

# Powerful, Practical Strategies for Working Successfully with “I Don’t Care!” and Underperforming Students to Increase Their School Success (Grades 3-12)



A Unique One-Day In-Person Seminar Presented by

**Ernie Chapin**

Outstanding Educator and National Presenter

**Specifically Designed for Educators Serving Grades 3-12:  
Classroom Teachers, Special Education Staff, Title I Staff, Instructional  
Coaches, Behavior Intervention Specialists, Counselors, Instructional  
Assistants, School Psychologists, and Administrators**

**Practical strategies for working successfully with students who come to school  
with an “I don’t care!” response to seemingly everything – learn how to respond  
in simple yet effective ways**

**Ideas to prevent power struggles, apathy and disruptive behaviors**

**Short-term and long-term strategies for working with unmotivated and often,  
disruptive students**

**Ideas for goal-setting, solving problems and most importantly, changing behavior**

## **New York**

**Albany** – November 9

**Rochester** – November 8  
(Henrietta)

## **Vermont**

**Burlington** – November 10  
(Colchester)

## **Washington**

**Seattle** (Bellevue) – October 21

CEUs and Graduate Credit Available  
See page 6 for details

## **CAN'T ATTEND?**

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

# Ten Key Benefits of Attending

*'Ernie inspires me to want to do more for ALL my students, not just the easy ones.'*

– LYDIA PALMEN,  
PARAEDUCATOR



## Who Should Attend

Educators serving grades 3-12: Classroom Teachers, Special Education Staff, Title I Staff, Instructional Coaches, Behavior Intervention Specialists, Counselors, Instructional Assistants, School Psychologists, and Administrators

- 1. Practical Strategies and Ideas to Help You Work Successfully with Students who Exhibit an “I Don’t Care!” Attitude**  
Practical, doable ways to respond to and work with students who say “I don’t care!” ... What you can do to help these challenging students begin to develop the desire to work, be productive and put forth effort in order to find success in school and life
- 2. Break the Cycle of Discouragement in Students Who “Just Don’t Care”**  
Practical strategies to begin to break the feeling of helplessness in students who insist they don’t care about school ... Guide students in reframing their negative thoughts and perceptions into a more positive growth mindset
- 3. When and Why Contracts and Punishment Don’t Work with Disruptive and Underperforming Students**  
Yes, there needs to be accountability, but punishment is not the answer ... Learn new ways to get students to take responsibility for their actions
- 4. Dozens of Ideas for Motivational Lessons**  
From handling mistakes to accepting responsibility, anger management, goal setting, problem solving ... All presented in easy-to-teach/easy-to-learn lessons
- 5. Develop Positive Relationships with Underperforming Students**  
Powerful techniques to establish productive relationships with difficult students ... Effectively deal with disrespectful behaviors while handling your own counter aggression ... Proven methods to decrease disrespectful behaviors and effectively address them when they occur
- 6. Effective Ways to Stay Emotionally Neutral and Objective**  
Don’t let students entangle you and their classmates in negative behaviors ... Discover how to stay objective so you can begin to defuse challenging situations
- 7. Practical Strategies to Empower Rather than Enable Students**  
In-class ideas to get more constructive and positive behavior from your unmotivated and underachieving students ... Empower your students to see their potential and reach for it
- 8. Break the Cycle of Alienation Many “I Don’t Care” Students Feel**  
Practical techniques and methods that instill hope and foster greater academic success for “I don’t care” students ... Help your “I don’t care” students find greater purpose in school and life
- 9. Help “I Don’t Care” Students Learn How to Set Goals in School and in Life**  
Specific ways to guide “I don’t care” students in setting realistic goals for both school success and life outside of school ... Learn how to empower appropriate visions and to teach plans for attaining them
- 10. Receive a Valuable and Extensive Resource Handbook**  
You will receive a detailed handbook filled with the strategies, techniques and activities discussed in the seminar that will become a well-used reference for you year after year

# Outstanding Strategies You Can Use Immediately

## What You Will Learn ...

- **Outstanding strategies** for working with students who consistently say, “I don’t care!”
- **Specific strategies** to adjust your responses to help guide students toward their own behavior change
- **How to help students reframe** their negative thoughts and perceptions into a more positive growth mindset
- **When and how to ignore** negative, self-destructive behaviors
- **When and why contracts and rewards don’t work** with “I don’t care!” students, and innovative alternatives
- **Pitfalls of behavior plans** and how to revise them to work
- How to **take yourself out of the conflict cycle** when teaching underperforming and unmotivated students
- **Learn the roles anxiety, depression and self-esteem** play in your underachieving students
- **Numerous relationship-building ideas** you can easily incorporate
- How to **encourage positive change** in “I don’t care!” students
- **Practical methods to empower and re-engage students** who have given up
- **How to maintain your enthusiasm and energy** while teaching apathetic students
- **Discover ways to help your most challenging students** develop the desire to learn and work to their personal potential



*‘This seminar was unbelievable! It was exactly what I needed.  
It has reopened my heart and my soul. Thank you!’*

– KRISTEN COUTURE, TEACHER

## Practical Ideas and Strategies

Everyone wants to know how to reach their students who are unmotivated, underperforming and claim to not care about school. This powerful, entertaining and inspiring seminar will demonstrate successful strategies you can use in your classroom or school to make positive changes in your challenging students. Many of us are frustrated with the numerous students who have “checked out,” are disengaged, unmotivated, and underperforming. We know the symptoms, but don’t always know the solutions. The good news is that there is hope and there are strategies to begin to stop the cycle of helplessness these students experience. Join national behavior expert, **ERNIE CHAPIN**, in this one-day seminar that will not only cover practical ideas, strategies and techniques to help increase your success with these challenging students, but will also transform how you respond to your students and how you teach. Ernie will give you numerous ideas and strategies to help you guide students toward making positive behavior changes.



# A Message From Seminar Leader, Ernie Chapin



## Uniquely Qualified Instructor

**ERNIE CHAPIN** is especially qualified to present this seminar. He has many years of teaching experience, most of those years working with difficult, disruptive students who often display an “I don’t care” attitude. He currently works in a juvenile justice center teaching classes with diversion and truancy offenders. His success with these students stands as a testament not only of his skills as an educator, but also his compassion and concern for all students, especially those whom many in society have cast aside. Audiences consistently praise his common-sense, practical approach in dealing with difficult, disengaged students. His down-to-earth style, humor and real-life stories make his ideas clear and accessible. Ernie is the author of *Powerful, Practical Strategies for Working Successfully with “I Don’t Care!”* and *Underperforming Students to Increase Their School Success (Grades 3-12)*, the extensive resource handbook participants will receive at the seminar.

**Join Ernie for this thought-provoking, practical seminar. You’ll leave the seminar with proven strategies you can utilize with students who come to school or class with an “I don’t care” attitude.**

Dear Colleague:

I think we can all agree that today, more than ever, educators face a variety of challenges in the classroom. These challenges range from increased accountability to students who come to school angry, hostile, disinterested, unmotivated, disconnected from society, and with an “I don’t care” attitude.

As educators, we share many of the same frustrations and have many of the same questions about how to successfully teach disengaged, uncaring students. These questions often include:

- How can I teach when students are disrespectful, disruptive, disinterested, or simply don’t care?
- How can I successfully deal with classroom challenges and disruptions?
- What do I do when students “push my buttons?”
- How do I deal with disrespectful students without losing credibility or authority with my other students?
- How can I avoid power struggles?

I appreciate your desire to experience a seminar designed to help difficult, disengaged, uncaring students find more success in school and life. I have designed this seminar to help you not only deal with students who don’t care but also to develop the skills and attitude to make it less likely that challenges will occur in the future.

I have worked successfully with challenging students for many years, students who are angry, hostile and disruptive. I have designed this seminar to share the ideas, strategies, techniques, and methods I have seen work with even the most challenging, disengaged students.

Please join me and discover practical, common-sense ways that we can successfully deal with and help students who come to school or class with an “I don’t care” attitude.

Sincerely,

A handwritten signature in black ink that reads "Ernie Chapin". The signature is written in a cursive, flowing style.

Ernie Chapin

**P.S. The emphasis will be on practical and proven techniques that are successful with even the most difficult, defiant students.**

*“I have designed this seminar to share the ideas, strategies, techniques, and methods I have seen work with even the most challenging, disengaged students.”*

# What Your Colleagues Say About Ernie Chapin

***"Absolutely moving, helpful and inspiring! Everyone who works with children needs to hear this man speak. Mr. Chapin communicates 'gems' that we who work in education, should be utilizing with our students, all students everyday! Thank you, thank you, thank you, Mr. Chapin and BER!"***

Elena Viviano-Brown, SLP

***"One of the best trainings I have attended. I was very engaged the whole day. The content was powerful. Thank you!"***

Melissa Cato, Counselor

***"Wonderful! I'm thrilled to see seminars like this in education. It gives me 'HOPE' for our future. Thank you!"***

Esther Preis-Smith, RTI

***"Ernie was extremely articulate in all the points he made. He was funny – I didn't want to miss anything he said. He was real – he showed his sensitivity. Wonderful seminar by a wonderful presenter."***

Carmen Hernandez, Counselor



***"I thought I was coming today for tips on how to change my students. I leave with a wealth of tips to change myself. Thank you for a fabulous day of learning and reflection."***

Blanche Wriborg, Teacher

***"Thank you for the motivation and inspiration. You added to my determination to become a better teacher."***

Amy Cook, Teacher

***"This seminar was really helpful in rethinking and reshaping my classroom management plan."***

Nathalie Cox, Teacher

***"Very motivating and sincere speaker! Truly makes you evaluate what you can do to better your teaching."***

Leticia Gonzalez-Flores, Teacher

***"Enjoyed the activities and application of ideas along all grade levels. Very motivating and refreshing to hear."***

Katy Rohr, Teacher

# Special Benefits of Attending



*"Mr. Chapin is extremely engaging and highly informative. He is a realist giving real world strategies and not utopic situations. Very good seminar!"*

– DIANA TICE,  
FRENCH/DRAMA 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:

- Ready-to-use strategies for all students, even those who seem to not care
- Relationship-building lessons for teacher-to-student AND student-to-student
- Anger and conflict resolution lessons
- Ways to improve the motivation of your student

**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.**

## Share Ideas with Other Educators

This seminar provides a wonderful opportunity for participants to share ideas with other educators interested in increasing the behavior and learning of their students.

## Consultation Available

Ernie Chapin 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 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



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 Brandman University, part of the Chapman University system, 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

A related On Demand Video-Based Online Learning course, *Motivation, Mindset and Grit: Practical, Proven Strategies to Increase Learning*, for Grades K-12, is available for immediate registration. To enroll, visit [www.ber.org/online](http://www.ber.org/online)

*For purchases in WA State on Recorded Seminars and On-Demand Courses, please add 10.1% sales tax to the total amount.*

# Powerful, Practical Strategies for Working Successfully with “I Don’t Care!” and Underperforming Students to Increase Their School Success (Grades 3-12)

## Registration (LCC2F1)

1. **Albany, NY** – November 9, 2021
2. **Burlington** (Colchester), **VT** – November 10, 2021
3. **Rochester** (Henrietta), **NY** – November 8, 2021
4. **Seattle** (Bellevue), **WA** – October 21, 2021  
— or —
5. **I'd like to order the recorded version of this seminar**  
*For purchases in WA State on Recorded Seminars, please add 10.1% sales tax to the total amount.*

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

*List additional registrants on a copy of this form*

SCHOOL NAME	
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SCHOOL MAILING ADDRESS	
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CITY & STATE	ZIP CODE
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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: ELCC2F1**

## 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
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## 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.

## 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 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:

- Albany: Hilton Garden Inn Medical Center, (518) 396-3500
- Burlington: Hampton Inn – Colchester, (802) 655-6177
- Rochester: DoubleTree – Henrietta, (585) 475-1510
- Seattle: Hilton – Bellevue, (425) 455-1300

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.

## Further Questions

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



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## Powerful, Practical Strategies for Working Successfully with "I Don't Care!" and Underperforming Students to Increase Their School Success (Grades 3-12)



An outstanding one-day In-Person Seminar

Includes an extensive Resource Handbook

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

## Reach Students Who Don't Care About School or Their Achievement (Grades 3-12)

LCC2F1

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In-Person Seminar  
or Recorded Version



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**Practical strategies for working successfully with students who come to school with an "I don't care!" response to seemingly everything** – learn how to respond in simple yet effective ways

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