MOTIVATION, MINDSET and GRIT: Practical, Proven Strategies to Increase Learning

NEW Seminar Presented by JONATHAN ERWIN
Outstanding Trainer and Author of “Inspiring the Best in Students”

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

- Proven practices for improving students’ engagement, developing a positive growth mindset and attitude toward learning, and increasing students’ grit and determination to achieve academically
- Practical strategies that encourage and support students to give their best efforts in and out of class
- Classroom-proven strategies for increasing motivation, responsibility, self-control, and cooperation
- Receive an extensive resource handbook that includes proven practices for increasing students’ intrinsic motivation, emotional intelligence, and determination to succeed

2017 SCHEDULE

California
Sacramento – January 26
San Jose – January 27
(Sunnyvale)

Oregon
Portland – January 25
OR Professional Growth Hours Verification Available
WA Clock Hours Available

Washington
Seattle (Bellevue) – January 24
Spokane (Veradale) – January 23
WA Clock Hours Available
ID Inservice Credit Available with District Approval in Spokane
MT Renewal Units Available in Spokane

“Great, practical and applicable strategies and next steps that can be implemented school wide, in the classroom and one-on-one with a single student.”

– KEN MCCOY, PRINCIPAL
Practical Strategies

This practical, NEW seminar is designed to help you significantly increase student motivation, grit, determination, and perseverance. You will learn powerful ways to help students develop a positive growth mindset and develop a stronger capacity to actively engage in the learning process, give their best efforts in school, and to persevere when they meet obstacles in their achievement. Jonathan Erwin, an outstanding educator with over 28 years of experience and author of the best-selling book, “Inspiring the Best in Students” will provide a compelling research-based rationale and dozens of specific, practical structures and strategies that have the power to help all students become successful. By applying these strategies you can improve students’ attitudes toward themselves as learners, decrease off-task or disruptive behavior, increase your time to teach, strengthen student engagement, increase learning, and produce higher student achievement. The focus of the day will be on specific classroom practices that boost motivation and increase students’ ability to persevere, including the seemingly “unmotivated” or oppositional students. The goal is to increase responsible behavior, motivate greater student effort and produce higher student achievement.

Ten Key Benefits of Attending

1. Help Students Develop a Positive Growth Mindset
   A positive growth mindset is essential for developing a positive attitude toward academic achievement … Learn specific ways to help your students develop a positive attitude toward assignments and classwork and to see themselves as life-long learners

2. Help Students Develop Grit and Determination
   Learn specific ways of increasing students’ determination and passion for learning as well as changing students’ attitude toward setbacks or failure … Build the key skill of perseverance

3. Increase Students’ Motivation to Learn and Succeed
   Learn the essential components of student motivation and practical ways to increase students’ motivation and desire to do well in class and school

4. Increase Student Learning and Achievement
   Learn specific structures, activities and practices that increase socially responsible behavior, high quality learning, and students’ performance

5. Help Students Take Responsibility for Their Own Learning
   Gain specific strategies for empowering students to become self-motivated learners who understand their roles and responsibilities in the teaching/learning process … Build self-regulation

6. Inspire Maximum Student Effort
   Specific ways of creating the conditions for students to surpass expectations … Ideas for how to best inspire students to give their maximum efforts and strive for excellence in their work and behaviors

7. Help Students Who Underachieve Experience Greater Success in Your Classroom
   Learn specific approaches that empower reluctant learners to experience higher levels of performance … Ideas for how to motivate the unmotivated, underachieving students to put forth greater efforts in their classroom participation and schoolwork

8. Reduce Negative Behaviors and Increase Positive, Productive Attitudes and Behaviors
   Prevent discipline problems before they occur and learn how to handle them when they do occur … Encourage positive, productive work behaviors

9. Hold Students Accountable for Their Behaviors and Academic Success
   Learn specific intervention and communication strategies to help students make more positive choices, put forth their best efforts and take responsibility for their learning

   Each seminar participant will receive a resource handbook filled with ideas, strategies, structures, and activities on how to increase students’ motivation, determination, grit and develop a positive growth mindset
Outstanding Strategies You Can Use Immediately

- **Specific strategies to improve students’ attitudes** toward learning and themselves as learners
- Practical approaches to **increase students’ “grit”** — their engagement in the learning process and their ability to persevere
- Specific **ways of helping students choose a positive growth mindset**, one that inspires all students to give their best effort
- **Research-based information** to help you understand what motivates students to give their best efforts
- **Practical strategies for preventing discipline problems** from occurring and how to handle them if they do occur
- Proven **ways of creating a physically and emotionally safe, orderly classroom** climate
- How to **create a culture of accountability** with effective ways to hold students accountable for their efforts and achievements
- Practical approaches to **building positive, trusting relationships with students** and creating a learning community where students want to put forth their maximum efforts
- **Engaging and relevant instructional strategies** that increase student interest and time-on-task
- **Effective intervention strategies** that keep the student/teacher relationship intact when discipline incidents occur
- Highly effective ways to **generate more time on task and inspire students** to persevere and strive for excellence in their work and behaviors
- **Learn how our perception of behavioral intent affects our capacity to deal with it** and what to do about it
- **Communication strategies** that lead to positive behavioral and attitudinal changes
- Practical strategies for **increasing student responsibility** for their learning and behaviors
- Specific ideas for **creating a joyful learning climate and culture** for the teacher as well as students
- **Help students develop strong, positive mental models** to improve learning, integrity and purpose
- **How to respond effectively** to the “I can’t” language or the self-defeating attitude of some students
- **Ways to motivate the unmotivated**, disengaged students to reengage and give their best efforts during class time and in their school work

"Mr. Erwin is an enthusiastic, dynamic and knowledgeable presenter. His ideas are inspirational and practical.”

— COLLEEN SELIMOS, 4TH/5TH GRADE TEACHER
A Message From
Seminar Leader,
Jonathan Erwin

Dear Colleague:

During my early teaching career, I worked with dozens of students, many of whom would be categorized as “unmotivated learners.” They perceived themselves as “dumb,” “not good at learning, writing, math, etc.” and gave up when faced with the rigor of the classroom. Many others just didn’t see the value in engaging in the learning process and gave up before they even began. When I started learning and implementing the ideas and practical strategies that I share in this seminar, I learned that all students are motivated; they are just not necessarily motivated to behave the way we would like or to learn and achieve to our satisfaction. When I gained an understanding of the keys to internal motivation and intentionally addressed them through my management and instructional practices and taught students how to choose more positive attitudes, my classroom was transformed from a typical classroom with fairly regular disruptions to a place where all students were actively engaged, disruptive behaviors disappeared, and everyone put forth greater efforts to increase their academic success.

Over the years, I have had the opportunity to present these ideas and practical strategies to educators throughout North America as well as in schools in South America, Europe and Australia. The enthusiastic feedback I receive from these trainings encourages me to continue sharing practical ideas and strategies that bring out the best in students.

The ideas in this seminar are based on fifty years of research on motivation, my personal experience, and from ideas I’ve learned from the outstanding educators I have had the privilege to work with in my career.

If you are looking for specific ways to motivate students to improve their attitude toward learning and school, give their maximum efforts, increase their engagement, improve their ability to persevere, and strive to achieve, I encourage you to join me in this highly active and interactive one-day seminar. I have packed the day with practical ideas and practices that have the potential to create a culture of academic excellence and personal (and social) responsibility in your classroom. I look forward to sharing my enthusiasm for creating the conditions for all students to succeed.

Sincerely,

Jonathan Erwin

P.S. Although the ideas I present are research-based, my focus will be on sharing the practical ways any classroom teacher can increase students’ motivation and willingness to give their best efforts both in and out of the classroom.
Uniquely Qualified Instructor

JONATHAN ERWIN has been in the field of education for over 29 years, working with students and educators all over the world. As a teacher, professional development coordinator and independent consultant, he has worked in rural, suburban and large, diverse urban schools, including many alternative and residential schools for students at risk. Jon's deep understanding of human motivation and his breadth of experience have allowed him to develop a wide range of strategies that motivate students to behave responsibly, engage in their learning more fully, give their best efforts in and out of class, and achieve greater academic success. Jon is the author of the ASCD best sellers, The Classroom of Choice: Giving Students What They Need and Getting What You Want (ASCD 2004) and Inspiring the Best in Students (ASCD 2010). In addition, he is the author of, MOTIVATION, MINDSET and GRIT: Practical, Proven Strategies to Increase Learning, the resource handbook each participant will receive at the seminar. Join Jon for this inspiring, idea-filled day that is sure to increase the motivation, mindset and grit of your students and inspire them to give their best efforts in and out of the classroom.

What Your Colleagues Say About Jonathan Erwin

“This seminar was exhilarating and informative. Mr. Erwin was well versed in the various strategies he presented.” – Shirley Krzysyk, Special Education Teacher.

“Very informative. Many strategies to implement the very next day at school!” – Joanna Kacprzynska, French Teacher.

“Jon was great! Very informative, very engaging and utilized examples from his career that resonated with my population of students. In addition, he laid out clear strategies and approaches to maximizing classroom culture and changing mindset.” – Tim Wolowiec, Special Education Teacher.

“I am taking back multiple strategies to implement with my students.” – Emily Loerakker, 7th Grade Teacher.

“This seminar had a lot of practical information. I learned a lot to apply to the classroom and myself to become a better teacher.” – Michelle Hazek, 3rd Grade Teacher.

“Jonathan was engaging and high-energy. He had concrete ideas and activities that can be immediately implemented in the classroom.” – Jennifer Mariman, Spanish Instruction.

“Jonathan Erwin is an engaging presenter. He kept the participants actively listening and participating.” – Paraskev Pappas.

“Jon gave us some very good ideas for middle school students. I like how he gave suggestions to use different words and phrases to say things.” – Bridget Luby, 6th-8th Grade Special Education Teacher.

“I loved the seminar. I was able to reflect on things I say and do, both at home and in class, and it made me aware of my mistakes. I feel like I am taking away a great deal of valuable information to help me communicate better with my kids at home, as well as my students.” – Latanza Waters, Teacher.

“Jonathan’s humor and personal stories really brought meaning to the material he presented. Having us participate in the activities helped make them memorable! The day flew by!” – Susan Brady, Reading Specialist.

“Great seminar that was student centered and provided many great techniques and ideas for teachers.” – Andrew DiMarco, Teacher.

“This is the stuff I can add to the behavior system we already use.” – Ann Cochran, 5th Grade Teacher.

“Wonderful! I loved this seminar. It will revolutionize my work with students! Thank you.” – Sherelle Wanderscheid, 6th Grade Science Teacher.
Special Benefits of Attending

Extensive Resource Handbook
Each participant will receive an extensive resource handbook specifically designed for this seminar. The handbook includes:

- Strategies for increasing students’ motivation and engagement
- Practical approaches to increasing students’ grit, their determination, ability to learn from failure, and their perseverance
- Proven approaches to helping students achieve a growth mindset
- Ideas for building responsibility and cooperative behaviors in all your students
- Powerful ways to increase the engagement and participation of students
- Specific ways to motivate the unmotivated learners
- How to build positive, respectful relationships with and among students

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

Consultation Available
Jonathan Erwin will be available at the seminar for consultation regarding your questions and the unique needs of your own program.

Semester Credit Option
Graduate level elective 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.

Can’t Attend?

Other Professional Development Options:

- Related Staff Development Audio Training
  A related BER seminar, MOTIVATING THE UNMOTIVATED: Practical Strategies for Teaching the Hard-to-Reach Student, presented by another BER instructor, Chick Moorman, is available on CDs with a comprehensive resource handbook at a cost of $99.00 plus $9.00 shipping and handling; for WA state deliveries, please add 9.5% sales tax to the total amount. To order, call toll-free 1-800-735-3503 (Stock # A-LUM-2024) or use the order form on the back page.

Electronic versions of both Chick Moorman’s seminar and handbook are available in MP3 and PDF format for immediate download on our website at the cost of $99.00.

Please visit www.berproducts.org/new.html for more information.
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.

Who Should Attend
Educators serving Grades 3-12: Classroom Teachers, Reading Specialists, Title I Staff, Special Education Staff, Behavior Intervention Specialists, Counselors, Instructional Assistants, School Psychologists, and Administrators.

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 $245 per person, $225 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:
- Portland: Hilton Garden Inn – Airport, (503) 255-8600
- Sacramento: Holiday Inn Express – NE Cal Expo, (916) 923-1100
- San Jose: Domain Hotel – Sunnyvale, (408) 247-0800
- Seattle: Sheraton – Bellevue, (425) 455-3330
- Spokane: Mirabeau Park Hotel – Veradale, (509) 924-9000
If needed, please make your own hotel reservations by calling the appropriate hotel listed above.

Possible Funding Sources
Elementary and Secondary Education Act funds, including Title I School Improvement Grants; Title VI; Title VII; Restructuring grants; At-Risk grants; Bilingual/ESL and Migrant Education funds; IDEA; Demonstration School funds; Parent Teacher Organizations; and Inservice Training funds.
MOTIVATION, MINDSET and GRIT: Practical, Proven Strategies to Increase Learning

Registration (LME7W2)

- 1. Portland, OR – January 25, 2017
- 2. Sacramento, CA – January 26, 2017
- 3. San Jose (Sunnyvale), CA – January 27, 2017
- 4. Seattle (Bellevue), WA – January 24, 2017
- 5. Spokane (Veradale), WA – January 23, 2017

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 ELME7W2

METHOD OF PAYMENT

The registration fee is $245 per person. For groups of five or more registering at the same time, the fee is $225 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

Billing Zip Code: __________________________ 3 Digit CVV Code: ___________

(Found on back of card)

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

CAN’T ATTEND?

- I’d like to order the CD version of the related seminar, MOTIVATING THE UNMOTIVATED: Practical Strategies for Teaching the Hard-to-Reach Student, presented by Chick Moorman, $99.00 plus $9.00 shipping; for WA state deliveries, please add 9.5% sales tax to the total amount (Stock #A-LUM-2024).

© 2016 Bureau of Education & Research. All rights reserved.