of Adapted titles they purchase
- Can use with ANY customer, new or returning
- Expires April 1, 2021
- Flyer available on www.educationassociates.com/sales

**Buy CASE-Endorsed Adapted Kits,
Get Life Skills Titles FREE!**

ENDORSED!
case
COUNCIL OF ADMINISTRATORS
OF SPECIAL EDUCATION

credibility counts.

Buy 5 or more titles...

Job Ready.
PROJECT: DISCOVERY
CASE-Endorsed Adapted Series
Career Preparation for ALL Learners, including those with autism and other developmental disabilities. **17 titles, such as...**

- Cleaning Maintenance
- Filing
- Greenhouse Work
- Grocery Clerking
- Hair Care & Styling
- And More!

... receive an equal number of titles ...

Life Ready.
ACHIEVE: LIFE SKILLS
Key job prep, employability skills and life skills prepare learners to lead vibrant, independent lives. **62 titles, such as...**

- Planning Career Goals
- Developing a Resume
- Interviewing for a Job
- Written Communication
- Looking for a Job
- And More!

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800-626-2950 | info@educationassociates.com | educationassociates.com


* Limited time offer; expires 4/1/21



DBC promotion


- **Returning customers only**
- Buy one year subscription, waive \$350 activation fee and get a second year free for that title
- Reminder: Career Awareness Titles not eligible for DBC
- Offer expires April 1, 2020
- You can also find this flyer on www.educationassociates.com/sale

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As a special opportunity for our valued customers...
**Buy One Year of Digital Badge Credentials,
Get a Second Year FREE!**



When you purchase a one year Digital Badge Credential subscription for any title, we will waive the \$350 activation fee and give you a second year **FREE for that title!**

* Offer applicable only for organizations who have previously purchased Education Associates curriculum. Career Awareness Titles are not eligible for Digital Badge Credentials. Refer to the DBC Pricing and Policies Flyer for further details about Digital Badge Credentials. Offer expires 4/1/21.

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Free Regional Refresher Training

- All current customers are eligible to attend a FREE 1-hour Regional Refresher Training via Zoom.
- Regional Refresher Trainings will be scheduled in early 2021 (February invites for March trainings) based on customer interest and trainer availability.
- **This is a great conversation piece for current customers. When a current customer indicates interest, notify Michelle/Joseph so we can add them to the list.**
- Once we schedule the regional fresher trainings we will send Zoom Invites to all current customers who indicate interest.



Training Options

On-Site Professional Development \$2,500

This full day (5-6 hours) of hands-on professional development provides educators a thorough understanding of the program and key implementation strategies. To maximize effectiveness, the nationally-certified trainer adapts each session to the Project Discovery or Achieve Life Skills curriculum on site. This professional development best serves groups of 5 – 20 participants and is open to teachers, counselors and administrators of the purchasing organization. It includes training manuals, toll-free phone support, and a site support survey.

Virtual Professional Development \$1,500

This full day (5-6 hours) of virtual professional development provides educators a complete understanding of the Project Discovery and Achieve Life Skills programs in a remote environment. A nationally-certified trainer provides a 1-2-hour over-the-phone pretraining session with the site contact and conducts the virtual professional development over Zoom. This option includes training manuals, toll-free phone support, and a site support survey.



Project Discovery & Achieve Life Skills Professional Development & Coaching Options

Implementation Training

On-Site Professional Development **\$2,500**

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On-Line Product Orientation **\$750**

Perfect for organizations with limited time or budget, this product orientation is a 60-90-minute session conducted over Zoom by a nationally-certified trainer. This service can be tailored to specific curriculum and best serves organizations who are implementing a limited number of titles. It includes training manuals, toll-free phone support and a site support survey.

Supplemental Training

Professional Development Coaching **\$750**

This personalized professional development reinforces ongoing implementation. This option works best as a refresher for existing teachers or training on instruction after product implementation. It is also suited to new teachers who have inherited the curriculum. In a customized 60-90-minute Zoom session, the coach uses her personal experience to advise the participants on strategies specific to their curriculum and unique situation.

Guidance Documents for In-Class, Remote & Hybrid Instruction **Free to Customers**

Designed specifically for customers using Project Discovery and Achieve Life Skills, these curriculum-specific documents give detailed guidance for adapting instruction to in-class, remote, and hybrid learning environments.





Training Options

On-Line Product Orientation \$750 (formerly \$550)

Perfect for organizations with limited time or budget, this product orientation is a 60-90-minute session conducted over Zoom by a nationally-certified trainer. This service can be tailored to specific curriculum and best serves organizations who are implementing a limited number of titles. It includes training manuals, toll-free phone support and a site support survey.

Supplemental Training

Professional Development Coaching \$750 (NEW)

This personalized professional development reinforces ongoing implementation. This option works best as a refresher for existing teachers or training on instruction after product implementation. It is also suited to new teachers who have inherited the curriculum. In a customized 60-90-minute Zoom session, the coach uses her personal experience to advise the participants on strategies specific to their curriculum and unique situation.

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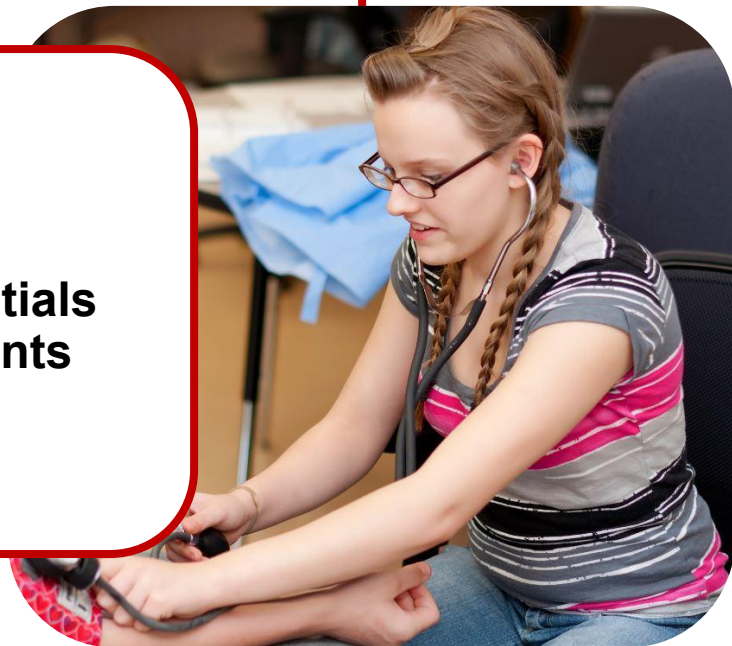




education: associates
Job Ready. Life Ready.®

Digital Badge Credentials

**Job & Life Skills Credentials
Turn Enthusiastic Students
into Accomplished
Applicants**



What is a Digital Badge Credential from Education Associates?

- ▶ A Digital Badge Credential (DBC) is an electronic award recognizing student performance.
- ▶ Receipt of a DBC signifies that the student has completed the curriculum and demonstrated the necessary competencies to show concept proficiency.
- ▶ Available for both Project Discovery as 'Job Skills Credentials' and for Achieve Life Skills as 'Life Skills Credentials'.



The Student Experience



- Student completes the curriculum and **demonstrates the necessary competencies** to show concept proficiency.
- Student receives a badge-specific **Congratulatory Email**.
- Student accesses the **Badge Locker** containing one or more badges.
- Student may review the **Details** and **Criteria** relating to each badge.
- Student may **Share the Digital Badge** by multiple methods.



The Student Experience

The screenshot displays the SkillBadge Locker interface. At the top, the logo "SkillBadge LOCKER" is visible, along with navigation links for "My Locker" and "Account". The main area is titled "My Locker" and contains a sub-header "These are the badges you have earned or uploaded." Below this, there are eight digital badge credentials arranged in a 2x4 grid. Each badge is a hexagon with a circular icon and text indicating the skill and level. A red arrow points from the top-left badge to a sharing menu that is open over it. The menu includes options to "Send To" (Mozilla Backpack, LinkedIn Profile, Email) and "Share On" (Facebook, Twitter, Google+, LinkedIn, Get Link). The badges shown are: Banking: Credit & Loans (Gold), Cleaning Maintenance (Beginning), Advertising & Editorial Design (Intermediate), Construction Trades (Advanced), Auto Detailing (Basic Skills), Auto Detailing (Enhanced Skills), Filing (Adapted), and Planning Career Goals (Gold).

My Collections
(Empty)

+ New Collection

My Locker

These are the badges you have earned or uploaded.

Import Other Badges

Banking: Credit & Loans (Gold)

Cleaning Maintenance (Beginning)

Advertising & Editorial Design (Intermediate)

Construction Trades (Advanced)

Auto Detailing (Basic Skills)

Auto Detailing (Enhanced Skills)

Filing (Adapted)

Planning Career Goals (Gold)

Send To

- Mozilla Backpack
- LinkedIn Profile
- Email

Share On

- Facebook
- Twitter
- Google+
- LinkedIn
- Get Link

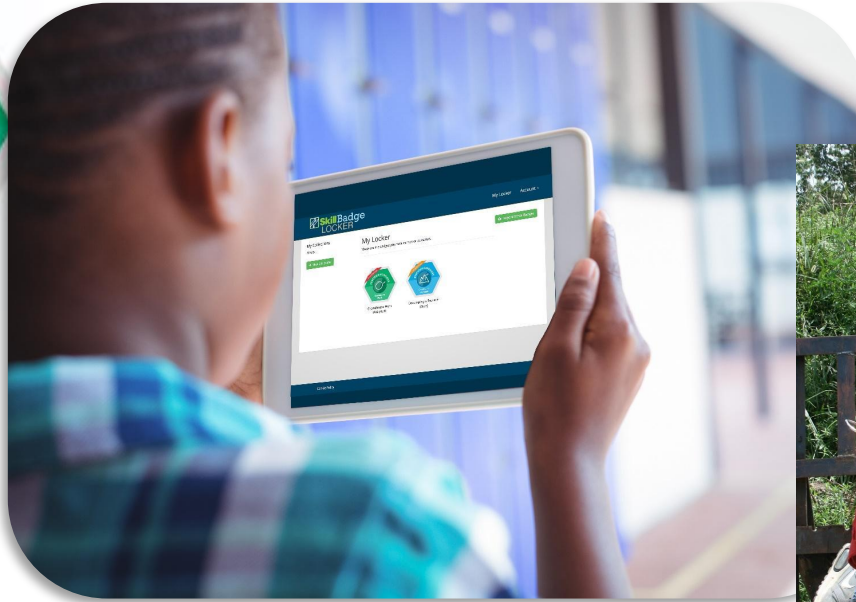
The NOCTI SkillBadge Locker provides the student the ability to view and share Digital Badge Credentials.

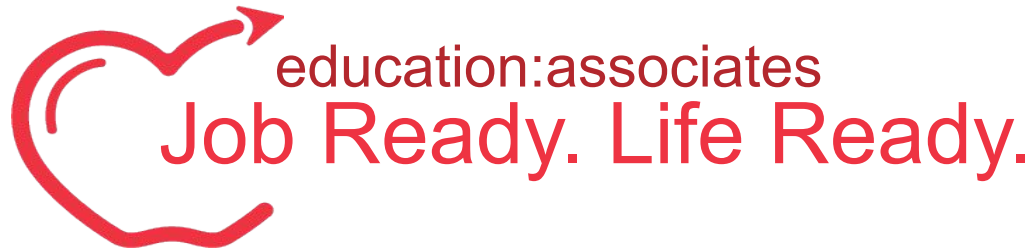


Questions?



Construction Trades
(Advanced)





**Education Associates
Sales Kickoff Meeting 2021**

\$ales Resource\$



<https://educationassociates.com/resources/webinar-wednesdays/>



What We Offer

Why Us

Digital Badge Credentials

Success Stories

Proven Results

Team

Resources



REMOTE LEARNING RESOURCES

Webinar Wednesdays

Click below to register for our DECEMBER Webinar Wednesday:

**Teaching Work-Based Learning
Remotely & in the Classroom**

Register for December's Webinar!

But wait there's more!



<https://educationassociates.com/why-us/remote-learning/>



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REMOTE LEARNING RESOURCES

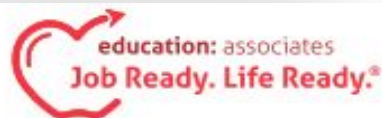


But wait there's more!



Remote learning instructional strategies...

Guidance on using **Project Discovery** during remote and hybrid learning - **Adapted Curriculum**



Using one kit per month or longer is reasonable during these unprecedented times...

Cont'd...

Adapted Student Activities

Our Adapted Student Instructions are provided in several ways to support either in-class or remote learning:

1. Video modeling (mp4)
2. PowerPoint
3. Visual Schedule (Word files)

Many activities in select kits can be performed at home with common items (see "Specific Kit Recommendations" below)

IN CLASS Service Delivery Model #1 (Physical Building)

- Video modeling of each Adapted Activity is provided in the kit. Show the Video Modeling in a small group or 1:1 session
- To comply with social distancing guidelines, students may need to complete activities independently. Students may take turns performing the kit activities while others watch.
- Be sure to clean any tools/manipulatives after each student's use. Video the activity if possible for other students' virtual use!

DISTANCE LEARNING Service Delivery Model #2 (Online or Pencil/Paper with Home Delivery)

- Since video modeling is provided in the kit for each student activity, use a virtual sharing platform to allow students and parents at home to watch the videos, or
- Hold a virtual classroom session explaining the activities and showing the videos. Allow time for discussion.
- Have students/parents gather the needed materials and perform kit activities (either by watching the video modeling, using the PowerPoint, or the Visual Schedules of the activities).
- If parents are not able to have internet access, copy the Visual Schedules for them to use at home along with any necessary worksheets, etc.
- Many activities in select kits can be performed at home with common items (see "Specific Kit Recommendations" below)
- Parents may video the student performing the kit activities

HYBRID Service Delivery Model #3 (Combination of first two models)

- Students may complete the hands-on activities with the manipulatives while in class.
- Then when students are learning remotely, they can do the worksheets/games (see "Specific Kit Recommendations" below)





NEWS & VIEWS

Tips. Research. Best Practices. Community.

Bridging the Gap from School to the Real World for Students with Disabilities



Supporting career pathways is a key element in positively impacting post-school outcomes for students with disabilities. This fall, educators need to adapt strategies to bridge the gap between classroom instruction and success in the real world!

In a national webinar, Director of Exceptional Children Cheryl Hubbard-George discussed how she is utilizing specific strategies to bridge the gap from school to the real world for students with disabilities!

Watch the Recorded Webinar!

Review Occupational Data

Research and understand the industries that employ your community.

Form a School-Based Committee

Bring together SPED teachers, your administrator, job coach, director & CTE representative to plan your program.

Address Perceived Barriers

Acknowledge and address potential barriers to a successful program:

- Safety Concerns
- Delivering Accommodations
- Master Schedule Issues
- Dropout Rates

Create a Pilot Program

Create a Middle School CTE and Career Discovery Pilot Program.

Professional Development is the Key!

Provide specific, targeted and intentional training to CTE instructors, related to supporting the diverse needs of students with disabilities.

Partner with Local Businesses & Promote Mentoring Opportunities

Connect with industry/community businesses and develop partnerships. Identify willing, qualified mentors within those businesses and pair your students with them.

Emphasize Soft Skills

Teach the job preparation and employability skills that are necessary to get and keep ANY job.

Highlight Your Programs!

Make your efforts known to the School Board/Board of Directors, other educators, parents and the community!



Cheryl Hubbard-George
Director of Exceptional Children
Florence District 3, SC

A Cornucopia of Ideas to Keep Transition Moving!

Newsletter

Enter Email and Select State to Receive 'News & Views'

Submit

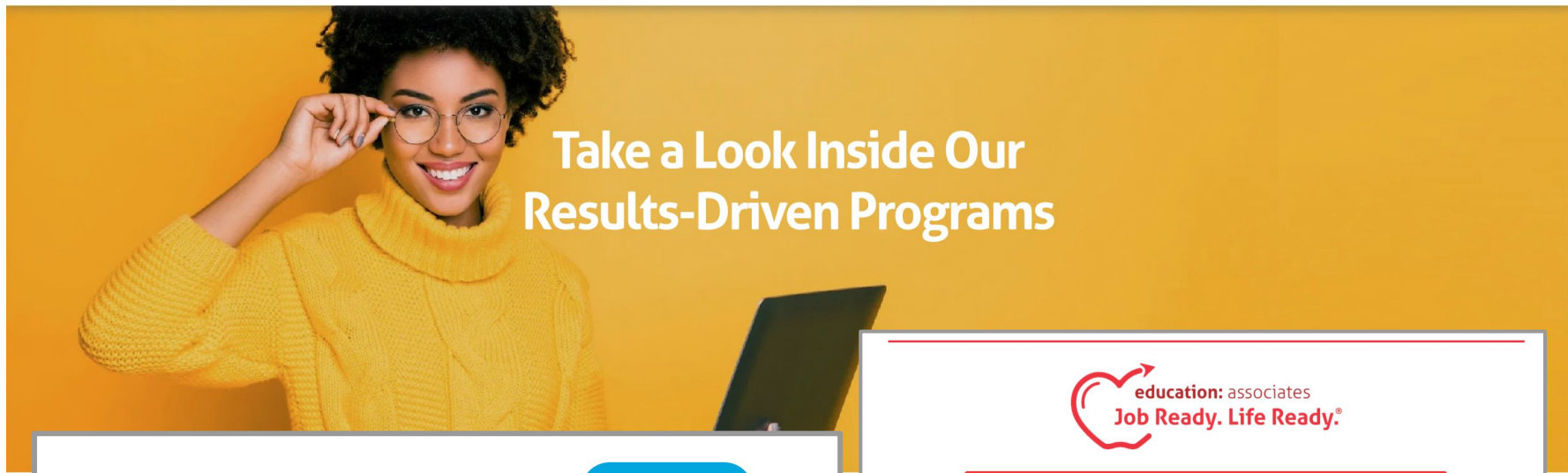
South Carolina



ProTip - you can subscribe to our newsletter at the bottom of any page on our website

But wait there's more!





Take a Look Inside Our Results-Driven Programs

Click for a Free Preview Packet [Preview Packet](#)



DOWNLOAD OUR INTERACTIVE PREVIEW PACKET!

educationassociates.com

[Facebook](#) [Twitter](#) [LinkedIn](#)

But wait there's more!



<https://educationassociates.com/resources/zoom/>



What We Offer

Why Us

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Success Stories

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Resources



REMOTE LEARNING RESOURCES

Schedule a Personal Zoom Overview!

But wait there's more!



<https://educationassociates.com/sales/>



What We Offer Why Us Digital Badge Credentials Success Stories Proven Results Team Resources Q REMOTE LEARNING



Home / Sales Rep Resources

But wait there's more!





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