

# Practical Strategies for Improving the Behavior of Attention-Seeking, Manipulative and Challenging Students



A Unique One-Day In-Person Seminar or Live Online Seminar  
Presented by

**Cindy Jones**

Outstanding Educator, Behaviorist and National Presenter

Specifically Designed for Classroom Teachers, Special Education Staff, Title I Staff, Behavior Intervention Specialists, Counselors, Instructional Coaches, Instructional Assistants, School Psychologists, and Administrators Serving Grades 1-12

**Practical strategies** for working successfully with attention-seeking, manipulative and challenging students

**Classroom-tested strategies to motivate and engage students** who take up valuable class time with attention-getting behaviors that disrupt their own and others' learning

**Specific intervention strategies** that work for students who try to manipulate adults and other students

**Dynamic ideas, tools and tips for improving students' attitudes** toward school and increase cooperation with teachers and their classmates

**CAN'T ATTEND?**

Order the recorded version and take the seminar online at your convenience (see page 6)

**Indiana**  
Indianapolis – May 12

**Maryland**  
Baltimore (Hunt Valley) – April 8

**Michigan**  
Detroit (Romulus) – May 10

**New Jersey**  
Cherry Hill (Mt. Laurel) – April 6  
Newark (West Orange) – April 5

**Ohio**  
Cincinnati – May 13  
Cleveland (Westlake) – May 9  
Toledo – May 11

**Pennsylvania**  
Allentown (Bethlehem) – April 7

**Rhode Island**  
Providence (Warwick) – April 4

**LIVE ONLINE SEMINARS**

**Friday, April 29**

**9 AM Eastern**, 8 AM Central,  
7 AM Mountain, 6 AM Pacific

**Saturday, April 30**

**9 AM Eastern**, 8 AM Central,  
7 AM Mountain, 6 AM Pacific

CEUs and Graduate Credit Available  
See page 6 for details

# Ten Key Benefits of Attending

*"Cindy is a great presenter! She modeled many ways to work with challenging students. She is a wealth of resources and information!"*

– ANNA MARTIN, TEACHER



## Who Should Attend

Classroom Teachers, Special Education Staff, Title I Staff, Behavior Intervention Specialists, Counselors, Instructional Coaches, Instructional Assistants, School Psychologists, and Administrators Serving Grades 1-12

### 1. Increase Your Expertise in Working Successfully with Manipulative and Attention-Seeking Students

Discover highly effective, classroom-proven strategies for decreasing defiant and attention-seeking behaviors ... Strategies that really work!

### 2. Learn Brain-Compatible Behavior Strategies that Influence the Behaviors of At-Risk Students

Gain specific strategies to help re-engage students once they are back in the physical classroom ... Help all your at-risk students learn greater self-control and self-awareness

### 3. Discover Ways to Help Students Catch Up and Gain Academic Success

Help students gain confidence to try and to grow academically ... Enable students to become learners rather than disrupting learning for themselves and others

### 4. Techniques to Help You Stay Out of Power Struggles

Verbal interventions that stop power struggles and arguing ... Strategies you can use immediately

### 5. Ways to Teach Your Students to Look at the Situation Clearly and Not Respond in Anger

Teach students to re-tool their faulty thinking and learn to make better choices ... Help students gain more self-control

### 6. Positive Ways to Maintain Classroom Authority While Building Positive Student Relationships

Learn how to stay in control of your own emotions so you can maintain confidence and authority to build positive teacher-student relationships

### 7. Strategies for Working with Angry, Hard-to-Reach Parents

Learn proven strategies to help you gain parent support rather than resistance

### 8. Techniques for Immediately Handling Disrespectful and Dangerous Behaviors

Effective strategies that will quickly end or defuse inappropriate behavior before it escalates

### 9. How to Avoid Counterproductive Consequences and Promote Positive Behaviors

Changing behavior with therapeutic rather than punishing consequences ... Why many consequences don't work for attention-seeking and manipulative behaviors

### 10. Receive an Extensive Resource Handbook

You will receive an extensive digital resource handbook filled with practical methods, ideas and techniques to use when working with students who are manipulative, attention-seeking and difficult

# Outstanding Strategies You Can Use Immediately

## What You Will Learn ...

- **Discover highly effective, classroom-proven strategies** for decreasing defiant and attention-seeking behaviors
- What motivates manipulative students and **how you can help them get what they need in positive ways**
- Specific techniques to use with **ADHD and students with sensory issues**
- **Four types of student behaviors** and how to specifically address them
- **Create a safe and supportive classroom environment** where students can learn and you can teach
- Strategies to help you **be proactive and spend less time addressing difficult behavior**
- Effective ways to **stay emotionally neutral** while working with difficult and defiant students
- Ways to **state directives to improve students' behavior in the classroom**
- **Practical ideas** for helping your attention-seeking and manipulative students gain motivation and on-task behavior
- Down-to-earth, common-sense methods to **effectively communicate with the most challenging students**
- How to **encourage positive change in students** by facilitating, not punishing
- Ways to **maintain your enthusiasm, energy and focus** on teaching
- How to **teach skills to replace the inappropriate behaviors** that students exhibit
- Ideas to increase success in your classroom and **keep all students engaged in learning**



*"Cindy was a great facilitator. She was very engaging, funny and had great knowledge in the subject area. I learned many practical techniques and strategies that I can use in my classroom tomorrow."*

– KATHERINE PRATT, TEACHER

## Practical Ideas and Strategies

Students with attention-seeking and manipulative behaviors are becoming more and more prevalent in our schools. Because of the pandemic teaching structure, more students seem to be reluctant to re-engage and exhibit school-appropriate behavior. These students are very difficult to reach and even more difficult to teach. They often exhibit severe and disruptive behavior patterns, infringe on others' rights, disrupt the classroom environment, and stop their own learning as well as that of others. This outstanding seminar is designed to offer grades 1-12 educators powerful tools and techniques for changing students' negative behaviors into positive, productive learning behaviors.

**Cindy Jones**, an exceptional educator and presenter, will share classroom-proven ideas, techniques and strategies that she has successfully used with her own students for many years. Her practical ideas and fun, interactive style will keep you excited and entertained as you learn valuable, new strategies. You will leave with many highly effective and game-changing ideas you'll be able to use immediately with your attention-seeking and manipulative students.



# A Message From Seminar Leader, Cindy Jones



## Uniquely Qualified Instructor

**CINDY JONES** has extensive experience as a teacher of special needs and general education students, a crisis interventionist, a principal of a school for students with behavior and emotional challenges, an at-risk consultant, diagnostician, mentor for new teachers, and behavior specialist. In addition, she is an energetic and passionate national presenter specializing in instructional and behavior strategies and creative approaches to working with students who have attention-seeking and manipulative behaviors that disrupt their own learning, along with other students' learning. Because of her extensive background, she is able to offer dozens of practical and effective strategies that have worked for her and countless educators in both special and general education settings. Her lively, practical seminars feature cutting-edge, research-based information, engaging activities and effective strategies that will work for you.

**You will leave Cindy's seminar with a new bag of tools for working with attention-seeking, manipulative and difficult student behaviors.**

Dear Colleague:

Student behaviors are changing. Many students come to school or show up for online learning hurting, hostile, unmotivated, and uninterested in school. We, as educators, often spend 80% of our time with 20% of the class who are defiant, disrespectful and off-task. I invite you to join me for a highly practical seminar focused on strategies for attention-seeking, manipulative and difficult-to-teach students. During the day, you will discover many new ideas for reaching even your most difficult and defiant students.

Many students act out because it has worked for them in the past. They either do not possess the appropriate skills to make good choices or have been reinforced for making the wrong choices. I have designed this seminar specifically for teachers, counselors, social workers, administrators, and school psychologists dealing with defiant and hard-to-reach students. The skills presented are ones I have gained through my own experience as an educator for over forty years and from interacting with many highly skilled educators. I have seen students who were engaged in constant attention-seeking behaviors to those with severe physical aggression change and grow when the correct intervention skills were applied.

My goal for the day is for you to leave the seminar with many new, practical tools that can help you with addressing student behaviors that threaten to stop our teaching, interfere with our students' learning and steal your joy as an educator. Please join your colleagues and me for an exciting day filled with practical and creative strategies for changing the lives of your students and refilling your teacher toolbox.

Sincerely,

Cindy Jones

**P.S. You will leave with dozens of practical ideas and an extensive resource handbook to help you implement the strategies in your classroom!**

*"Please join your colleagues and me for an exciting day filled with practical and creative strategies for changing the lives of your students and refilling your teacher toolbox."*

# What Your Colleagues Say About Cindy Jones

*"Cindy provided **helpful, practical information and tips that I can take back to my school and immediately use.** Her personal stories and experiences were fascinating and relevant."*

– Marcy Horne, Principal

*"Excellent! I learned so much about how to address the needs of my students with behavioral challenges. **I will begin using the strategies tomorrow!**"*

– NaShonda Cooke, Special Education Teacher

*"I am so glad I was able to attend this professional development! **Cindy gave practical ideas that I can put to use immediately!**"*

– Corinne Grandbois, 4th Grade Teacher

*"Cindy was **AWESOME!** I was **well engaged and learned so many more cool things to do** with my students. Thank you so much for having the passion you have; it really shows that you have the heart for education."*

– Martha Garcia, Paraprofessional

*"Great seminar! I am so happy that **today was filled with practical tips and techniques we can use with our students tomorrow.** I have so many more tools in my teacher toolbox!"*

– Suzanne Kettel, Paraeducator



## About BER Seminars

### Outstanding Instructors

All programs are led by outstanding, top-rated BER national trainers

### Extensive Resource Handbook

You'll receive an extensive digital Resource Handbook full of practical strategies and resources. (For in-person seminars, registrants will also receive a printed copy of the resource handbook as long as their registration is received in the BER office at least 15 calendar days before the event.)

### Highly Interactive

You'll be able to ask questions, consult with the instructor, and share ideas with other participants.

### Program Guarantee

As we have for 44 years, we guarantee the high quality of our programs. If you are not satisfied, we'll give you a 100% refund.

# Special Benefits of Attending



*"I loved the pacing as it helped time fly by. The amount of helpful teaching hacks seemed limitless."*

ANDREW BUCHANAN,  
SPECIAL EDUCATION TEACHER

## On-Site Training

Most BER seminars can be brought to your school or district in-person or online. See the options at [www.ber.org/onsite](http://www.ber.org/onsite) or call 877-857-8964 to speak to one of our On-Site Training Consultants.

## Extensive Resource Handbook

Each participant will receive an extensive digital resource handbook giving you access to countless strategies. The handbook includes:

- The four most common types of difficult student behaviors and effective strategies for working with each
- Teacher-tested verbal interventions that keep teachers in control and out of power struggles
- How to keep students engaged and motivated to achieve rather than to manipulate
- Practical ideas for working with inattentive and hyperactive students
- How to teach students the social skills that they are lacking
- Strategies for working with parents who are angry and uncooperative

**For in-person seminars, registrants will also receive a printed copy of the resource handbook as long as their registration is received in the BER office at least 15 calendar days before the event.**

## Consultation Available

Cindy Jones will be available to answer your specific questions and the unique needs of your own program.

## Meet Inservice Requirements / Earn State CEUs

Participants of In-Person Seminars, Live Online Seminars and those completing the Recorded Version online can receive a certificate of participation that may be used to verify five continuing education hours. For details about state CEUs available, visit [www.ber.org/ceus](http://www.ber.org/ceus)

## Earn One to Four Graduate Semester Credits



University of  
Massachusetts  
Global A nonprofit  
affiliate

Up to four graduate level professional development credits are available with an additional fee and completion of follow-up practicum activities. Details for direct enrollment with University of Massachusetts Global will be available at this program.

## Can't Attend?

### Other Professional Development Options:



#### Recorded Version of the Seminar

A video recorded version of this seminar will be available to take online at your convenience. You'll have access to the entire course and to the extensive digital resource handbook. Optional CEUs and graduate credit available.

To enroll, see registration form on page 7.



#### Related On-Demand Online Courses

Two related On Demand Video-Based Online Learning courses, *Restorative Discipline: Help Students Improve Their Behavior and Strengthen Their Learning*, for Grades K-12, and *Practical Strategies for Improving the Behavior of Attention-Seeking, Manipulative and Challenging Students*, for Grades 1-12, are available for immediate registration. To enroll, visit [www.ber.org/online](http://www.ber.org/online)

# Practical Strategies for Improving the Behavior of Attention-Seeking, Manipulative and Challenging Students

## Registration (DCJ2S2)

- 1. **Allentown** (Bethlehem), PA – April 7, 2022
  - 2. **Baltimore** (Hunt Valley), MD – April 8, 2022
  - 3. **Cherry Hill** (Mt. Laurel), NJ – April 6, 2022
  - 4. **Cincinnati**, OH – May 13, 2022
  - 5. **Cleveland** (Westlake), OH – May 9, 2022
  - 6. **Detroit** (Romulus), MI – May 10, 2022
  - 7. **Indianapolis**, IN – May 12, 2022
  - 8. **Newark** (West Orange), NJ – April 5, 2022
  - 9. **Providence** (Warwick), RI – April 4, 2022
  - 10. **Toledo**, OH – May 11, 2022
  - 11. **Live Online**: Friday, April 29, 2022 (Start time: 9 AM Eastern)
  - 12. **Live Online**: Saturday, April 30, 2022 (Start time: 9 AM Eastern)
- or—
- 13. **I'd like to order the recorded version of this seminar**

FIRST NAME	M.I.	LAST NAME
<hr/>		
POSITION, SUBJECT TAUGHT	GRADE LEVEL	
<hr/>		
SEMINAR LOCATION NUMBER: _____ (Please see list above)		

**List additional registrants on a copy of this form**

SCHOOL NAME	
<hr/>	
SCHOOL MAILING ADDRESS	
<hr/>	
CITY & STATE	ZIP CODE
<hr/>	
SCHOOL PHONE NUMBER	HOME PHONE NUMBER
(     )	(     )

**Registration confirmations and login details are sent via e-mail**

E-MAIL ADDRESS (REQUIRED FOR EACH REGISTRANT)	
<hr/>	
HOME MAILING ADDRESS	
<hr/>	
CITY & STATE	ZIP CODE
<hr/>	

## IMPORTANT – PRIORITY ID CODE: EDCJ2S2

### METHOD OF PAYMENT – Team Discount Available

The registration fee is \$279 per person, for teams of three or more registering at the same time, the fee is \$259 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
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Please print name as it appears on card

## FIVE EASY WAYS TO REGISTER:

-  **REGISTER ONLINE** at: [www.ber.org](http://www.ber.org)
-  **EMAIL this form to:** [register@ber.org](mailto:register@ber.org)
-  **PHONE toll-free: 1-800-735-3503**  
(Weekdays 5:30 am - 5:30 pm 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

## Program Hours

- All **In-Person** Seminars are scheduled 8:30 a.m. – 3:15 p.m. Check-in is 8:00 a.m. – 8:30 a.m.
- All **Live Online** Seminars are scheduled 9:00 a.m. – 3:30 p.m. in the time zone indicated. Check in 15 minutes prior. Registrants will be sent login information by email four days before their Live Online Seminar.

## Fee

The registration fee is \$279 per person, \$259 per person for groups of three 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.**

Fee includes seminar registration, a certificate of participation and an extensive digital resource handbook. The fee is the same for In-Person Seminars, Live Online Seminars or Recorded Seminars.

**For in-person seminars, registrants will also receive a printed copy of the resource handbook as long as their registration is received in the BER office at least 15 calendar days before the event.**

## Meeting Sites and Hotel Accommodations

Seminars will be held at the following sites:

- Allentown: Hyatt Place – Bethlehem, (610) 625-0500
- Baltimore: Embassy Suites – Hunt Valley, (410) 584-1400
- Cherry Hill: Westin – Mt. Laurel, (856) 778-7300
- Cincinnati: Holiday Inn & Suites Eastgate, (513) 752-4400
- Cleveland: DoubleTree – Westlake, (440) 871-6000
- Detroit: Embassy Suites – Airport, (734) 728-9200
- Indianapolis: Holiday Inn – Airport, (317) 856-6200
- Newark: The Wilshire Grand Hotel – West Orange, (973) 731-7007
- Providence: Hilton Garden Inn – Airport, (401) 734-9600
- Toledo: Radisson, (419) 381-6800

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

## Cancellation/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 made prior to the event date will be refunded less a \$15 service fee. Substitutions may be made at any time without charge.

## 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.

# Practical Strategies for Improving the Behavior of Attention-Seeking, Manipulative and Challenging Students



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## Practical Strategies to Improve Student Behavior

**An outstanding one-day In-Person Seminar or Live Online Seminar**

**Includes an extensive Resource Handbook**

**Can't Attend? A Recorded Version is available to use online at your convenience**

DCJ252

## Practical Strategies for Improving the Behavior of Attention-Seeking, Manipulative and Challenging Students

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