MOTIVATING THE UNMOTIVATED: Practical Strategies for Teaching the Hard-to-Reach Student

Presented by

Chick Moorman
Outstanding International Presenter and Author

2014 Schedule

Maryland
Baltimore – May 15
(Hunt Valley)
Contact Hours Verification Available

New Jersey
Cherry Hill – May 16
(Voorhees)
NJ Professional Development Hours Available with Prior District Approval
PA CPE Hours Verification Available with Prior District Approval

New York
Long Island – May 13
(Ronkonkoma)
White Plains – May 14
(New Rochelle)
NY CPE Hours Verification Available with Prior District Approval
CT Five (5) Contact Hours Available with Prior District Approval in White Plains Only
NJ Professional Development Hours Available with Prior District Approval

Vermont
Burlington – May 12
VT Inservice Credit Available with Prior District Approval

Specifically Designed for Classroom Teachers, Reading Specialists, Title I Staff, Special Education Staff, Behavior Intervention Specialists, Counselors, Instructional Assistants, Program Specialists, School Psychologists, and Administrators Serving Grades K-12

- Classroom-proven strategies for increasing motivation, respect, responsibility, and cooperative behaviors
- Practical methods for reducing and preventing power struggles, learned helplessness, apathy, and disruptive behaviors
- Teacher-friendly ideas to help students give up the victim stance and assume increased personal responsibility over their school lives
- Innovative teaching techniques that help students develop an internal authority that provides a sense of purpose and direction in their lives and increases the likelihood of success in school
- Receive dozens of ideas on how to help students assume an “I Can” stance in your classroom and in their lives
Practical Ideas and Strategies

Are you tired of disrespectful, irresponsible behaviors from your students? Are you seeing an increase of apathetic, unresponsive acts? Are you noticing too many bored expressions and a lack of initiative, motivation and follow-through? Are you fed up with students acting, talking and thinking like victims without taking responsibility for their own behavior? If so, this seminar is for you!

You’ll learn strategies to help your students increase their respectful, responsible behaviors and you’ll come away with an action plan to successfully deal with the negative behavior you wish to eliminate when it does occur.

In this fast-paced seminar, Chick Moorman will share successful techniques and teaching strategies to utilize with hard-to-reach students to motivate them to succeed in school. You will learn a wide variety of proven strategies to prevent power struggles, increase self-motivation and help students build positive and productive relationships.

Armed with an extensive resource handbook and a positive attitude, you will leave this seminar with a renewed desire to make a difference in the lives of your most challenging students.

Ten Key Benefits of Attending

1. Utilize Highly Effective Intervention Strategies to Motivate the Unmotivated
   Learn to diagnose your unmotivated students and prescribe the most appropriate and effective interventions from dozens of classroom-tested strategies

2. Dozens of Ideas to Increase the Motivation and Achievement of ALL Your Students
   Utilize effective verbal skills that increase achievement, motivation and behavior self-management

3. Gain New and Valuable Teaching Tools to Use with Challenging Students
   Expand your professional toolbox with new and effective techniques for managing disruptive, isolated, apathetic, defiant behaviors

4. Eliminate Power Struggles
   Learn how to avoid getting into power struggles with students … Help your students gain an appropriate and balanced sense of personal power

5. Help Underachievers Find Success in Your Classroom
   Help underachievers give up the victim stance and assume more responsibility over their school lives … Spend less time managing behavior and more time teaching

6. Decrease the Number of Unmotivated, Underachieving Students
   Dramatically decrease the number of unmotivated, underachieving students using powerful, practical, proven strategies

7. Eliminate Negative Behavior and Increase the Positive
   Discover practical, classroom-tested strategies to eliminate negative behaviors giving you more time for teaching

8. Develop a Positive Classroom Environment
   Specific suggestions on how to develop a classroom atmosphere that builds positive relationships and fosters mutual respect

9. Hold Students Accountable for Their Behavior and Actions
   Successful techniques for holding students accountable for their choices without discouraging them or putting them off

    Each seminar participant will receive a resource handbook filled with the techniques, strategies and activities discussed in the seminar
Outstanding Strategies You Can Use Immediately

- Proven teaching strategies to reduce power struggles
- Techniques for eliminating learned helplessness
- Powerful ways to promote students’ ability to make decisions and follow-through
- Teacher-tested ideas for eliminating negative behaviors
- Create a culture of accountability with effective ways to hold students accountable
- What to say and what not to say to unmotivated, underachieving students
- How to develop a classroom environment where students will take risks and have a desire to succeed
- How to motivate even your most challenging students who see no purpose to school
- Respond effectively to “I can’t” language and actions
- Strategies for building connectedness and feelings of belonging in your classroom
- How to handle anger and aggression successfully
- Help students develop mental models to create integrity, mission and purpose in their lives
- How to deal with the victim stance often assumed by low achieving students
- Help students own their behaviors rather than disown them with excuses and blaming

“Chick Moorman does an excellent job presenting strategies for teaching the hard-to-reach student. He makes the seminar come to life.”
– Mary Jo Belmont, Teacher

To Register, Call Toll-Free
1-800-735-3503
Dear Colleague,

Underachieving students often fail to turn in assignments. They fail to attend class regularly, fail to build positive relationships and fail to avoid self-defeating behaviors. Unmotivated students often fail to find meaning in schoolwork, fail to ask for help and fail to see the connection between effort, success and failure.

Failure hurts! Failure encourages impulses to escape, attack, cheat, distract, shut down, and give up.

Learning to break the cycle of failure in your unmotivated, underachieving students is not easy. It does not happen by magic, luck or simply because you placed a few character education posters on the wall and added daily inspirational quotes on the whiteboard. It happens only when teachers set out to make it happen with a specific plan based on the diagnosed needs of the student. It happens when teachers implement that plan with regularity and consistency. It happens when a committed teacher intentionally and thoughtfully uses skill, determination and a positive attitude to produce a desired result.

Yes, it is possible for you to help unmotivated, underachieving students to improve their performance and maximize their potential. I have designed this seminar to help you do just that. You will leave with many practical strategies that you can put to use immediately in your classroom. You will also leave with the desire to begin transforming the lives of those students who many seem to have given up on. In a short amount of time, you will be telling others emphatically, “This stuff works!”

If you are looking for a new spark, a collection of helpful strategies or a pat on the back, I invite you to join me at this seminar. I guarantee you will leave with new strategies for dealing with unmotivated, underachieving students. I look forward to meeting and sharing this material with you!

Warmly,

Chick Moorman

P.S. If you could transform the life of just one student this year your time will have been well spent. Invest a day with me and learn some practical strategies that can make a real difference in the lives of your students.
What Your Colleagues Say About Chick Moorman

“I drove four hours last night to get to this seminar and I need to drive four hours to get home tonight. By the time we took the first break this morning the seminar had already been worth the trip.”

– John Hunter, Science Teacher

“This seminar reminds me of why I chose to become involved with teaching.”

– Shila Hammond, Teacher’s Assistant

“Clear, concise, powerful tools and presentation. Chick uses humor and realistic situations to address what motivates. I have a clearer picture of why some students lack motivation and how to appropriately help them to want to become motivated. Thanks.”

– Barb Michelson, Teacher

“Very motivating! Interesting, useful content presented in a very engaging way. I highly recommend this seminar!”

– Michelle Heyser, Paraeducator

“Excellent seminar! Great teaching strategies intermixed with a good dose of humor.”

– Cheryl Howard, Teacher

“Excellent presentation. Chick is interesting and engaging. I look forward to implementing these ideas in my classroom.”

– Chris Brown, Teacher

“Lots of information I can implement – time well spent. Thank you.”

– Carol Fusaro, Support Services

“I am inspired and encouraged. Chick shares many good ideas.”

– Debbie Cooper, Title I Reading Teacher

“The seminar is very interesting and worthwhile. Chick is knowledgeable and practical. I appreciate his no nonsense approach and his heart for students.”

– Carol Zimmer, Paraeducator

“There are a lot of ideas that I will employ immediately.”

– Jim Davis, Math Teacher

“Very informative and motivating. A good reminder to keep it positive and let kids own their behavior.”

– Lynda Ferenak, Paraeducator

“Chick does a great job with connecting strategies to all different students and classrooms. Thanks so much!”

– Bill Cosentino, Teacher

“Chick is a very interesting speaker. He is inspiring and makes it understood that anything is possible if you choose to BE in the moment. Great use of real-life stories!”

– Jessie Kamal, Aide

International Presenter

Chick Moorman is a veteran educator who has invested more than 40 years working with students and teachers. More than 300,000 participants have attended his seminars. He is an internationally recognized seminar leader and one of the world’s foremost authorities on raising responsible, caring and confident children.

Using motivational stories, humor and practical ideas that can be put into practice immediately, Chick helps participants personalize the seminar content and adapt it for their own use. Chick has dedicated his professional life to helping both students and teachers find success in the classroom and in life. He is the author of Spirit Whisperers: Teachers Who Nourish A Child’s Spirit; Teacher Talk: What it Really Means; and Our Classroom: We Can Learn Together. He is also the author of MOTIVATING THE UNMOTIVATED: Practical Strategies for Teaching the Hard-to-Reach Student, the resource handbook each participant will receive at the seminar. Join Chick for this down-to-earth, common-sense approach to motivating the unmotivated.
You’ll Receive an Extensive Resource Handbook

Each participant will receive an extensive resource handbook specifically designed for this seminar. Included in the handbook are:

- Strategies for increasing respectful, responsible and cooperative behaviors in hard-to-reach students
- Effective verbal skills that increase achievement, motivation and behavior management with unsuccessful students
- Techniques for reducing and preventing power struggles, learned helplessness, apathy, and other disruptive behaviors
- Clear steps on how to help students give up the victim stance and take personal responsibility for their choices and actions

Meet and Share

This seminar provides participants a great opportunity to meet and share ideas with other educators interested in enhancing their skills in working with unmotivated, hard-to-reach students.

Consultation Available

Chick Moorman will be available at the seminar for consultation regarding your questions about unique ways to reach underachieving students in your own program.

Semester Credit Option

One graduate level professional development credit is available with an additional fee and completion of a follow-up practicum project. Details for direct enrollment with Brandman University, part of the Chapman University system, will be available at the seminar.

Meet Inservice Requirements

At the end of the program, each attendee will receive a certificate of participation that may be used to verify hours of participation in meeting continuing education requirements.

Online Learning

BER offers educators a wide range of online courses that are affordable, fun, fast, and convenient. Now offering On Demand Video-Based courses as well as Scheduled Instructor-Led courses. You also may earn optional graduate-level credits for most courses. See the catalog of available courses at www.ber.org/onlinelearning.

On-Site Training

Most BER seminars can be brought to your school or district. See the options at www.ber.org-onsite or call 877-857-8964 to speak to one of our On-Site Training Consultants.
Who Should Attend
Specifically designed for Classroom Teachers, Reading Specialists, Title I Staff, Special Education Staff, Behavior Intervention Specialists, Counselors, Instructional Assistants, Program Specialists, School Psychologists, and Administrators serving Grades K-12.

Program Guarantee
We stand behind the high quality of our programs by providing the following unconditional guarantee: If you are not satisfied with this program, we’ll give you a 100% refund of your registration fee.

Can’t Attend?
This seminar is available on CDs with a comprehensive resource handbook at a cost of $99.00 plus $9.00 shipping and handling. To order, call toll-free 1-800-735-3503 (Stock #A-LUM-1367) or use the order form on the back page.

Electronic versions of both the seminar and handbook are available in MP3 and PDF format for immediate download on our website, berproducts.org, at the cost of $99.00. Please visit http://www.berproducts.org/download-help for more information.

Possible Funding Sources:
Race to the Top grants; Elementary and Secondary Education Act Funds, including Title I School Improvement Grants; Title VI; Title VII; GATE, Restructuring Grants; At-Risk grants; Bilingual/ESL and Migrant Education Funds; IDEA; Demonstration School Funds; Parent Teacher Organizations; and Inservice Training funds.

FOUR EASY WAYS TO REGISTER:

PHONE toll-free:
1-800-735-3503
(Weekdays 6 a.m. - 6 p.m. Pacific Time)

FAX this form to:
1-425-453-1134

MAIL this form to:
Bureau of Education & Research
915 118th Avenue SE • PO Box 96068
Bellevue, WA 98009-9668

REGISTER ONLINE at: www.ber.org

Pre-registration required due to limited enrollment.

Program Hours
All seminars are scheduled 8:30 a.m. - 3:15 p.m.
Check-in 8:00 a.m. - 8:30 a.m.

Fee
The registration fee is $229 per person, $209 per person for groups of five or more registering at the same time. Call us at 1-800-735-3503 for groups of ten or more.

Payment is due prior to the program. No cash please. Fee includes seminar registration, morning coffee and tea, a personalized certificate of participation, and an extensive resource handbook.

Cancellations/Substitutions
100% of your paid registration fee will be refunded if you can’t attend and notify us at least 10 days before the seminar. Late cancellations can exchange for a certificate to attend another seminar or will be refunded less a $15 service fee. Substitutions may be made anytime without charge.

Further Questions
Call the Bureau of Education & Research (800) 735-3503 or visit us online at www.ber.org. The Bureau is North America’s leading presenter of seminar training for professional educators. Programs are based on sound research, are highly practical in content and consistently receive excellent evaluations.

Meeting Sites and Hotel Accommodations
Seminars will be held at the following sites:
• Baltimore: Embassy Suites – Hunt Valley, (410) 584-1400
• Burlington: Hilton, (802) 658-6500
• Cherry Hill: Mansion on Main Street – Voorhees, (856) 751-1717; hotel accommodations available at Hampton Inn, (856) 346-4500
• Long Island: Clarion – MacArthur Airport, (631) 585-9500
• White Plains: Radisson – New Rochelle, (914) 576-3700

If needed, please make your own hotel reservations by calling the appropriate hotel listed above.
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Registration (LUM4S1)

☐ 1. Baltimore (Hunt Valley), MD – May 15, 2014
☐ 2. Burlington, VT – May 12, 2014
☐ 3. Cherry Hill (Voorhees), NJ – May 16, 2014
☐ 4. Long Island (Ronkonkoma), NY – May 13, 2014

FIRST NAME M.I. LAST NAME

POSITION, SUBJECT TAUGHT GRADE LEVEL

SEMINAR LOCATION NUMBER: _____ (Please see list above)

List additional registrants on a copy of this form

SCHOOL NAME

SCHOOL MAILING ADDRESS

CITY & STATE ZIP CODE

SCHOOL PHONE NUMBER HOME PHONE NUMBER

Registration confirmations are sent via e-mail. If you would like a confirmation, please provide your e-mail address.

E-MAIL ADDRESS

HOME MAILING ADDRESS

CITY & STATE ZIP CODE

IMPORTANT: PRIORITY ID CODE ELUM4S1

FOUR EASY WAYS TO REGISTER:

PHONE toll-free: 1-800-735-3503
(Weekdays 6 a.m. - 6 p.m. Pacific Time)
FAX this form to: 1-425-453-1134
MAIL this form to:
Bureau of Education & Research
915 118th Avenue SE • PO Box 96068
Bellevue, WA 98009-9668
REGISTER ONLINE at: www.ber.org

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METHOD OF PAYMENT
The registration fee is $229 per person, for groups of five or more registering at the same time, the fee is $209 per person. Payment is due prior to the program. No cash please.

☐ A check (payable to Bureau of Education & Research) is attached
☐ A purchase order is attached, P.O. #_________ (Be sure to include priority ID code on the P.O.)
☐ Charge my: □ MasterCard □ VISA □ Discover

Account #_________ Exp. Date: _____________________________ MO/yr

Please print name as it appears on card Signature (required for credit card purchases)

CONFIRMATION # (If you are confirming a previous registration) ____________________________

CAN’T ATTEND?

☐ I’d like to order the CD version of the seminar, $99.00 plus $9.00 shipping (Stock #A-LUM-1367).

PLEASE DO NOT DETACH MAILING LABEL (Just make corrections as needed)

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