TRAINING AND CONSULTATION
RESOURCE GUIDE

Alameda County Early Care and Education Professional Development & Retention Project
Welcome to the Early Care and Education Training & Consultation Resource Guide!

Purpose:
This guide was created for the Early Care and Education Professional Development and Retention Project in Alameda County. Participating agencies will use this guide to find trainers and consultants whose expertise can support the professional development goals identified by each agency.

Disclaimer:
The Alameda County Child Care Planning Council does not recommend one type of training or consultation over another. A trainer or consultant’s inclusion in this guide does not imply the Planning Council’s endorsement of the quality of their work or their products. Persons represented herein did not go through a screening process, other than to ensure they have trainings appropriate for the early childhood arena. We encourage you to let us know about your experiences with trainers and consultants.

Acknowledgements:
The Alameda County Child Care Planning Council would like to thank the California School Age Consortium, First 5 Alameda County and the Resource and Referral agencies, BANANAS, Inc, 4C’s of Alameda County and Child Care Links for their support in the planning and creation of this guide.

For More Information:
For more information contact Nadiyah Taylor at (510) 208-9722 or nadiyah.taylor@acgov.org. Additional information can be found on the Alameda County Child Care Planning Council website www.acgov.org/childcare.
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>4C's of Alameda County</td>
<td>Linda Bringman, Training Coordinator</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th>State:</th>
<th>Zip:</th>
</tr>
</thead>
<tbody>
<tr>
<td>22351 City Center Drive, Suite 200</td>
<td>CA</td>
<td>94541</td>
</tr>
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<table>
<thead>
<tr>
<th>City:</th>
<th>Phone:</th>
<th>Fax:</th>
</tr>
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<tbody>
<tr>
<td>Hayward</td>
<td>510-584-3133</td>
<td>510-582-6822</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:lindab@4c-alameda.org">lindab@4c-alameda.org</a></td>
<td><a href="http://www.4c-alameda.org">www.4c-alameda.org</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- □ School-Age

**Organization Summary:**

4C's of Alameda County is a private non-profit agency serving families, children, and child care professionals in Alameda County. We provide free and inexpensive training for licensed family child care providers, center directors and staff, license exempt providers, and parents. Training is provided at our offices in Hayward and Fremont and is offered in English, Spanish, and Mandarin.

**Training Topics Offered:**

☑ Environments
☑ Behavior Guidance for Various Age Groups
☑ Child Development
☐ Circle Time Activities
☐ Conference Planning/Coordination
☑ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☑ Documentation and Observation
☐ Fiscal Management
☑ Getting Families Involved
☐ Grant Writing
☑ Infant/Toddler Care
☑ Including Children with Special Needs
☐ Integrating Academics and Enrichment

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☑ Program Planning
☐ Program/Business Management
☐ Program Leadership
☐ Reflective Practice
☐ Selecting and Supervising Staff
☑ Social-Emotional Development (I/T)
☑ Social-Emotional Development (pre-k)
☑ Stress Management/Self Care
☑ Stress Management For Children
☐ Violence Prevention
Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Environments: Environment as the “Third Teacher”

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<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

Training/Coaching Description:
Children learn from adults and they also learn from the environment. Participants in this session will be encouraged to “think outside the box” as they examine different ways to use space and materials. With careful planning, the environment can be more than just a learning tool, it can function on its own as a teacher.

Price/hourly rate: no charge

Participant Outcomes:
After attending training, participants will be able to:
- Make purposeful decisions when designing the environment
- Set up an environment to function as the “third teacher”

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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</thead>
<tbody>
<tr>
<td>40%</td>
<td>30%</td>
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</table>

Suggested length/frequency: 4 hours

Suggested audience size: 20-30

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Individual on-site assistance enhances the learning outcomes.

Training Topic Two: Behavior Guidance

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
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Please list any languages this service is available in (other than English):

Training/Coaching Description:
Several different sessions on behavior guidance are available. We present a 3 part series based on materials from CA Child Care Resource and Referral Network’s Growing, Learning, and Caring Project. Topics include Guiding and Disciplining Children, Communication, and Behavior. Another session/series is based on the book Children with Challenging Behavior: Strategies for Reflective Thinking by Linda and Tom Brault. Emphasis with all materials is on understanding challenging behavior within the larger context of children trying to communicate needs as the work toward independence and successfully managing their own behavior.

Price/hourly rate: no charge

Participant Outcomes:
After attending training, participants will be able to:
- explain how behavior is a form a communication
- systematically examine how external and internal factors impact behavior and interactions of children and adults
- use various tools/frameworks in response to specific situations

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other (if new)</th>
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<tbody>
<tr>
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Suggested length/frequency: 6 hours

Suggested audience size: 20-40

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☐ No ☑
### Training Topic Three: Culturally Responsive Care

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

1. Chinese
2. Spanish

### Training/Coaching Description:
We offer several different trainings that focus on serving diverse populations. Topics include Anti-bias Curriculum and Partnering with Families, Alike and Different, Meeting needs of LGBT Families, and Alternatives to Typical Holiday Activities. In each session, participants are encouraged to think about their own perspective/context and to consider that each child/family has a perspective/context with equal value. We compare and contrast tolerating differences and honestly welcoming differences and we discuss how children benefit from being welcomed just as they are.

**Price/hourly rate:** no charge

### Participant Outcomes:
After attending training, participants will be able to:
- describe elements of diversity.
- consider personal attitudes toward diversity.
- plan and make decisions in ways that are appropriate for all children and families

### Training methodologies:
- Hands on Activities: 20%
- Group discussions: 60%
- Lecture: 20%
- Other: ___%

**Suggested length/frequency:** 2 hours

**Suggested audience size:** 10-20

### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Four: Documentation and Observation: Harms/Clifford FDCRS, ECERS, ITERS

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Please list any languages this service is available in (other than English): Chinese, potentially Spanish

### Training/Coaching Description:
Training includes information about best practices for teaching young children and the value of observing and documentation as a way of maintaining high quality care. Content of Harms/Clifford rating scales is presented in the context of these best practices. Participants learn to use the scales and score accurately. Video segments provide opportunities for practice. All participants receive training booklets and supporting materials.

**Price/hourly rate:** no charge

### Participant Outcomes:
After attending training, participants will be able to:
- evaluate Family Day Care, Early Childhood, or Infant Toddler environments
- use the Harms/Clifford rating scale for observing and recording observations
- describe how this process can lead to improvements in early learning

### Training methodologies:
- Hands on Activities: 15%
- Group discussions: 20%
- Lecture: 40%
- Other: 15% (questions)

**Suggested length/frequency:** 3 hours

**Suggested audience size:** 10-20

### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

Child Development Corps members are eligible for follow up assistance through Every Child Counts and the Corps program.
### Training Topic Five: Getting Families Involved: Family Partnerships

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Please list any languages this service is available in (other than English):

#### Training/Coaching Description:
Children learn best when families and caregivers work together. Topics of discussion in this training include understanding family centered care, communicating with families, and strengthening partnerships between programs and families.

#### Price/hourly rate: no charge

**Participant Outcomes:**
After attending training, participants will be able to:

- examine their own attitudes toward families
- identify what families can bring to a partnership
- use tools to form and/or strengthen family partnerships

#### Training methodologies:

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<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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**Suggested length/frequency:** 9 hours  
**Suggested audience size:** 20-30

**Target audience:**

- ☑ New Line staff  
- ☑ New Administrators  
- ☑ Advanced Line staff  
- ☑ Advanced Administrators

**Coaching Available on Topic?**  
- ☑ Yes  
- ☐ No

### Training Topic Six: Including Children with Special Needs

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Please list any languages this service is available in (other than English): Spanish, Chinese

#### Training/Coaching Description:
We offer a number of different trainings for providers who care for children with special needs. Popular topics include Understanding the Special Education Process, ADHD, Asthma, Childhood Diabetes, and Understanding Children’s Temperament. Participants have opportunities to hear from experts and interact with peers. Relevant resources are always included.

#### Price/hourly rate: no charge

**Participant Outcomes:**
After attending training, participants will be able to:

- Describe process or characteristics of specific topic
- Apply information to children for whom care is being provided

#### Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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<tr>
<td>20%</td>
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**Suggested length/frequency:** 2 hours  
**Suggested audience size:** 10-30

**Target audience:**

- ☑ New Line staff  
- ☑ New Administrators  
- ☑ Advanced Line staff  
- ☑ Advanced Administrators

**Coaching Available on Topic?**  
- ☑ Yes  
- ☐ No
Training Topic Seven: Nutrition and Fitness

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
The Nutrition Department at 4C’s offers workshops on various health related topics including *Whole Foods/Healthy Foods and Kids in Motion*. Participants learn about health needs of children and reasons why many of these needs are not being met. Topics include the value of whole grains and fresh fruits and vegetables, and the kinds of creative movement games and activities that are fun and beneficial. Emphasis is on using free and inexpensive resources. Support from Kaiser Permanente makes it possible for all participants to receive manuals, sample materials and free gifts.

Price/hourly rate: no charge

Participant Outcomes:
After attending training, participants will be able to:
- Select and prepare healthy food for children in their care
- Plan and facilitate healthy activities for children in their care

Training methodologies:
Hands on Activities: 40%  Group discussions: 30%  Lecture: 30%  Other: ____%

Suggested length/frequency: 4 hours, several times each year  Suggested audience size: 20-30

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Field Representatives from the Nutrition Department are available for home visits.

Training Topic Eight: Program Planning

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Some in Spanish, working toward Chinese

Training/Coaching Description:
Various trainings are offered in curriculum planning. Content is presented to support children’s learning through hands-on interactive play-based experiences. Family child care providers and center staff are invited to share with colleagues and learn from presenters. Hands on activities are part of each session. Typical topics include art, music and circle times, learning through play, Baby signing, environmental experiences, math, science and nature, and dramatic play. Presenters are encouraged to address the needs of infants, toddlers, and preschoolers.

Price/hourly rate: No charge

Participant Outcomes:
After attending training, participants will be able to:
- explain how children learn through play
- describe best practices for young children within program area(s)
- list specific ideas/activities to be implemented in individual settings

Training methodologies:
Hands on Activities: 40%  Group discussions: 30%  Lecture: 30%  Other: ____%

Suggested length/frequency: 2 hours  Suggested audience size: 20-30

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Training Topic Nine: Program/Business Management

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish, soon to be Chinese</td>
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</table>

Training/Coaching Description:
4C’s Provider Services Coordinator plans and presents a series of topics under the umbrella of *The Business of Family Child Care*. Individual sessions cover contracts and policies, taxes and record keeping, health and safety, and liabilities and insurance. A related session helps providers gain confidence in setting up their own individualized home/learning environment. Target audience includes prospective and new Family Child Care providers, although others are welcome.

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>no charge</th>
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</table>

Participant Outcomes:
After attending training participants will be able to:
- Write their own FCC business contract and policies
- Set up appropriate and efficient systems for business record keeping
- Plan and implement policies and procedures for keeping children safe and healthy
- Make decisions about liabilities and insurance to reduce business risks

<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 10%</td>
</tr>
<tr>
<td>Group discussions: 20%</td>
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<tr>
<td>Lecture: 50%</td>
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<td>Other: 20% (questions)</td>
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<table>
<thead>
<tr>
<th>Suggested length/frequency:</th>
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<tbody>
<tr>
<td>2 hours, several times each year</td>
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<table>
<thead>
<tr>
<th>Suggested audience size:</th>
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<tbody>
<tr>
<td>10-20</td>
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Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
</tr>
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<tbody>
<tr>
<td>Yes ☑ No ☐</td>
</tr>
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</table>

Presenter References
Annette Bergendahl
Association of Professional Child Care Educators (APCCE)
(510) 795-8460

Darlene Johnston
Little Mud Puddles Learning Center
(510) 791-6158
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Balanced Badger Child Development Trainer</td>
<td>Heather Lawton</td>
</tr>
</tbody>
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<table>
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<tr>
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<tbody>
<tr>
<td>P.O. Box 4084</td>
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<tr>
<th>City:</th>
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<th>Zip:</th>
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<tbody>
<tr>
<td>Santa Rosa</td>
<td>CA</td>
<td>95402</td>
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<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>707 843-9936</td>
<td></td>
</tr>
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<table>
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<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:hthrlawton@yahoo.com">hthrlawton@yahoo.com</a></td>
<td><a href="http://www.badgersbalance.com/">http://www.badgersbalance.com/</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☑ School-Age

**Organization Summary:**

I am a private contractor who offers trainings to groups and individuals in the area of child development. I hold a Masters of Arts degree in child development and over twenty years of experience in the early care and education field. I work part time as faculty in the child development department at Santa Rosa Junior College. I am available to provide trainings to child development students, child care center staff, family child care providers, informal caregivers and parents as well as provide consultation to the same populations.

**Training Topics Offered:**

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- ☑ Fiscal Management
- ☑ Getting Families Involved
- ☑ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☑ Integrating Academics and Enrichment
- ☑ California R&R Network, Growing Caring Learning Modules 1-4 for Informal Care givers
- ☑ Job Coaching
- ☑ Managing Multiple Contract Sources
- ☑ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- ☑ Program Leadership
- ☑ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management For Children
- ☑ Violence Prevention
### Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
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- Managing Multiple Contract Sources
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- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Environments

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑️ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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**Please list any languages this service is available in (other than English):**

Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**

Trainer will present square footage recommendations and regulations. Trainer will lecture on best practices in spaces for children to have choice, comfort, safety and stability. Trainer will lead participants in envisioning ideal spaces for children and making goals on how to improve their current work environments. Early Childhood Environmental Rating Scale training also available.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**

Participants will gain knowledge and information on physical requirements as well as social and emotional needs of children in the spaces they play. Participants will experience an envisioning activity in which they create an ideal space and then set goals for improvement.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 30%</th>
<th>Group discussions: 20%</th>
<th>Lecture: 50%</th>
<th>Other: ____%</th>
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</thead>
</table>

**Suggested length/frequency:** 2-3 hours  
**Suggested audience size:** 8-30

**Target audience:**

- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

**Coaching Available on Topic?**  
Yes ☑️  
No ☐
## Training Topic Two: Behavior Guidance/Positive Discipline

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<th>Please select one:</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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<tr>
<td>Translator available for extra $25 per hour fee</td>
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**Training/Coaching Description:**
Interactive presentations in many sub-topic areas that stress the importance of maintaining the positive adult child relationship. Workshops support using a balance of firm and kind strategies that both expects respect from children and gives respect to them. Specific skills are presented and practiced in trainings.

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
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**Participant Outcomes:**
Participants will gain an understanding of the principles behind positive discipline concepts as well as be introduced to new strategies to use with challenging behavior. Participants will experience role play activities in which they practice new strategies as well as experience validation for the wisdom they bring to the training.

**Training methodologies:**
- Hands on Activities: 10%
- Group discussions: 30%
- Lecture: 30%
- Other: 30%

**Suggested length/frequency:**
1-2 hours stand alone or series

**Suggested audience size:**
8-30

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☐ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

## Training Topic Three: Child Development

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<td>Please list any languages this service is available in (other than English):</td>
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<tr>
<td>Translator available for extra $25 per hour fee</td>
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**Training/Coaching Description:**
Domains covered include physical development stages, brain development, social emotional development, and contribution of developmental theorists.

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<tr>
<th>Price/hourly rate:</th>
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**Participant Outcomes:**
Participants will gain information about ages and stages that they can apply to their direct work with children and families.

**Training methodologies:**
- Hands on Activities: 5%
- Group discussions: 20%
- Lecture: 75%
- Other: ___%

**Suggested length/frequency:**
2-3 hours

**Suggested audience size:**
8-30

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
### Training Topic Four: Circle Time Activities

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<th>☑ Training &amp; Coaching</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish Translator available for extra $25 per hour fee</td>
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<tr>
<td>Training/Coaching Description:</td>
<td>Interactive participatory workshop in which participants are asked to bring a circle time activity to share with the group. Trainer brings new and interactive circle time activities to share and facilitates sharing among the whole group in the form of going through the songs, finger plays, flannel boards and interactive activities with the group as if we were a group of children.</td>
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<tr>
<td>Price/hourly rate:</td>
<td>$100 per hour</td>
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<tr>
<td>Participant Outcomes:</td>
<td>Participants will share one favorite circle time activity and come away from the workshop with a binder full of new ideas that they have seen demonstrated and can bring back to the children in their care.</td>
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<tr>
<td>Training methodologies:</td>
<td>Hands on Activities: 75%</td>
<td>Group discussions: 10%</td>
</tr>
<tr>
<td>Suggested length/frequency:</td>
<td>2 hours</td>
<td>Suggested audience size: 10-30</td>
</tr>
<tr>
<td>Target audience:</td>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☑ No ☐</td>
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### Training Topic Five: Culturally Responsive Care

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<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish Translator available for extra $25 per hour fee</td>
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<tr>
<td>Training/Coaching Description:</td>
<td>Trainer will lead participants in reflective process, brainstorming, and role play activities that encourage new ways of thinking about the diverse populations of families served in early education programs.</td>
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<tr>
<td>Price/hourly rate:</td>
<td>$100 per hour</td>
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<tr>
<td>Participant Outcomes:</td>
<td>Participants will gain new awareness of their own prejudices and cultural awareness’s as well as experience insights into how to better serve all the populations that come into care</td>
<td></td>
</tr>
<tr>
<td>Training methodologies:</td>
<td>Hands on Activities: 25%</td>
<td>Group discussions: 50%</td>
</tr>
<tr>
<td>Suggested length/frequency:</td>
<td>2-3 hours stand alone or series</td>
<td>Suggested audience size: 8-30</td>
</tr>
<tr>
<td>Target audience:</td>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☑ No ☐</td>
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### Training Topic Six: Use of DRDP-R and ECERS-R Observation and Evaluation tools

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<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish Translator available for extra $25 per hour fee</td>
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<tr>
<td><strong>Training/Coaching Description:</strong></td>
<td>Types and uses of observations in ECE settings are covered and practiced with emphasis on objective and self reflective observation practices. ECERS_R and DRDP_R are two tools currently in use in state funded pre-school and other programs. Media assisted (video practice rating, website tool exploration) presentation and interaction with both assessment tools are presented to participants with practice using the tools in video response and when available in natural settings.</td>
</tr>
<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$100 per hour</td>
</tr>
<tr>
<td><strong>Participant Outcomes:</strong></td>
<td>Participants will become acquainted with the tools, their purposes and uses, and be able to bring this information into their work settings to use them.</td>
</tr>
<tr>
<td><strong>Training methodologies:</strong></td>
<td>Hands on Activities: 50%  Group discussions:)___ %  Lecture: 50%  Other:____ %</td>
</tr>
<tr>
<td><strong>Suggested length/frequency:</strong></td>
<td>5-10 3 hour sessions</td>
</tr>
<tr>
<td><strong>Target audience:</strong></td>
<td>☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators</td>
</tr>
<tr>
<td><strong>Coaching Available on Topic?</strong></td>
<td>Yes ☑  No ☐</td>
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### Training Topic Seven: Infant Toddler Care

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</table>
| **Training/Coaching Description:** | Trainer can provide many subtopic trainings in the areas of brain development, social emotional needs, physical development, adult child bonding, attachment needs, and more.  
Brain Development: Media assisted (ppt, video, overhead and handouts) presentation that presents the architecture of the brain and the importance of development in the early years. Concepts include brain development is experience dependant and directly related to the social-emotional experiences children have. |
| **Price/hourly rate:** | $100 per hour |
| **Participant Outcomes:** | Participants will gain new information about the importance of this critical development stage in areas such as structure of the brain and how it develops. Participants will evaluate their role in assisting young children in positive development by the experiences they provide as well as the social-emotional climate they create. |
| **Training methodologies:** | Hands on Activities: 25 %  Group discussions: 25 %  Lecture: 30 %  Other:20 % |
| **Suggested length/frequency:** | on-going series |
| **Target audience:** | ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators |
| **Coaching Available on Topic?** | Yes ☑  No ☐ |
**Training Topic Eight: Special Needs**

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**Please list any languages this service is available in (other than English):**
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**
ADA and IDEA laws are reviewed. Many subtopics offered including making adaptations, understanding autism and aspergers syndrome, and responding to mental health concerns. Workshop done in interactive format with make and take activities in making adaptations topic and information delivery in autism, aspergers, and mental health topics.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**
Participants will come away form workshop with new ideas, materials, resources and a better understanding of the ADA requirements.

**Training methodologies:**
Hands on Activities: 50%  
Group discussions: 25%  
Lecture: 25%  
Other: ____%

**Suggested length/frequency:** 3 hour sessions in a series of 4 or more

**Suggested audience size:** 8-30

**Target audience:**
☐ New Line staff  
☐ New Administrators  
☐ Advanced Line staff  
☐ Advanced Administrators

**Coaching Available on Topic?**
Yes ☒  No ☐

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**Training Topic Nine: Nutrition and Fitness**

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**Please list any languages this service is available in (other than English):**
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**
Hands on exploration of the food pyramid, serving sizes, reading nutrition labels and understanding daily recommendations, exploration and tasting of new foods, understanding the adult role as positive role models and providers of healthy choices for children. Emphasis made on national crisis of overweight children and the need to provide positive social emotional support while encouraging healthy habits to families. Sharing and reflection of activity enjoyment and activities that can be done with children and enjoyed by all. Importance of physical activity in daily life of children and adults. Introduction of new physical activity games to do with children.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**
Participants will gain new understanding of daily dietary needs and behaviors, new ideas of healthy and fun cooking eating and physical activities to do with children. Participants will reflect on their role as models of healthy eating and transmitters of positive self image to young children as they are introduced to new healthy habits.

**Training methodologies:**
Hands on Activities: 50%  
Group discussions: 25%  
Lecture: 25%  
Other: ____%

**Suggested length/frequency:** 2-3 hour sessions

**Suggested audience size:** 8-30

**Target audience:**
☐ New Line staff  
☐ New Administrators  
☐ Advanced Line staff  
☐ Advanced Administrators

**Coaching Available on Topic?**
Yes ☒  No ☐
### Training Topic Ten: Reflective Practice

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**
Information will be presented that includes the importance of self awareness and reflection in; areas of bias and judgment in making observations of children and families to determine needs, in reflection of personal identity and integrity in presenting a positive role model to the children and families we serve, and in setting professional development goals.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**
Participants we gain more awareness about the importance of self reflection in providing the most professional care.

**Training methodologies:**
- Hands on Activities: __%  Group discussions: )50%  Lecture: 50%  Other: ___%

**Suggested length/frequency:** 2-3 hours  
**Suggested audience size:** 8-30

**Target audience:**
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐

### Training Topic Eleven: Social Emotional Development Infants and Toddlers

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**
Information will be delivered about the importance of early adult child bonding (attachment) and how stress affects young children’s brain development and social emotional development. Responsive care giving model will be covered in creating warm social emotional environments for infants and toddlers. Primary care giving model will be presented as an optional for optimal social emotional development.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**
Participants will gain information about the lifelong effects of early social emotional experiences and the importance of their role in creating that for the children in their care. Participants will set goals for creating optimal environments in their workplace.

**Training methodologies:**
- Hands on Activities: 10%  Group discussions: 30%  Lecture: 60%  Other: ___%

**Suggested length/frequency:** 2-6 hours in series  
**Suggested audience size:** 8-30

**Target audience:**
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐
### Training Topic Twelve: Social Emotional Development Pre-school

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Please list any languages this service is available in (other than English):  
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**  
Social emotional milestones of the 3-6 year old will be presented as well as information about theories addressed during this stage of development. Role plays of typical behaviors seen in this age group will be facilitated to give participants practice in responding to behaviors in ways that encourage positive social emotional development.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**  
Participants will gain information about what to expect form children’s social emotional development at this age and how to respond to the behaviors seen.

**Training methodologies:**  
Hands on Activities: 25%  
Group discussions: 25%  
Lecture: 50%  
Other: ____

**Suggested length/frequency:** 2-6 hours series  
**Suggested audience size:** 8-30

**Target audience:**  
☑ New Line staff  
☑ New Administrators  
☑ Advanced Line staff  
☑ Advanced Administrators

**Coaching Available on Topic?**  
Yes ☑  No ☐

### Training Topic Thirteen: California Resource and Referral Growing Learning Caring Modules 1-4

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Please list any languages this service is available in (other than English):  
Spanish Translator available for extra $25 per hour fee

**Training/Coaching Description:**  
Specific program for informal caregivers identified by Resource and Referral programs and participating in their License Exempt support program know as Growing Learning Caring. Two hour R&R Network trainings delivered in the areas of Health and Safety, Positive Discipline, Family Literacy, and Playing is Learning.

**Price/hourly rate:** $100 per hour

**Participant Outcomes:**  
Informal caregivers will gain new information about improving the quality of care they do.

**Training methodologies:**  
Hands on Activities: 25%  
Group discussions: 25%  
Lecture: 50%  
Other: ____

**Suggested length/frequency:** 2 hours sessions in a series  
**Suggested audience size:** 8-30

**Target audience:**  
☑ New Line staff  
☐ New Administrator  
☐ Advanced Line staff  
☐ Advanced Administrators

**Coaching Available on Topic?**  
Yes ☑  No ☐
## Consultation Topic One: Environments

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**Consulting Service Description:**
Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.

**Price/hourly rate:** $100 per hour

## Consultation Topic Two: Behavior Guidance

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**Consulting Service Description:**
Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.

**Price/hourly rate:** $100 per hour

## Consultation Topic Three: Child Development

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<th>Please select one:</th>
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<tr>
<td>Spanish Translator available for extra $25 per hour fee</td>
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**Consulting Service Description:**
Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.

**Price/hourly rate:** $100 per hour for Non-Profits. $75 per hour corporate and private

## Consultation Topic Four: Observation Methods and Tools

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<td>Spanish Translator available for extra $25 per hour fee</td>
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**Consulting Service Description:**
Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.

**Price/hourly rate:** $100 per hour

## Consultation Topic Five: Grant Writing

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<td>Spanish Translator available for extra $25 per hour fee</td>
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**Consulting Service Description:**
Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.

**Price/hourly rate:** $100 per hour
**Consultation Topic Six: Infant Toddler Care**

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<tr>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
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**Consultation Topic Seven: Special Needs**

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<td>Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.</td>
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<td><strong>Price/hourly rate:</strong></td>
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**Consultation Topic Eight: Nutrition and Fitness**

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<tr>
<td><strong>Price/hourly rate:</strong></td>
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**Consultation Topic Nine: Social Emotional Development**

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<tr>
<td>Individual meetings and evaluations of workplace with suggestions for improvement and sharing of resources done based on need.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$100 per hour</td>
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**Presenter References**

Joel Gordon  
Santa Rosa Junior College Child Development Department  
707 527-4671

Melanie Dodson  
Community Child Care Council of Sonoma County  
707 522-1413 x130

Kathleen Moldovan  
Moldovan Academy Pre-school  
707 996-3755
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>BANANAS, Inc.</td>
<td>Arlyce Currie</td>
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<thead>
<tr>
<th>Address:</th>
<th>State:</th>
<th>Zip:</th>
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<tbody>
<tr>
<td>5232 Claremont Ave.</td>
<td>CA</td>
<td>94618</td>
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<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>(510) 658-7353</td>
<td>(510) 658-8354</td>
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<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:bananas@bananasinc.org">bananas@bananasinc.org</a></td>
<td><a href="http://www.bananasinc.org">www.bananasinc.org</a></td>
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Age Groups Your Trainings Cover:

- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☑ School-Age

Organization Summary:

BANANAS is a non-profit child care referral and support agency serving the diverse families in Northern Alameda County, California. We provide free parenting information, workshops and referrals to family child care, child care centers, preschools, babysitters, in-home caregivers, nannies, shares and playgroups. We provide subsidized child care for parents in need. We also offer training, workshops, classes and technical support to caregivers and child care programs to assure parents a wide selection of quality care.

Training Topics Offered:

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- ☑ Fiscal Management
- ☑ Getting Families Involved
- ☑ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☑ Integrating Academics and Enrichment

- ☐ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☐ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- ☐ Program Leadership
- ☑ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management for Children
- ☐ Violence Prevention
Training Topic One: Key Issues in Child Development: Infant/Toddler

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Please list any languages this service is available in (other than English): Spanish, Chinese and Vietnamese

Training/Coaching Description:
This training is designed to focus on growth and development, appropriate care, as well as relationships specifically related to infants and toddlers, ages 0-3.

Price/hourly rate: Negotiable depending on funding.

Participant Outcomes: After taking this training, participants will be able to:
- Identify the different stages of infant/toddler development and how to meet the individual needs of infants and toddlers
- Understand the care appropriate to the different stages of infant/toddler development
- Demonstrate effective ways to build relationships and communicate with diverse infants and toddlers and their families
- Differentiate varying child rearing practices and articulate strategies when practices differ from the home environment

Training methodologies:
Hands on Activities: 40%  Group discussions: 30%  Lecture: 10-15%  Other: (Self Reflection) 10-15%

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<thead>
<tr>
<th>Suggested length/frequency:</th>
<th>18 hours</th>
<th>Suggested audience size:</th>
<th>25-30</th>
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Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
(if there is a language barrier)

Training Topic Two: Introduction to Infant/Toddler Curriculum

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Please list any languages this service is available in (other than English): Spanish, Chinese and Vietnamese

Training/Coaching Description:
This training is designed to introduce curriculum appropriate to infants and toddlers based on child development principles. These principles include, but are not limited to, appropriate play, aesthetic and learning experiences including developing a lesson plan, use of materials and equipment, and creative activities to nurture the whole child. Provided are hands-on demonstrations of curriculum ideas and learning activities for infants and toddlers.

Price/hourly rate: Negotiable depending on funding

Participant Outcomes: After taking this training, participants will be able to:
- Assess the stage of development of each individual child in their care
- Identify the skills of each child relative to the developmental stage and the child's developing self-esteem
- Plan activities that promote the creative development of infants and toddlers and state the objective of each activity
- Develop curriculum activities that promote the cognitive, language, socio-emotional needs of infants and toddlers
- Set up an environment that meets the needs infants and toddlers

Training methodologies:
Hands on Activities: 45%  Group discussions: 30%  Lecture: 10%  Other: 15%

<table>
<thead>
<tr>
<th>Suggested length/frequency:</th>
<th>18 hours</th>
<th>Suggested audience size:</th>
<th>25-30</th>
</tr>
</thead>
</table>

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑  No ☐
(if there is a language barrier)
### Training Topic Three: Key Issues in Child Development: Preschool

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish, Chinese and Vietnamese</td>
<td></td>
</tr>
</tbody>
</table>

**Training/Coaching Description:**
This training is designed to focus on growth and development, appropriate care, as well as relationships specifically related to preschool children, ages 4-5.

**Price/hourly rate:** Negotiable depending on funding.

**Participant Outcomes:** After taking this training, participants will be able to:
- Identify the different stages of preschool development and how to meet the individual needs of infants and toddlers
- Understand the care appropriate to the different stages of preschool development
- Demonstrate effective ways to build relationships and communicate with diverse preschoolers and their families
- Differentiate varying child rearing practices and articulate strategies when practices differ from the home environment

**Training methodologies:**
- Hands on Activities: 40%
- Group discussions: 30%
- Lecture: 10-15%
- Other: (Self Reflection) 10-15%

**Suggested length/frequency:** 18 hours

**Suggested audience size:** 25-30

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

(if there is a language barrier)

### Training Topic Four: Introduction to Preschool Curriculum

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish, Chinese and Vietnamese</td>
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</tr>
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</table>

**Training/Coaching Description:**
This training is designed to introduce curriculum appropriate to preschool based on child development principles. These principles include, but are not limited to, appropriate play, aesthetic and learning experiences including developing a lesson plan, use of materials and equipment, and creative activities to nurture the whole child. Provided are hands-on demonstrations of curriculum ideas and learning activities for children 4-5 years old.

**Price/hourly rate:** Negotiable depending on funding

**Participant Outcomes:** After taking this training, participants will be able to:
- Assess the stage of development of each individual child in their care
- Identify the skills of each child relative to the developmental stage and the child's developing self-esteem
- Plan activities that promote the creative development of preschoolers and state the objective of each activity
- Develop curriculum activities that promote the cognitive, language, socio-emotional needs of preschoolers
- Set up an environment that meets the needs of preschool children

**Training methodologies:**
- Hands on Activities: 45%
- Group discussions: 30%
- Lecture: 10%
- Other: 15%

**Suggested length/frequency:** 18 hours

**Suggested audience size:** 25-30

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

(if there is a language barrier)
### Training Topic Five: Infant/Toddler Environment Rating Scale (ITERS) Training

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
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</table>

**Training/Coaching Description:**
Each participant will receive training on how to use the ITERS and will be given guided practice conducting assessments. The ITERS is specific to the care of infants and toddlers. Assessing the infant/toddler learning environment and analyzing the outcomes helps infant and toddler teachers to improve the quality of their programs.

**Price/hourly rate:** Negotiable depending on funding

**Participant Outcomes:** After taking this training, participants will be able to:
- Understand the use of the ITERS to assess the physical environment, basic care, curriculum, schedule, program, child teacher interaction, and parent and staff education of an infant/toddler aged setting
- Assess group-care programs for infants and toddlers 0-3 years old
- Learn ways to use the scale to improve infant and toddler learning environments

**Training methodologies:**
- Hands on Activities: 40%
- Group discussions: 30%
- Lecture: 15%
- Other: 15%

**Suggested length/frequency:** 9 hours

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
(if there is a language barrier)

### Training Topic Six: Early Childhood Environment Rating Scale (ECERS) Training

<table>
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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
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<td></td>
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</tbody>
</table>

**Training/Coaching Description:**
Each participant will receive training on how to use the ECERS and will be given guided practice conducting assessments. The ECERS is specific to the care of preschool aged children 4-5 years old. Assessing the preschool learning environment and analyzing the outcomes helps preschool teachers to improve the quality of their programs.

**Price/hourly rate:** Negotiable depending on funding

**Participant Outcomes:** After taking this training, participants will be able to:
- Understand the use of the ECERS to assess the physical environment, basic care, curriculum, schedule, program, child teacher interaction, and parent and staff education of a preschool aged setting
- Assess group-care programs for preschool children 4-5 years old
- Learn ways to use the scale to improve preschool learning environments

**Training methodologies:**
- Hands on Activities: 40%
- Group discussions: 30%
- Lecture: 15%
- Other: 15%

**Suggested length/frequency:** 9 hours

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
(if there is a language barrier)
Training Topic Seven: Inclusion is Diversity Training

Please select one: ☑ Training & Coaching □ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This training is designed to enhance the capacity of infant/toddler and preschool providers to care for children with disabilities. Focus is on how providers can make their programs more inclusive for the benefit of all children, including those with special needs. Participants will obtain increased awareness about disabilities, how to incorporate this into their programs, and how to care for children with special needs.

Price/hourly rate: Negotiable depending on funding

Participant Outcomes: After taking this training, participants will be able to answer:
- What is inclusion and how are quality infant/toddler and preschool programs the basis for inclusive care?
- What are the requirements and responsibilities of providers to include children 0-5 in the child care setting as required by the Americans with Disabilities Act?
- What are cerebral palsy and other disabilities that limit physical mobility?
- What are visual impairments and what are best ways to create and adapt a stimulating and learning environment for children who are blind or visually impaired?
- What is asthma and what are the effects asthma has on children? How to prevent acute asthma attacks and use medications and devices?

Training methodologies:
Hands on Activities: 35% Group discussions: 30% Lecture: 15% Other: 20%

Suggested length/frequency: 9 hours Suggested audience size: 25-30

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No □
(if there is a language barrier)

Training Topic Eight: Learning About and Working with Temperament

Please select one: ☑ Training & Coaching □ Consulting

Please list any languages this service is available in (other than English): Spanish, Chinese and Vietnamese

Training/Coaching Description:
This training is designed to teach how temperament affects children’s behavior and how to best live and work with inborn traits, focusing on ages 9 months to 5 years old.

Price/hourly rate: Negotiable depending on funding

Participant Outcomes: After taking this training, participants will be able to:
- Understand a temperament profile for the purpose of behavior guidance for specific age groups
- Understand traits and assessing both advantages and disadvantages in life’s situations
- Understand your own temperament and how it relates to child/adult and adult/adult interactions
- Know how temperament traits work well together for the good of the relationship

Training methodologies:
Hands on Activities: 40% Group discussions: 30% Lecture: 15% Other: 15%

Suggested length/frequency: 9 hours Suggested audience size: 25-30

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No □
(if there is a language barrier)
**Presenter References:**

Helen Neville  
Kaiser Permanente  
(510) 654-2018

Madeline Meyer-Riley  
Consultant  
(510) 331-8173

Martha Cueva  
Bahia School Age Program  
(510) 524-7300
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>BANDTEC: A Network for Diversity Training</td>
<td>Katherine Clifford or Lisa Lee, Co Chairs</td>
</tr>
</tbody>
</table>

Address:
5238 Claremont Avenue, Second Floor

City: State: Zip:  
Oakland CA 94618

Phone:  
(510) 658-9197

Email:  
bandtec@earthlink.net

Website:  
www.bandtec.org

Age Groups Your Trainings Cover:  
☑ Infants ☑ Toddlers ☑ Preschool ☑ School-Age

Organization Summary:  
BANDTEC, A Network of Diversity Trainers & Educators provides diversity training and onsite technical assistance through hands-on workshops, written materials developed by BANDTEC, leadership development, mentoring of diversity interns, community based discussion groups and out reach.

Training Topics Offered:  
☐ Environments ☐ Job Coaching  
☐ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources  
☐ Child Development ☐ Nutrition and Fitness  
☐ Circle Time Activities ☐ Program Planning  
☐ Conference Planning/Coordination ☐ Program/Business Management  
☑ Culturally Responsive Care ☐ Program Leadership  
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice  
☐ Documentation and Observation ☐ Selecting and Supervising Staff  
☐ Fiscal Management ☐ Social-Emotional Development (I/T)  
☐ Getting Families Involved ☐ Social-Emotional Development (pre-k)  
☐ Grant Writing ☑ Stress Management/Self Care  
☐ Infant/Toddler Care ☑ Stress Management For Children  
☐ Including Children with Special Needs ☑ Violence Prevention  
☐ Integrating Academics and Enrichment
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
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- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Public Education Forums on Issues of Diversity and Early Childhood Education

Please select one:  ☑ Training & Coaching  ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
The Public Education Forums provides a full-day and part day large group workshops beginning with a plenary presentation followed by more in-depth small group discussions or workshop topics related to the issues discussed in the plenary presentation. Participants through the use of scenarios are taught to use BANDTEC's process for addressing diversity conflicts and issues called REACH to address issues of diversity in their own workplace and in their personal lives such as racism, bias, power, culture, language.

Price/hourly rate: Varies based on other sponsorships

Participant Outcomes:
- Develop a deeper understanding of how issues of diversity impact children’s development including identity development and self esteem
- Improve self-reflection skills
- Increased ability to address the everyday conflict and confusion that arise between children, parents and teachers around issues of diversity

Training methodologies:
Hands on Activities:15%  Group discussions:40%  Lecture:15%  Other:30%

Suggested length/frequency: 4 – 6 hours  Suggested audience size: 40 - 60

Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff*
- ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Training Topic Two: Diversity Leadership Training Program and the Diversity Internship Program

Please select one: ☑ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
The Diversity Leadership Training Program provides on-site in-depth, training and technical assistance around issues of diversity specific to the needs of an individual program, agency, or organization. There are three components to this model: Group or team training, mentoring of the agency identified diversity leader and technical assistance. The Diversity Internship Program trains a cadre of practitioner-leaders from up to 5 early care and education organizations on issues of diversity. Each program selects one individual as their designated intern who receives one-one mentoring by the BANDTEC diversity trainer.

Price/hourly rate: Varies based on other sponsorships

Participant Outcomes:
- Build internal capacity for programs to support and nurture practitioners in meeting the varied and needs of children and their families in our increasingly diverse communities.
- Develop internal methods and practices for addressing the everyday conflict and misunderstandings around issues of diversity.
- Increased understanding of diversity in early care and education programs and its’ impact on children’s development including identity development and self esteem

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities: 25%</th>
<th>Group discussions: 45%</th>
<th>Lecture: 15%</th>
<th>Other: 15%</th>
</tr>
</thead>
</table>

Suggested length/frequency: 6 – 12 month program

Suggested audience size: 20 for group sessions/5 Interns for internship program

Target audience:
☐ New Line staff ☑ New Administrators ☐ Advanced Line Staff ☐ Advanced Administrators

Coaching Available on Topic? ☑ Yes ☐ No ☐

Presenter References:
Elizabeth Acosta Crocker
Director of Children and Family Services
Unity Council
(510) 535-6949

Nancy Soto
Chabot College
(510) 723-7629

Judy Berry
Taylor Mountain CDC
(707) 829-8736
Organization Information:

Organization Name: Paul Belz, freelance environmental educator
Main Contact: Paul Belz

Address: PO Box 11507
City: Oakland  State: CA  Zip: 94611
Phone: 510-547-4082
Fax:
Email: pgb@igc.org
Website: www.earthkidssite.net

Age Groups Your Trainings Cover:
- Infants  ☑ Toddlers  ☑ Preschool  ☑ School-Age

Organization Summary:
Young children grow cognitively, emotionally, socially and physically when they can safely explore the natural world around them. They learn to empathize with their wild neighbors and develop into environmentally conscious citizens. Teachers can share hands-on environmental education activities in any setting!

Training Topics Offered:
- ☑ Environments  ☑ Job Coaching
- ☑ Behavior Guidance for Various Age Groups  ☑ Managing Multiple Contract Sources
- ☑ Child Development  ☑ Nutrition and Fitness
- ☑ Circle Time Activities  ☑ Program Planning
- ☑ Conference Planning/Coordination  ☑ Program/Business Management
- ☑ Culturally Responsive Care  ☑ Program Leadership
- ☑ (DRDP) Desired Results Assessment  ☑ Reflective Practice
- ☑ Documentation and Observation  ☑ Selecting and Supervising Staff
- ☑ Fiscal Management  ☑ Social-Emotional Development (I/T)
- ☑ Getting Families Involved  ☑ Social-Emotional Development (pre-k)
- ☑ Grant Writing  ☑ Stress Management/Self Care
- ☑ Infant/Toddler Care  ☑ Stress Management For Children
- ☑ Including Children with Special Needs  ☑ Violence Prevention
- ☑ Integrating Academics and Enrichment  ☑
- ☑ Other: Science activities, environmental education activities, outdoor activities
Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Early Childhood Environmental Education

<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>Many researchers comment on children’s lack of contact with the natural world that surrounds them. My workshops introduce teachers to hands-on, experiential activities they can present in wild areas, Suburban parks, urban schoolyards and other settings. Participants take part in these activities, and I encourage them to share lessons they present to their students. Environmental education activities deepen the early childhood curriculum and help children relate their skills to the real world. These safe and simple activities guide children to care for local nature and for each other.</td>
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<thead>
<tr>
<th>Price/hourly rate: $50 - $75/hour</th>
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<table>
<thead>
<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Exposure to environmental education activities, ability to develop activities for teachers’ own students.</td>
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<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 65%</td>
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<thead>
<tr>
<th>Suggested length/frequency: 1.5 – 2 hours</th>
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<table>
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<tr>
<th>Suggested audience size: 6-20</th>
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<tr>
<th>Target audience:</th>
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<tbody>
<tr>
<td>☑ New Line staff</td>
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<table>
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<tr>
<th>Coaching Available on Topic?</th>
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<tbody>
<tr>
<td>Yes ☑ No ☐</td>
</tr>
</tbody>
</table>

Presenter References:

Joya Chavarin
Bananas Inc.
510-548-6354

Chrystal Shreck
Planet Drum Foundation
415-285-6556

Connie Loosli
Lindsay Wildlife Museum
925-935-1978
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name: Birth to Three and Beyond</th>
<th>Main Contact: Dora Pulido-Tobiassen</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Address:</strong> 9990 Sigourney Avenue</td>
<td></td>
</tr>
<tr>
<td><strong>City:</strong> Oakland</td>
<td><strong>State:</strong> CA</td>
</tr>
<tr>
<td><strong>Zip:</strong> 94605</td>
<td><strong>Phone:</strong> 510-813-7096</td>
</tr>
<tr>
<td><strong>Fax:</strong> 510-635-7096</td>
<td><strong>Email:</strong> <a href="mailto:b3b@sbcglobal.net">b3b@sbcglobal.net</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**

- Infants
- Toddlers
- Preschool
- School-Age

**Organization Summary:**

Our mission is to bring together and train diverse groups of individuals, preparing them to become leaders in the birth-to-three and beyond community. We are dedicated to equity in education and developing a community of competent, joyful, and successful life-long learners.

**Training Topics Offered:**

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment

- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
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- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training & Consultation Topic One: Environments

Please select one: ☑️ Training & Coaching  ☑️ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultants have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

Price/hourly rate: Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

Participant Outcomes:
Understanding of the importance of environments and how environments can support both the staff and the children’s interactions. Each space has an identity and a purpose, and is flexible and open to change. Opportunities open for engaging children in experimentation and exploration in comfortable, organized spaces enhance the relationships and supports the learning processes of the inhabitants of the school community. Outcomes will be measurable and related to the identified needs of the program in the action plan.

Training methodologies:
Hands on Activities: 35%  Group discussions: 35%  Lecture: 15%  Other: 15%

Suggested length/frequency:
Packages negotiated and flexible to reflect program needs and action plan

Suggested audience size: 5-15

Target audience:
☒ New Line staff  ☑️ New Administrators  ☐ Advanced Line staff  ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑️  No ☐
### Training & Consultation Topic Two: Behavior Guidance for Various Age Groups

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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</table>

#### Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use as our training materials curriculum developed by Birth to Three and Beyond taken from materials developed by the consultants and others depending on the context.

**Price/hourly rate:** Training: Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

#### Participant Outcomes:
- Personal reflection of practices
- Communication and negotiation skills enhanced.
- Problem solving techniques explored and training and coaching on classroom practices. Emphasis on understanding temperaments.
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in their action plan

#### Training methodologies:
- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

#### Suggested length/frequency:
Packages negotiated and flexible to reflect program needs and action plan

#### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

#### Coaching Available on Topic?
- Yes ☑  No ☐
## Training & Consultation Topic Three: Child Development

<table>
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<tr>
<th>Please select one:</th>
<th>☑️ Training &amp; Coaching</th>
<th>☑️ Consulting</th>
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Please list any languages this service is available in (other than English): Spanish

### Training/Consulting or Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use as our training materials curriculum developed by Birth to Three and Beyond taken from materials developed by the consultants and others depending on the context.

### Price/hourly rate:

<table>
<thead>
<tr>
<th>Service</th>
<th>Rate per hour</th>
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<tbody>
<tr>
<td>Training</td>
<td>$125</td>
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<tr>
<td>Consulting</td>
<td>$100</td>
</tr>
<tr>
<td>Coaching</td>
<td>$85</td>
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</tbody>
</table>

### Participant Outcomes:

Child Development: allows teachers and families to fully understand children’s development and also their own. Each child is unique and comes with its own identity and family culture. Understanding development and the child’s home culture allows the teachers to fully support each child’s developing sense of self. Outcomes will be measurable and related to the identified needs of the program in their action plan.

### Training methodologies:

<table>
<thead>
<tr>
<th>Methodology</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Hands on Activities</td>
<td>35%</td>
</tr>
<tr>
<td>Group discussions</td>
<td>35%</td>
</tr>
<tr>
<td>Lecture</td>
<td>15%</td>
</tr>
<tr>
<td>Other</td>
<td>15%</td>
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</table>

### Suggested length/frequency:

Packages negotiated and flexible to reflect program needs and action plan

| Suggested audience size | 10 - 15 |

### Target audience:

- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

### Coaching Available on Topic?

- Yes ☑️
- No ☐
Training & Consultation Topic Four: Culturally Responsive Care

Please select one: ☐ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program has identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes.

The action plan will detail the site’s need for training, consulting and technical assistance. We will use as our training materials curriculum developed by Birth to Three and Beyond taken from materials developed by the consultants and others depending on the context.

Price/hourly rate: Training : $125 per hour  Consulting: $100 per hour  Coaching: $85 per hour

Participant Outcomes:
- Personal reflection of practices
- Communication and negotiation skills enhanced
- Intake and day to day communication reviewed to reflection the culture of the community served
- Environment and curriculum analysis and enhancement to reflect the children and families served
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in their action plan.

Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>35%</td>
<td>35%</td>
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<td>15%</td>
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</tbody>
</table>

Suggested length/frequency:
Planning and consulting for development of action plan one month with 3 to 4 two hour meetings. Monthly 3 hour training meetings. One hour coaching for each individual and/or classrooms monthly. This consultation, training and technical assistance will be implemented over a 9 months to one year period.

Suggested audience size: 10 to 15

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
### Training & Consultation Topic Five: Getting Families Involved

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☑ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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</tbody>
</table>

#### Training/Coaching or Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program has identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

#### Price/hourly rate:

- Training: $125 per hour
- Consulting: $100 per hour
- Coaching: $85 per hour

#### Participant Outcomes:

- Personal reflection of practices
- Communication and negotiation skills enhanced
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plan.

#### Training methodologies:

- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

#### Suggested length/frequency:

Planning and consulting for development of action plan one month with 3 to 4 two hour meetings. Monthly 3 hour training meetings. One hour coaching for each individual and/or classrooms monthly. This consultation, training and technical assistance will be implemented over a 9 months to one year period.

#### Target audience:

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

#### Coaching Available on Topic? Yes ☑ No ☐
## Training & Consultation Topic Five: DRDP - Desired Results

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☑ Consulting</th>
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</table>

Please list any languages this service is available in (other than English): Spanish

### Training/Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

### Price/hourly rate:

- Training: $125 per hour
- Consulting: $100 per hour
- Coaching: $85 per hour

### Participant Outcomes:

- Scoring and understanding the DRDP
- How to use the DRDP to individualize and document curriculum.
- Creation of documentation
- Outcomes will be measurable and related to the identified needs of the program in the action plan

### Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities: 35%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 15%</th>
<th>Other: 15%</th>
</tr>
</thead>
</table>

### Suggested length/frequency:

- Packages negotiated and flexible to reflect program needs and action plan
- Suggested audience size: 5-15

### Target audience:

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

### Coaching Available on Topic? Yes ☑ No ☐
### Training/Consulting or Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators, and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

### Price/hourly rate:
- Training: $125 per hour
- Consulting: $100 per hour
- Coaching: $85 per hour

### Participant Outcomes:
Documentation and Observation is also used as a means of reflection for the teachers, and to help in revisiting the ideas of the children and others involved in the learning community of the school. Documentation helps in understanding the value, for both children and adults, of important, well thought out experiences with children and the articulation of those experiences. Outcomes will be measurable and related to the identified needs of the program in the action plan.

### Training methodologies:
- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

### Suggested length/frequency:
Consultancy(Consultation, Training and Technical Assistance) Packages negotiated and flexible to reflect program needs and action plan

### Suggested audience size:
5 - 15

### Target audience:
- New Line staff
- New Administrators
- Advanced Line staff
- Advanced Administrators

### Coaching Available on Topic?
- Yes
- No
Training & Consultation Topic Seven: Getting Families Involved

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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</thead>
</table>

Please list any languages this service is available in (other than English): Spanish

**Training/Coaching or Consulting Service Description:**
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

**Participant Outcomes:**
- Personal reflection of practices
- Communication and negotiation skills enhanced
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plan

**Training methodologies:**
Hands on Activities: 35%  Group discussions: 35%  Lecture: 15%  Other: 15%

**Suggested length/frequency:**
Packages negotiated and flexible to reflect program needs and action plan

**Suggested audience size:** 5-15

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
**Training & Consultation Topic Eight**: Infant Toddler Care

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<thead>
<tr>
<th>Please select one:</th>
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<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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</table>

**Training/Coaching or Consulting Service Description:**
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

**Participant Outcomes:**
- Personal reflection of practices
- Review of components of high quality Infant toddler care and their implementation with children and families.
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plan

**Training methodologies:**
- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

**Suggested length/frequency:**
Packages negotiated and flexible to reflect program needs and action plan

**Suggested audience size:** 5 - 15

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑  No ☐
Training & Consultation Topic Nine: Including Children with Special Needs

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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</table>

Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
Including Children with Special Needs: If we can know each child individually, know their background, temperament, family culture and history, special rights/needs, then the individual needs for each and every child becomes easier. Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

**Training methods:**
- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

**Suggested length/frequency:**
- Packages negotiated and flexible to reflect program needs and action plan
- **Suggested audience size:** 5 - 15

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
Training & Consultation Topic Ten: Integrating Academics and Enrichment

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
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</table>

Please list any languages this service is available in (other than English): Spanish

**Training/Coaching or Consulting Service Description:**

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

**Participant Outcomes:**

- The importance of selecting and organizing materials,
- Engaging children in experimentation and exploration,
- Reflecting on and revisiting ideas of the children,
- Routines—every day experiences discussed and developed—conversations expand children’s use of language and practice of language for academic abilities later in school
- All support the children’s curiosity and natural urge to learn and engage in their world.
- Outcomes will be measurable and related to the identified needs of the program in the action plan

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>35%</td>
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</table>

**Suggested length/frequency:**

Packages negotiated and flexible to reflect program needs and action plan

**Target audience:**

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐
Training & Consultation Topic Eleven: Nutrition and Fitness

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

Price/hourly rate: Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

Participant Outcomes:
• Personal reflection of practices
• Understanding the importance of a balanced diet for each age group
• Understanding the importance of routines, including mealtimes as a time for building relationships
• Food Program
• Developing Menus
• Developing an appreciation of mealtimes together—a time to reflect and think about the day.
• Everyday conversation expands children’s use of language and practice for academic abilities later in school
• Outcomes will be measurable and related to the identified needs of the program in the action plan

Training methodologies:
Hands on Activities: 35%  Group discussions: 35%  Lecture: 15%  Other:15%

Suggested length/frequency:
Packages negotiated and flexible to reflect program needs and action plan

Suggested audience size: 5 - 15

Target audience:
☑️ New Line staff  ☑️ New Administrators  ☑️ Advanced Line staff  ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
**Training & Consultation Topic Twelve: Program Planning**

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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**Please list any languages this service is available in (other than English):** Spanish

**Training/Consulting or Coaching Service Description:**

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

**Participant Outcomes:**
- Communication and negotiation skills enhanced
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plans

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 35%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 15%</th>
<th>Other: 15%</th>
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</table>

**Suggested length/frequency:**

Packages negotiated and flexible to reflect program needs and action plan

<table>
<thead>
<tr>
<th>Target audience:</th>
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<tbody>
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<td>☑ New Line staff</td>
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</table>

**Coaching Available on Topic?**

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<tr>
<th>Yes ☑ No ☐</th>
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Suggested audience size: 5 - 15
## Training & Consultation Topic Thirteen: Program Leadership

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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### Training/Coaching or Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program has identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

### Price/hourly rate:

- Training $125 per hour
- Consulting $100 per hour
- Coaching $85 per hour

### Participant Outcomes:

- Reflection of practice
- Communication and negotiation skills enhanced
- Systems, policies and strategies implemented to support ongoing interactions and communication with families by staff (administration and line staff)
- Review and revision of program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plan

### Training methodologies:

- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

### Suggested length/frequency:

- Packages negotiated and flexible to reflect program needs and action plan
- Suggested audience size: 5 - 15

### Target audience:

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

### Coaching Available on Topic?

- Yes ☑ No ☐
### Training & Consultation Topic Fourteen: Reflective Practice

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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Please list any languages this service is available in (other than English): Spanish

#### Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance.

We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

**Price/hourly rate:** Training $125 per hour  Consulting $100 per hour  Coaching $85 per hour

#### Participant Outcomes:
- Personal reflection of practices
- Communication and negotiation skills enhanced
- Systems, policies and strategies implemented to support ongoing reflection of interactions and communication with families by staff (administration and line staff)
- Reflective practice incorporated in the program policies and procedures
- Outcomes will be measurable and related to the identified needs of the program in the action plan

#### Training methodologies:
- Hands on Activities: 35%
- Group discussions: 35%
- Lecture: 15%
- Other: 15%

#### Suggested length/frequency:
Packages negotiated and flexible to reflect program needs and action plan

**Suggested audience size:** 5 - 15

#### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
### Training & Consultation Topic Fifteen: Social Emotional Development (I/T)

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<th>Please select one:</th>
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<tr>
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<tr>
<td>☑ Consulting</td>
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Please list any languages this service is available in (other than English): Spanish

#### Training/Coaching or Consulting Service Description:

Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance.

We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>Training $125 per hour</th>
<th>Consulting $100 per hour</th>
<th>Coaching $85 per hour</th>
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</table>

#### Participant Outcomes:

Social-Emotional Development is crucial to children’s ability to function fully in the world. Understanding the development of the social emotional world of children birth through 8, allows both the teachers and families to provide the best opportunities for children to be fully engaged in relationships throughout their lives. Outcomes will be measurable and related to the identified needs of the program in the action plan.

#### Training Methodologies:

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<tr>
<th>Hands on Activities: 35%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 15%</th>
<th>Other: 15%</th>
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#### Suggested length/frequency:

Packages negotiated and flexible to reflect program needs and action plan

Suggested audience size: 5 - 15

#### Target audience:

☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

#### Coaching Available on Topic?

Yes ☑ No ☐
Training & Consultation Topic Sixteen: Social Emotional Development

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<tr>
<th>Please select one:</th>
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<th>☑ Consulting</th>
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Please list any languages this service is available in (other than English): Spanish

Training/Coaching or Consulting Service Description:
Our work will be contextual in relation to the program’s needs. Training and technical assistance will be offered after the program and consultant have identified specific needs and desired outcomes related to this topic. During the planning phase all key players will participate in the creation of the plan; line staff, administrators and parents. Participants will develop a site specific action plan with goals, outcomes, and a timeline. Evaluation strategies will be defined with measurable outcomes. The action plan will detail the site’s need for training, consulting and technical assistance. We will use training materials curriculum developed by the consultant at Birth to Three and Beyond and others depending on the context.

Price/hourly rate: Training $125 per hour Consulting $100 per hour Coaching $85 per hour

Participant Outcomes:
Social-Emotional Development is crucial to children’s ability to function fully in the world. Understanding the development of the social emotional world of children birth through 8, allows both the teachers and families to provide the best opportunities for children to be fully engaged in relationships throughout their lives. Outcomes will be measurable and related to the identified needs of the program in the action plan.

Training methodologies:
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<th>Hands on Activities: 35%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 15%</th>
<th>Other: 15%</th>
</tr>
</thead>
</table>

Suggested length/frequency:
Packages negotiated and flexible to reflect program needs and action plan

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:
Ticia Casanova  
Via Nova Preschool  
3021 Martin Luther King Jr. Way  
Berkeley, CA  
510-848-6682

Aida White  
CAPE Horizon  
1328 Conannon Blvd  
Livermore, CA 94550  
925-443-3434

Tracey Black  
San Antonio Even Start  
150 Frank H. Ogawa Plaza  
Oakland, CA 94612  
510-238.2317
Organization Information:

Organization Name: BlueSkies for Children
Main Contact: Abby Pletcher

Address: 3021 Brookdale Ave.

City: Oakland State: CA Zip: 94602

Phone: 510-261-1076 Fax: 510-261-0284
Email: abbyp@blueskies4children.org
Website: www.blueskies4children.org

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☐ School-Age

Organization Summary:
BlueSkies for children is a full-time working model child care center serving children 0-5 for 25 years. We offer early childhood education classes and workshops on site for people working in the field. Our experienced staff also offers trainings and consultation to individuals and child care programs on various topics pertaining to the day-to-day care of groups of children.

Training Topics Offered

☑ Environments ☐ Job Coaching
☑ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☐ Child Development ☐ Nutrition and Fitness
☐ Circle Time Activities ☐ Program Planning
☐ Conference Planning/Coordination ☐ Program/Business Management
☐ Culturally Responsive Care ☐ Program Leadership
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice
☐ Documentation and Observation ☐ Selecting and Supervising Staff
☐ Fiscal Management ☐ Social-Emotional Development (I/T)
☐ Getting Families Involved ☐ Social-Emotional Development (pre-k)
☐ Grant Writing ☐ Stress Management/Self Care
☐ Infant/Toddler Care ☐ Stress Management For Children
☐ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
☑ Other: The Home/School Hybrid (providing quality full-day care)
### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Preschool Environments

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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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**Training/Coaching Description:**
Trainings are available on preparing aesthetically pleasing, interesting indoor and outdoor environments for preschoolers. Trainings in this area will discuss development and what is appropriate for the specific age-group being served. Special attention will be placed on creating an environment that is meaningful for children, facilitates play and provides free choice while maximizing learning. This training will also help teachers think about how the environment impacts classroom behavior.

**Price/hourly rate:** $60/hour

**Participant Outcomes:**
Participants will have new, concrete ideas for their environment and understand how the environment functions as an important teaching tool.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 30%
- Lecture: 40%
- Other: ____%

**Suggested length/frequency:** 4 hours total over 2 sessions

**Suggested audience size:** 25

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

#### Training Topic Two: Toddler Environments

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**Training/Coaching Description:**
This workshop will demonstrate how a thoughtful presentation of environment and materials for older toddlers eliminates frustrations and supports a smoother day in group care. Licensing allows two-year-olds to be grouped with infants or with nursery school children, but their needs are distinctive, particularly defined at the front end by the drive for autonomy and at the back by emerging social interest. We will discuss developmentally appropriate environments for older toddlers, particularly noting the implications of the "social shift" at 2-1/2 out of strictly solitary or parallel play into emerging associative play.

**Price/hourly rate:** $60/hour

**Participant Outcomes:**
At the end of this session, participants will have new ideas about:
- The role of the teacher as a facilitator for the child’s play, rather than as a manager of the play
- How to factor the toddler’s emotional development into classroom set-up
- How to set up spaces for independent play

**Training methodologies:**
- Hands on Activities: ____%
- Group discussions: 30%
- Lecture: 70%
- Other: ____%

**Suggested length/frequency:** 90-120 minutes

**Suggested audience size:** 10 - 30

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
### Training Topic Three: The Hybrid School

**Please select one:** ☑ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):** n/a

**Training/Coaching Description:**
Belief, vision, and implementation are essential for a complete and wholesome childhood for infants, toddlers, and preschoolers who are out of the home all day. This workshop helps participants identify the components that create a healthy, balanced childhood, and reflect on their program’s capacity to address these areas. In addition to developing more comprehensive programs for children, the participants will develop a stronger ability to articulate and communicate, to parents and staff, the intentionality that creates a tailored blend of home and school experiences for children.

**Price/hourly rate:** $60/hour

**Participant Outcomes:**
The foremost learning outcome will be awareness, leading to a new level of intentionality in addressing children’s needs. Second, participants will have the opportunity to brainstorm as a group about what those differences between the traditional pictures of “home” and “school” are, and what the children learn through those experiences. Third, the group will begin translating, thinking about how to incorporate the essential aspects of “home” learning into days with large groups of children. Finally, participants will apply these ideas to their own programs.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities:</th>
<th>Group discussions:</th>
<th>Lecture:</th>
<th>Other:</th>
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<tbody>
<tr>
<td>_______%</td>
<td>30%</td>
<td>50%</td>
<td>20%</td>
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**Suggested length/frequency:** 90-120 minutes

**Suggested audience size:** 10 - 50

**Target audience:**
- ☐ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Five: Helping Children Behave Themselves

**Please select one:** ☑ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):** n/a

**Training/Coaching Description:**
Classroom teachers are often frustrated by children who seem unable to conform to the needs of the group. This workshop teaches strategies for careful observation and analysis that will help teachers provide environments for children in which the children can succeed.

**Price/hourly rate:** $60/hour

**Participant Outcomes:**
Teachers will come away with an array of strategies to use in evaluating and solving classroom behavior problems. However, as it takes time to learn to use these strategies, it is best to use this workshop as a springboard to an on-going consulting relationship.

**Training methodologies:**

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<thead>
<tr>
<th>Hands on Activities:</th>
<th>Group discussions:</th>
<th>Lecture:</th>
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<td>_______%</td>
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**Suggested length/frequency:** 60-90 minutes to begin, followed by observation/consultations twice a month

**Suggested audience size:** 5 - 20

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ Strongly suggested as a six month project ☑ No ☐
**Consulting Topic One**: Behavior Guidance

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Please list any languages this service is available in (other than English): n/a

**Consulting Service Description:**
Have an aggressive child in your classroom you don’t know what to do with? Have a withdrawn or shy child you are having a difficult time reaching? Have an especially difficult time of day? Have a challenging child and need some support? One of our qualified experts may be able to help. We will come and observe your classroom, the children, your teaching and environment and help you develop some solutions.

**Price/hourly rate:** $50/hour

**Presenter References:**
Available upon request
**Organization Information:**

<table>
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<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Blue Thistle Consulting</td>
<td>Oscar Wolters-Duran</td>
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<tr>
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<tbody>
<tr>
<td>99 Longridge Road</td>
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<tr>
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<tr>
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<tr>
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<tbody>
<tr>
<td>(800) 805-8918</td>
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<tr>
<td><a href="mailto:oscar@bluethistleconsulting.com">oscar@bluethistleconsulting.com</a></td>
<td><a href="http://www.bluethistleconsulting.com">www.bluethistleconsulting.com</a></td>
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<th>Age Groups Your Trainings Cover:</th>
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<tr>
<td>☑ Infants</td>
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**Organization Summary:**

Oscar Wolters-Duran has fifteen years experience as a teacher, principal, program director and trainer for afterschool and weekend programs serving youth of all ages. He’s a dynamic and experienced trainer, leading highly interactive trainings where participants have opportunities to plan and create.

**Training Topics Offered:**

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- ☑ Fiscal Management
- ☑ Getting Families Involved
- ☑ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☑ Integrating Academics and Enrichment
- ☑ Other: Time Management, Project-Based Learning
- ☑ Job Coaching
- ☑ Managing Multiple Contract Sources
- ☑ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- ☑ Program Leadership
- ☑ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management For Children
- ☑ Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
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- Infant/Toddler Care
- Including Children with Special Needs
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- Other: Project-Based Learning
- Job Coaching
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- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Desired Results Assessment

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do you and your staff find the DRPD assessment tools confusing or difficult to implement? Would you like to gather the information in a way that doesn’t take away from time you could be spending working with the children? This workshop will help you understand how to make the tools work for you, as a template to use when planning programs and activities. It will also help you to set up systems and processes to implement the tools as painlessly as possible.

Price/hourly rate: $120/hour

Participant Outcomes:
- Understand uses and value of evaluation tools
- Gain experience using DPRD instruments
- Know how to use DPRD outcomes to design activities that support multiple outcomes
- Able to set up systems to make DPRD assessment as efficient as possible

Training methodologies:
Hands on Activities: 30%  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 3 hour workshop  Suggested audience size: 5 to 10

Target audience:
☐ New Line staff**  ☑ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

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Training Topic Two: Getting Families Involved

Please select one: ☐ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do you only see family members at pick-up time? Do you sometimes think involving family members is more trouble than it’s worth? In this interactive workshop we’ll explore why bringing families members into your program activities in a thoughtful way can provide many benefits to your children and the program overall. To prevent problems, we’ll discuss ways to prepare family for their involvement and to troubleshoot if problems occur.

Price/hourly rate: $120/hour

Participant Outcomes:
• Understand how family participation can improve a program
• Know how to prepare family members so their involvement has the greatest benefit
• Be prepared to deal with problems that may arise
• Able to set up systems and processes to ensure that the family volunteers fit smoothly into the day

Training methodologies:
Hands on Activities: 30 %  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 3 hour workshop  Suggested audience size: 5 to 10

Target audience:
☐ New Line staff ☐ New Administrators ☐ Advanced Line staff ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Training Topic Three: Grant Writing

Please select one: ☐ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Does the prospect of writing grant proposals make you break out into cold sweats? Are you unsure of where to find out about available grants or other funding sources? I’ll help you understand the different types of funding available and the pros and cons to each one. We’ll also discuss different sources and strategies for finding out about funding opportunities. Finally, we’ll explore how to write and talk about our programs so that they are compelling to potential funders.

Price/hourly rate: $120/hour

Participant Outcomes:
• Understand different types of fundraising: foundations, government grants, individual donations
• Know why and how to tell the program’s story in a way that is compelling to potential funders
• Know where to find information about grants

Training methodologies:
Hands on Activities: 30 %  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 3 hour workshop  Suggested audience size: 5 to 10

Target audience:
☐ New Line staff ☐ New Administrators ☐ Advanced Line staff ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Training Topic Four: Program Planning

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Are your program activities becoming stale? Do they reflect the interests of the staff rather than the children? In this workshop, we’ll discuss how to build activities based on the children’s interests. We’ll explore how to include multiple learning and enrichment outcomes in each activity and how to easily measure if those outcomes were met. If your program uses DPRD assessment forms, we’ll discuss strategies for using them as a template for program planning.

Price/hourly rate: $120/hour

Participant Outcomes:
- Understand how to plan activities that are youth-centered
- Know how to incorporate multiple learning outcomes in each activity
- Able to quickly assess if learning outcomes were met

Training methodologies:
Hands on Activities: 30%  Group discussions: 40%  Lecture: 20%  Other: 10%

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐

Training Topic Five: Time Management

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do you find that there are too few hours in the day to accomplish all you want? Are you tired and frazzled when you get home? Do you find it hard to say no to new requests? This workshop is for those of you who want to find tools and strategies to be able to organize your tasks, prioritize activities, and make more time for energizing activities and time with family and friends. We’ll explore online and paper organizing systems, and the newest time management systems.

Price/hourly rate: $120/hour

Participant Outcomes:
- Know how to move the “to do list” from your mind to a trusted system
- Understand why and how to simplify activities so that there is more time for the highest impact activities
- Understand why and how to schedule time to refresh and reenergize the mind and body
- Able to use rhythms of the day to be the most productive

Training methodologies:
Hands on Activities: 30%  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 2 hour workshop and 2 hour follow up several months later  Suggested audience size: 5 to 10

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐
Training Topic Six: Project-Based Learning

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do the children in your program seem to lack interest in activities? Are you bored leading the same activities over and over again? This workshop will help you create exciting, outcome-based activities that have real-world results. We’ll explore how to hand over the responsibility of choosing a project to the children, how to incorporate learning outcomes, and how to involve family members and the broader community.

Price/hourly rate: $120/hour

Participant Outcomes:
- Understand value and importance of project-based learning
- Able to create child-centered projects
- Understand how to incorporate multiple learning outcomes into projects
- Able to create valuable inter-generational interaction through project

Training methodologies:
Hands on Activities: 30%  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 3-5 hour workshop  Suggested audience size: 5 to 10

Target audience:
☑️ New Line staff  ☐ New Administrators  ☑️ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑️ No ☐

Training Topic Seven: Integrating Academics and Enrichment

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do your program activities seem to have little connection to integrating academics? Do the children seem reluctant to spend time on schoolwork after a full day in class? Learn how to incorporate academic and enrichment outcomes into fun activities that chosen by the children. We’ll also explore how quickly measure if outcomes are being met.

Price/hourly rate: $120/hour

Participant Outcomes:
- Able to incorporate academic and enrichment outcomes into child-centered activities
- Understand the best practices in youth development
- Know how to easily measure academic and personal enrichment outcomes

Training methodologies:
Hands on Activities: 30%  Group discussions: 40%  Lecture: 20%  Other: 10%

Suggested length/frequency: 3-5 hour workshop  Suggested audience size: 5 to 10

Target audience:
☑️ New Line staff  ☑️ New Administrators  ☑️ Advanced Line staff  ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑️ No ☐
**Consultation Topic One:** Desired Results Assessment

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**Consulting Service Description:**
Do you and your staff find the DRPD assessment tools confusing or difficult to implement? Would you like to gather the information in a way that doesn’t take away from time you could be spending working with the children? I offer consulting services to help you understand how to make the tools work for you, as a template to use when planning programs and activities. It will also help you to set up systems and processes to implement the tools as painlessly as possible. If desired Blue Thistle Consulting can assist you in implementing the tools and completing reports.

**Price/hourly rate:** $120/hour

**Coaching Available on Topic?** Yes ☑ No □

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**Consultation Area Two:** Getting Families Involved

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**Consulting Service Description:**
Do you only see family members at pick-up time? Do you sometimes think involving family members is more trouble than it’s worth? Blue Thistle Consulting can help you integrate families members into your program activities in a thoughtful way that provides many benefits to your children and the program overall. To prevent problems, we’ll help you to prepare families for their involvement and to troubleshoot if issues arise.

**Price/hourly rate:** $120/hour

**Coaching Available on Topic?** Yes ☑ No □

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**Consultation Topic Three:** Grant Writing

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**Consulting Service Description:**
Does the prospect of writing grant proposals make you break out into cold sweats? Are you unsure of where to find out about available grants or other funding sources? Blue Thistle Consulting can help you understand the different types of funding available and the pros and cons to each one. We’ll help you find different sources and strategies for finding out about funding opportunities. Finally, we’ll help you to write and talk about your programs so that they are compelling to potential funders. If desired, we can write grant proposals for your organization.

**Price/hourly rate:** $120/hour

**Coaching Available on Topic?** Yes ☑ No □
### Consultation Topic Four: Program Planning

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Please list any languages this service is available in (other than English):

**Consulting Service Description:**
Are your program activities becoming stale? Do they reflect the interests of the staff rather than the children? Blue Thistle Consulting can help you build activities based on the children’s interests, and that include multiple learning and enrichment outcomes in each activity. We can help you to easily measure if outcomes are met. If your program uses DPRD assessment forms, we can help you use them as a template for program planning.

**Price/hourly rate:** $120/hour

Coaching Available on Topic?  Yes ☑  No ☐

### Consultation Topic Six: Project-Based Learning

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Please list any languages this service is available in (other than English):

**Consulting Service Description:**
Do the children in your program seem to lack interest in activities? Are you bored leading the same activities over and over again? Blue Thistle Consulting can help you create exciting, outcome-based activities that have real-world results. We’ll help you hand over the responsibility of choosing a project to the children; to incorporate learning outcomes; and to involve family members and the broader community.

**Price/hourly rate:** $120/hour

Coaching Available on Topic?  Yes ☑  No ☐

### Presenter References:

**Care Standley**
Albany Children’s Center
(510) 525-8609
Provided workshops on:
- Integrating the School Day Curriculum
- Effective Program Planning

**Ron Halog**
Ala Costa Center
[ron@alacostacenter.org](mailto:ron@alacostacenter.org)
(510) 527-2550
Provided workshop on:
- Effective Time Management for Youth Service Providers
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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</thead>
<tbody>
<tr>
<td>BugPeople LLC</td>
<td>Eddie Dunbar</td>
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<table>
<thead>
<tr>
<th>Address:</th>
<th>5209 Congress Ave</th>
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<tr>
<td><a href="mailto:CalBugPeople@aol.com">CalBugPeople@aol.com</a></td>
<td><a href="http://www.bugpeople.org">www.bugpeople.org</a></td>
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Age Groups Your Trainings Cover:

- Infants
- Toddlers
- Preschool
- School-Age

**Organization Summary:**
BugPeople LLC conducts photographic surveys of insects in ecosystems impacted by humans in the San Francisco Bay Area and Northern California. BugPeople LLC engages learners in ongoing field research, electronic publishing, providing opportunities to learn contemporary science techniques and to use authentic science equip. Findings are published as California standards-based science curriculum which is developed, distributed and modeled by BugPeople staff and electronic resources.

**Training Topics Offered:**

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Science Curriculum Modeling, Leader Training for Nature Walks, Science Participation Opportunities
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
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- Job Coaching
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- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Insect & Spider Activities for Grades Pre-K thru 5

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
California is a science and technology State. Appreciation of insects creates a bridge that links natural curiosity about animals to a science that demands science professionals. BugPeople LLC instructors will model 3 fun and informative activities that teachers of grades Pre-K thru 5 can easily replicate in the classroom. These activities will teach standards based concepts of 1) metamorphosis (“Butterfly Life Cycle”), 2) anatomy (“Build A Bug”), and 3) food chain (“Spider Web Building”).

Price/hourly rate: $1,000

Participant Outcomes:
Instructors will learn why it is important instill an appreciation of nature and other life in grades Pre-K thru 5 learners. Participants will learn where to find resources for at least three classroom science activities.

Training methodologies:
Hands on Activities: 60%  Group teamwork: 20%  PowerPoint: 15%  Exhibit: 5%

Suggested length/frequency: 2 hours  Suggested audience size: 4-16

Target audience:
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Training Topic Two: Twelve Steps to A Successful Nature Walk

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
</tr>
</thead>
</table>

Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**
Some of life’s most memorable learning experiences will happen in the out of doors. Find out from seasoned nature walk leaders what makes a successful nature walk. Learn, among other things, why teachers really do not need to know animal and plant names to make sense of this world we live in. From leading the student novice to the know-it-all, teachers will be equipped with tips for trekking outdoors successfully.

**Price/hourly rate:** $1,000

**Participant Outcomes:**
Teachers will gain confidence in leading students outdoors. Teachers also will learn ways to make use of even sparse school grounds.

**Training methodologies:**
- Hands on Activities: 10%
- Group discussion: 30%
- PowerPoint: 40%
- Exhibit: 20%

**Suggested length/frequency:** 2 hours

**Suggested audience size:** 4-40

**Target audience:** (check all that apply)
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?**
- ☑ Yes
- ☐ No

**Presenter References:**
Michelle Cherry, Administrator
Oakland Unified School District
(510) 879-8328

Mildred Oliver, Executive Director
Oakland Police Activities League
(510) 501-4293

Jeff Price, Naturalist, Henry
Cowell Redwoods State Park, Scotts Valley, CA
(408) 489-0003

Ted Robertson, Recreational Camps Manager,
Sagehen Creek Wildlife Biology Camp, Lawrence Hall of Science
(510) 642-4807

Gail Smith, Nature Center Manager
Redwood Glen Camp, Salvation Army, Scotts Valley, CA
(834) 439-9086
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>California Childcare Health Program, UCSF School of Nursing</td>
<td>Bobbie Rose RN</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th>State:</th>
<th>Zip:</th>
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</thead>
<tbody>
<tr>
<td>1950 Addison Street, Suite 107</td>
<td>CA</td>
<td>94704</td>
</tr>
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<table>
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<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>510-204-0934</td>
<td>510-204-0931</td>
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<table>
<thead>
<tr>
<th>Email:</th>
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</thead>
<tbody>
<tr>
<td><a href="mailto:brose@ucsfchildcarehealth.org">brose@ucsfchildcarehealth.org</a></td>
<td><a href="http://www.ucsfchildcarehealth.org">www.ucsfchildcarehealth.org</a></td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Age Groups Your Trainings Cover:</th>
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<tbody>
<tr>
<td>☑ Infants ✔ Toddlers ☑ Preschool School-Age</td>
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</table>

**Organization Summary:**

The California Childcare Health Program (CCHP) specializes in health and safety in child care settings. CCHP provides printed materials, curricula, training and workshops and a toll-free advice line staffed by nurses for teachers, caregivers, parents and administrators. Our website has information on a variety of health and safety topics: [www.ucsfchildcarehealth.org](http://www.ucsfchildcarehealth.org).

**Training and Coaching Topics Offered:**

Note: CCHP provides ongoing follow-up support to for all workshops through the Healthline; a toll free advice line staffed by nurses.

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- ☑ Fiscal Management
- ☑ Getting Families Involved
- ☑ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☑ Integrating Academics and Enrichment
- ☑ Other: Medication Administration, SIDS prevention, Staff Health, Pandemic Flu Preparedness, Common Childhood Illnesses and Emergency Preparedness. *Feel free to contact CCHP to request health and safety training topics for your program!*

- ☑ Job Coaching
- ☑ Managing Multiple Contract Sources
- ☑ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- ☑ Program Leadership
- ☑ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management For Children
- ☑ Violence Prevention
**Training, Coaching and Consulting Topic Descriptions:**

**Training Topic One:** Nutrition and Physical Activity for Young Children

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>Training &amp; Coaching</th>
<th>Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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**Training/Coaching Description:**
Rising obesity rates have presented new challenges for those who work with young children. ECE programs are in a key position to provide environments that prevent obesity and provide for optimal nutrition and physical fitness. This workshop will address the challenges and barriers that programs face in caring for children who are overweight or obese and develop helpful strategies to address the crisis. This workshop will cover: healthy eating habits, physical and mental health effects of obesity and recommendations for nutrition and physical activity. We will discuss how to work with staff, parents and children to promote healthy eating and physical activity.

**Price/hourly rate:** $180.00 per 90 minute workshop

**Participant Outcomes:**
- Identify short term and long-term health problems for children who are obese.
- Understand trends in rising obesity rates and forces that have contributed to the current situation.
- Identify barriers and develop strategies to promote eating and physical fitness for children.
- Become familiar with standards and recommendations for nutrition and physical activity for young children.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 20%</th>
<th>Group discussions: 40%</th>
<th>Lecture: 40%</th>
<th>Other: ____%</th>
</tr>
</thead>
</table>

**Suggested length/frequency:** 90 minutes

**Suggested audience size:** <50

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑  No ☐
**Training Topic Two:** Caring for Young Children with Special Health Care Needs

| Please select one: | ☑ Training & Coaching | ☐ Consulting |

Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Young children with special health conditions need accommodations so they can participate in activities fully. Management of asthma, diabetes, allergies and seizure disorders require an understanding of the child’s condition and excellent communication with the child and family. This training will help child care providers and preschool teachers feel more confident caring for children with chronic conditions. We will cover medication administration and creating a special health needs care plan.

**Price/hourly rate:** $180.00 per workshop

**Participant Outcomes:**
Participants will:
- Describe the needs and rights of young children with special health concerns in child care.
- Describe responsibilities of child care providers and teachers in caring for children with special needs.
- Gain a basic understanding of common chronic health conditions that young children may have.
- Understand how to make a special health plan for children with chronic health conditions such as allergies, asthma, diabetes or seizures

**Training methodologies:**
- Hands on Activities: 20%
- Group discussions: 30%
- Lecture: 50%
- Other: ___%

**Suggested length/frequency:** 90 minutes

**Suggested audience size:** <50

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

**Presenter References:**
Judith Kunitz  
Berkeley-Albany Head Start  
510-848-9092

Nancy Facher LCSW, MPH  
510-526-6712

Cindy Mall  
California Resource and Referral Network  
415-882-0234
### Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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</thead>
<tbody>
<tr>
<td>Center for Excellence in Child Development</td>
<td>Diane Harkins</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
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<tbody>
<tr>
<td>Center for Human Services - UC Davis Extension</td>
</tr>
<tr>
<td>1632 Da Vinci Court</td>
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<table>
<thead>
<tr>
<th>City:</th>
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<tbody>
<tr>
<td>Davis</td>
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<td>95618</td>
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<tr>
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<tbody>
<tr>
<td>530-757-8643</td>
<td>530-754-5104</td>
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<td><a href="mailto:childcare@unexmail.ucdavis.edu">childcare@unexmail.ucdavis.edu</a></td>
<td><a href="http://www.humanservices.ucdavis.edu/childdev">www.humanservices.ucdavis.edu/childdev</a></td>
</tr>
</tbody>
</table>

### Age Groups Your Trainings Cover:
- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [ ] School-Age

### Organization Summary:

The Center for Excellence in Child Development (CECD) delivers university-based continuing education to licensed and license-exempt providers. The Center offers a School Readiness series, an Infant-Toddler series, and Special Topics. The classes are taught in English, Spanish, Cantonese and Russian and are available statewide in California; options for both academic credit and continuing education units are available. The CECD has also developed a Leadership Development series. The series is taught in English and is available for CEU credit only.

### Training Topics Offered:
- [x] Environments
- [ ] Job Coaching
- [x] Behavior Guidance for Various Age Groups
- [ ] Managing Multiple Contract Sources
- [x] Child Development
- [ ] Nutrition and Fitness
- [ ] Circle Time Activities
- [ ] Program Planning
- [ ] Conference Planning/Coordination
- [ ] Program/Business Management
- [x] Culturally Responsive Care
- [x] Program Leadership
- [ ] (DRDP) Desired Results Assessment
- [x] Reflective Practice
- [x] Documentation and Observation
- [x] Selecting and Supervising Staff
- [ ] Fiscal Management
- [x] Social-Emotional Development (I/T)
- [x] Getting Families Involved
- [x] Social-Emotional Development (pre-k)
- [ ] Grant Writing
- [ ] Stress Management/Self Care
- [x] Infant/Toddler Care
- [ ] Stress Management For Children
- [x] Including Children with Special Needs
- [ ] Violence Prevention
- [x] Integrating Academics and Enrichment
- [ ] Other: Loss and trauma in young children; supporting young bilinguals; the business of family child care
### Consulting Topics Offered:

- [x] Environments
- [x] Behavior Guidance for Various Age Groups
- [x] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [x] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [x] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [ ] Grant Writing
- [x] Infant/Toddler Care
- [x] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [x] Program Planning
- [x] Program/Business Management
- [x] Program Leadership
- [ ] Reflective Practice
- [x] Selecting and Supervising Staff
- [x] Social-Emotional Development (I/T)
- [x] Social-Emotional Development (pre-k)
- [x] Stress Management/Self Care
- [x] Stress Management For Children
- [ ] Violence Prevention

### Training, Coaching and Consultation Topic Descriptions:

**Training Topic One:** Family Child Care At Its Best

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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**Please list any languages this service is available in (other than English):** Spanish, Cantonese and Russian

**Training/Coaching Description:**

Printed curriculum/training guides for training topics including School Readiness Series (Exploring Language and Literacy; Child Observation; Social Emotional Development and Classroom Management; Supporting Young Bilinguals; Math and Science for Young Children), Infant/Toddler Series (Learning Through Relationships with Infants and Toddlers; Culture and the Care of Young Children; Guiding Young Children), and Special Topics (Serving Children with Special Needs and Their Families; Partnering with Parents; Loss, Trauma and Young Children; The Business of Family Child Care). Classes are offered in 5 hour sessions; several topics are 2-day classes (5 hour session each day).

**Price/hourly rate:** $2900 - $3800 per class session [CEU units or academic credit units]

**Participant Outcomes:**

Classes help providers improve their knowledge, skills and quality of care.

**Training methodologies:**

Curriculum booklets, dyad and group activities, writing exercises, role plays, video clips, overhead slides

- Hands on Activities: 30%
- Group discussions: 30%
- Lecture: 30%
- Other: 10%

**Suggested length/frequency:**

Most classes are 5 hours of instruction delivered in one day, usually a Saturday.

A few classes are 10 hours of instruction and are delivered over 2 days of instruction, usually two Saturdays not more than 2 to 3 weeks apart.

**Suggested audience size:**

- 35 for continuing education units
- 25 for academic credit units

**Target audience:**

- [x] New Line staff
- [ ] New Administrators
- [x] Advanced Line staff
- [x] Advanced Administrators

**Coaching Available on Topic?**

- ☑ Yes
- ☐ No
Training Topic Two: Leadership Development Series

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☐ Consulting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish, Cantonese and Russian</td>
</tr>
</tbody>
</table>

**Training/Coaching Description:**
Leadership Development Series was developed for directors and administrators of early care and education programs. It includes several topics including: Leadership and Management styles; Organizational Communication; Process Improvement; and Monitoring And Evaluating Job Performance. Developed as 4 modules of 10 hours of training each. [Can be customized]

**Price/hourly rate:** $2900 - $3600/per 5 hour class session

**Participant Outcomes:**
Classes help directors and administrators of early care and education programs to improve their leadership knowledge and skills.

**Training methodologies:**
Curriculum booklets, dyad and group activities, writing exercises, role plays, video clips, overhead slides

<table>
<thead>
<tr>
<th>Hands on Activities: 30%</th>
<th>Group discussions: 30%</th>
<th>Lecture: 30%</th>
<th>Other: 10%</th>
</tr>
</thead>
</table>

**Suggested length/frequency:**
Offered in one- or two-day sessions over the course of several months (or adapted for participant needs)

**Target audience:**
☐ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

**Coaching Available on Topic?** ☑ Yes ☐ No ☐

**Presenter References:**

**Family Child Care At Its Best:**

| Colusa | Colusa County Office of Education - Children’s Services | Ginger Hansen | (530) 458-0300 Office  
(530) 458-0301 Fax  
g Hansen@ccoe.net |
|--------|--------------------------------------------------------|---------------|----------------|
| Riverside | Southwest County Child Care Council | Crystal Neal | (951) 248-0015  
(951) 248-9293 Fax  
c neal@riversidechildcare.org |
| San Mateo | Child Care Coordinating Council of San Mateo County | Ginny Tilton | (650) 655-5042  
(650) 349-7362 home  
(650) 286-1162 Fax |
| Madera | Madera County Community Action Agency Child Care Resource and Referral | Liz Delano | (559) 675-8469  
(559) 675-1497 Fax  
l delano@madnet.net |
| Los Angeles | Mexican American Opportunity Foundation | Araceli Valencia | (323) 890-1555 x1613  
(323) 890-1730 Fax  
avalencia@MAOF.org |

**Leadership Development Series:**
Sacramento County Quality Child Care Collaborative (funded by First 5 Sacramento Commission)  
c/o Child Action, Inc  
(916) 369-0191.
Organization Information:

Organization Name: Center for Strategic Facilitation
Main Contact: Jane Stallman, Senior Partner

Address:
3129 Madera Avenue

City: Oakland
State: CA
Zip: 94610

Phone: 510-532-6595
Fax:

Email: jls@aol.com
Website: www.strategicfacilitation.com

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☑ School-Age

Organization Summary:
The Center for Strategic Facilitation provides training, consulting and a community of support to individuals and organizations seeking to become more effective through facilitative leadership. In addition to training people in facilitation and participatory planning skills, clients hire us to design and facilitate all types of planning meetings and events.

Training Topics Offered:

☐ Environments ☐ Job Coaching
☐ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☐ Child Development ☐ Nutrition and Fitness
☐ Circle Time Activities ☐ Program Planning
☐ Conference Planning/Coordination ☐ Program/Business Management
☐ Culturally Responsive Care ☑ Program Leadership
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice
☐ Documentation and Observation ☐ Selecting and Supervising Staff
☐ Fiscal Management ☐ Social-Emotional Development (I/T)
☐ Getting Families Involved ☐ Social-Emotional Development (pre-k)
☐ Grant Writing ☐ Stress Management/Self Care
☐ Infant/Toddler Care ☐ Stress Management For Children
☐ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
☑ Other: Skills training to support facilitative leadership development. Group Facilitation Methods, Participatory Strategic Planning, Introduction to Facilitation
Consulting Topics Offered:

☐ Environments
☐ Behavior Guidance for Various Age Groups
☐ Child Development
☐ Circle Time Activities
☐ Conference Planning/Coordination
☐ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☐ Documentation and Observation
☐ Fiscal Management
☐ Getting Families Involved
☐ Grant Writing
☐ Infant/Toddler Care
☐ Including Children with Special Needs
☐ Integrating Academics and Enrichment
☐ Other: We train, coach and consult to support facilitative leadership development. Our work emphasizes skills for facilitative leadership: group facilitation methods, participatory strategic planning, and designing and facilitating events and meetings. Much of our work is facilitating planning meetings for staff, boards and partners. Clients call us in to help design and facilitate project start-up planning sessions, particularly those with multi-stakeholders present. We also have capacity in the area of grant writing and fund development.

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☐ Program Planning
☐ Program/Business Management
☐ Program Leadership
☐ Reflective Practice
☐ Selecting and Supervising Staff
☐ Social-Emotional Development (I/T)
☐ Social-Emotional Development (pre-k)
☐ Stress Management/Self Care
☐ Stress Management For Children
☐ Violence Prevention

Training, Coaching and Consultation Topic Descriptions

Consultation Topic One: Retreat and Meeting Planning and Facilitation

Please select one: ☐ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English):

Consulting Service Description:
We work with a representative group from an organization to design participatory planning sessions that both engage participants and move the group to action. Sessions may be for strategic planning, project start-ups, retreats, operational planning, multi-stakeholder meetings, etc. These services are tailored to specific needs and are delivered in ways that build the organizations capacity to foster ongoing participatory processes and facilitative leadership.

Price/hourly rate: $150.00 an hour

Participant Outcomes:
- How to shift into a facilitative role as a leader or participant.
- Group planning sessions that result in group ownership and active follow through.
- Increased commitment for ongoing work by all participants

Training methodologies:
Hands on Activities: 50% Group discussions: 50% Lecture: % Other %

Suggested length/frequency: varies

Suggested audience size: Totally flexible, designed to meet needs of small to large groups and organizations

Target audience:
☐ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☐ No ☑
### Training Topic One: Facilitation Fundamentals

**Please select one:** ☐ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
Through demonstration of techniques, interactive discussion and hands on exercises, participants will receive an overview on key practices for effective meeting facilitation. Training comes with a facilitation manual.

**Price/hourly rate:** $1,500 (ten people); $150.00 each additional person.

**Participant Outcomes:**
- How to shift into a facilitative role from a leader or participant role
- Basic tools for planning, conducting and follow up of meetings
- How to create an agenda
- Greater knowledge of how to lead meetings with attention to people needs, process needs and meeting purpose.
- Knowledge of core facilitator behaviors

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 55%
- Lecture: 15%
- Other %

**Suggested length/frequency:** varies

**Suggested audience size:** Totally flexible, designed to meet needs of small to large groups and organizations

**Target audience:** All levels to build ability to lead meetings and practice participatory inclusion in planning and implementing projects. Can benefit anyone who desires to learn more effective ways to support meeting results.

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☐ No ☐

### Training Topic Two: Group Facilitation Methods, Participatory Strategic Planning

**Please select one:** ☐ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):** Spanish through colleagues in Phoenix

**Training/Coaching Description:**
**Group Facilitation Methods** (GFM) teaches 3 methods to facilitate groups –Focused Conversation, Consensus Workshop, and Action Planning. These methods can be used with large and small groups, in meetings with parents, for personal planning. They are powerful tools that have been developed in work across the world, in all types of communities and organizations.

**Participatory Strategic Planning** (PSP) uses methods learned in GFM to facilitate a strategic planning process that includes a Practical Vision, Contradictions, Strategic Directions to address Contradictions, and a 1-Year Implementation Plan.

**Price/hourly rate:** As of 8.15.07 $495.00 per person if the registration is received up to 3 weeks prior to the course, $545.00 if after that date. Group rates and in-house course rates are also available (Rates expected to increase in 2008).

**Participant Outcomes:**
- GFM - Skills in applying 3 methods to facilitating meetings
- PSP – Capacity to facilitate a strategic planning process that creates a 3 – 5 year strategic plan

**Training methodologies:**
- Hands on Activities: 65%
- Group discussions: 20%
- Lecture: 15%
- Other: ____%

**Suggested length/frequency:** 2- days, for in-house courses the session can be spread out over 3 days.

**Suggested audience size:** For in-house courses up to 20 before a third trainer is brought in

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff*
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☐ No ☐
**Presenter References:**
Darci Smith  
CalSAC  
(415) 957-9775

Ann Carr  
California Institute of Human Services (Early Childhood educator)  
(415) 826-8232

Helen Heal  
Early Childhood Program Evaluator  
Retired from CIHS and teaching at the University of Illinois  
(707) 789-0282
Organization Information:

**Organization Name:**
Center for the Vulnerable Child – (CVC);
Children’s Hospital & Research Center (CHRCO)

**Main Contact:**
Cheryl Zlotnick RN Dr.PH

**Address:**
747 52nd Street

**City:**
Oakland

**State:**
CA

**Zip:**
94609

**Phone:**
(510) 428 - 3783

**Fax:**
(510) 601 - 3913

**Email:**
Czlotnick@mail.cho.org

**Website:**

**Age Groups Your Trainings Cover:**

- Infants
- Toddlers
- Preschool
- School-Age

Organization Summary
For 20 years, CVC has worked to promote the health and social welfare of children and families at risk. We serve a diverse group of children, ages birth to 18, and their families who are at risk for psychosocial or health problems.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Talking to Parents about Effective Discipline
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
## Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
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- Other: Talking to Parents about Effective Discipline
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

## Training, Coaching and Consultation Topic Descriptions:

### Training & Consultation Topic One: Developing a Culturally Responsive Approach with Children and their Families

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>English/Spanish</td>
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</table>

**Training/Coaching or Consulting Service Description:**

Developing a culturally responsive approach with young children and their families encompasses an awareness of the complex nature of culture. Culture is not simply ethnicity/race or primary language, but is multi-dimensional. Each family and child has their own unique culture. This training will address the issues of culture through a process that helps caregivers and teachers focus on the complexity of their own cultural backgrounds and identities, particularly as it relates to values and beliefs around child rearing practices. This self-exploration leads to an enhanced cultural understanding and sensitivity of children and families.

**Price/hourly rate:** $80/hour

### Participant Outcomes:

- Increased understanding of the complex nature of culture for all individuals
- Increased ability to understand one’s own culture and its impact on child rearing values and belief
- Increased sensitivity to the cultural backgrounds of children in their care

### Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities:</th>
<th>Group discussions: 25%</th>
<th>Lecture: 50%</th>
<th>Other: 25%</th>
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</table>

<table>
<thead>
<tr>
<th>Suggested length/frequency:</th>
<th>1-3 sessions/1-1.5hours</th>
<th>Suggested audience size: 10-35</th>
</tr>
</thead>
</table>

### Target audience:

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
### Training & Consultation Topic Two: Developing Collaborative Relationships with Families

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>English/Spanish</td>
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</tbody>
</table>

**Training/Coaching or Consulting Service Description:**
Many families experience stress from a variety of sources including poverty, domestic violence, substance abuse, single parenting, and/or simply lack of needed support. Engaging overwhelmed parents is often frustrating for service providers as well as the parents themselves whose priorities are to manage day-to-day survival issues. This training will provide strategies to assist caregivers, teachers, and administrators in building collaborative relationships with the parents of children in child care settings. We will explore how to make use of these of these relationships with parents in order to create true partnerships that ultimately work in the best interests of the child.

| Price/hourly rate: | $80/hr |

**Participant Outcomes:**
- Increased ability to understand the barriers to parent engagement
- Understanding of how to create strategies for successfully engaging parents and building collaborative relationships

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities:</th>
<th>___%</th>
<th>Group discussions:</th>
<th>25%</th>
<th>Lecture:</th>
<th>50%</th>
<th>Other:</th>
<th>25%</th>
</tr>
</thead>
</table>

| Suggested length/frequency: | 1-3 sessions/1-1.5 hours | **Suggested audience size:** | 10-35 |

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

### Training & Consultation Topic Three: Promoting Effective Discipline Techniques with Parents

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<tr>
<th>Please select one:</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>English/Spanish</td>
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</table>

**Training/Coaching or Consulting Service Description:**
What is the true meaning and purpose of discipline? What is the difference between discipline and punishment? Many parents revert to what is easiest and most familiar to them. Teachers, caregivers and administrators often have concerns about how some parents discipline their children. There are multiple alternative methods of disciplining a child. We will teach sensitive and effective ways to engage parents in conversations regarding discipline, as well as strategies for offering information on alternative approaches.

| Price/hourly rate: | $80/hr |

**Participant Outcomes:**
- Increased understanding of why corporal punishment is used
- Increased ability to communicate with parents regarding disciplinary approached
- Increased knowledge of multiple effective techniques with young children

**Training methodologies:**

<table>
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<tr>
<th>Hands on Activities:</th>
<th>___%</th>
<th>Group discussions:</th>
<th>25%</th>
<th>Lecture:</th>
<th>50%</th>
<th>Other:</th>
<th>25%</th>
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</thead>
</table>

| Suggested length/frequency: | 1-3 sessions/1-1.5 hours | **Suggested audience size:** | 10-35 |

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
**Presenter References:**
Sister Barbara Dawson JD  
St Martin De Porres Elementary School  
Oakland, CA  
(510) 833 - 1752

Carolyn Hobbs  
CAL-SAFE  
Alameda County of Education  
Oakland, CA  
(510) 760 - 5850

Gena Lewis MD  
Children’s Hospital & Research Center Oakland  
Oakland, CA  
(510) 428 - 3262
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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</thead>
<tbody>
<tr>
<td>Child Care Law Center</td>
<td>Nancy Strohl</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th>State:</th>
<th>Zip:</th>
</tr>
</thead>
<tbody>
<tr>
<td>221 Pine Street, 3rd Floor</td>
<td>CA</td>
<td>94104</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City:</th>
<th>Phone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Francisco</td>
<td>415-394-7144</td>
<td>415-394-7140</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:nstrohl@childcarelaw.org">nstrohl@childcarelaw.org</a></td>
<td><a href="http://www.childcarelaw.org">www.childcarelaw.org</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**
- Infants
- Toddlers
- Preschool
- School-Age

**Organization Summary:**

The Child Care Law Center is a national, nonprofit, legal services program based in California. Our mission is to use legal tools including advocacy, trainings and policy work, to make high quality, affordable child care available to every child of every age, in every community.

**Training Topics Offered:**

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs (✓)
- Integrating Academics and Enrichment
- Other: Legal Training for Family Child Care Providers (✓)
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
**Training, Coaching and Consultation Topic Descriptions:**

**Training Topic One:** Inclusion of Children with Special Needs

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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**Please list any languages this service is available in (other than English):** Although our staff does not have the ability to speak any other languages, we have often worked with interpreters to provide trainings in Spanish and Chinese. All our training materials are available in English, Spanish and Chinese.

**Training/Coaching Description:**
An attorney from Child Care Law Center will do a presentation about disability law that affects child care providers. This training can be adapted to cover more or less material depending on the needs of the audience. The training can include information about the American with Disabilities Act (ADA), the Individuals with Disabilities Education Act (IDEA), Section 504 of the Rehabilitation Act and the Unruh Act. We also provide materials which include examples throughout the presentation to show how the law works in real life situations. There will also be time for question and answers.

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$250-500/hour</th>
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</table>

**Participant Outcomes:**
Participants will gain a basic understanding of the different disability laws and their obligations under them. They will also have helpful materials in case they need to refer back to them at any time. The Child Care Law Center also has an Information and Referral Line that is open two days a week in case any of the participants have specific legal questions or situations.

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities:</th>
<th>____%</th>
<th>Group discussions:</th>
<th>____%</th>
<th>Lecture:</th>
<th>75%</th>
<th>Other:</th>
<th>25%</th>
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</thead>
</table>

**Suggested length/frequency:**
Training can be as short as 1 hour (less material covered) and up to 4 hours (more comprehensive)  
**Suggested audience size:** 25-30

<table>
<thead>
<tr>
<th>Target audience:</th>
<th>☑ New Line staff</th>
<th>☑ New Administrators</th>
<th>☐ Advanced Line staff</th>
<th>☑ Advanced Administrators</th>
</tr>
</thead>
</table>

**Coaching Available on Topic?**
Yes ☐ No ☑

**Training Topic Two:** Family Child Care Provider Legal Training

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<tr>
<th>Please select one:</th>
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</table>

**Please list any languages this service is available in (other than English):** Although our staff does not have the ability to speak any other languages, we have often worked with interpreters to provide trainings in Spanish and Chinese. All our training materials are available in English, Spanish and Chinese.

**Training/Coaching Description:**
An attorney from Child Care Law Center will do a training about legal issues affecting family child care providers. This can include a number of topics including licensing and regulations, contracts, insurance and liability, employing an assistant and land use/zoning. Participants are also given the relevant chapters from our family child care manual.

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$250-500/hour</th>
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</table>

**Participant Outcomes:** Participants will gain a better understanding of the laws that affect their business. They will have reference materials to take home. Child Care Law Center also has an Information and Referral Line that is open two days a week in case any of the participants has specific questions or situations they need legal help working out.

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities:</th>
<th>____%</th>
<th>Group discussions:</th>
<th>____%</th>
<th>Lecture:</th>
<th>80%</th>
<th>Other:</th>
<th>20%</th>
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</table>

**Suggested length/frequency:**
Depends on the number of topics covered, generally between 2-4 hours  
**Suggested audience size:** 30-50

<table>
<thead>
<tr>
<th>Target audience:</th>
<th>☑ New Line staff</th>
<th>☑ New Administrators</th>
<th>☐ Advanced Line staff</th>
<th>☑ Advanced Administrators</th>
</tr>
</thead>
</table>

**Coaching Available on Topic?**
Yes ☐ No ☑
Presenter References:
Sharon Donovan
City College of San Francisco
415-239-3172

Heather Vessey-Garcia
Imperial County Office of Education, Child Development Services
760-312-6588

Cindy Mall
California Resource and Referral Network
415-882-0234
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Child Care Links</td>
<td>Vanessa Salzborn, Training Coordinator</td>
</tr>
</tbody>
</table>

**Address:** 1020 Serpentine Lane Suite 102

**City:** Pleasanton  **State:** CA  **Zip:** 94566

**Phone:** 925-417-8733  **Fax:** 925-417-8740

**Email:** vsalzborn@childcarelinks.org  **Website:** www.childcarelinks.org

**Age Groups Your Trainings Cover (check all that apply):**

- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- □ School-Age

**Organization Summary:**

Child Care Links is a non-profit child care resource and referral agency serving children, families and child care professionals in the Tri-Valley. We provide free trainings and workshops to parents as well as family child care providers and child care centers. Income-eligible families are also able to receive funding as well as free referrals to quality child care in the area.

**Training Topics Offered:**

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- □ Fiscal Management
- ☑ Getting Families Involved
- □ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- □ Integrating Academics and Enrichment
- □ Job Coaching
- □ Managing Multiple Contract Sources
- ☑ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- □ Program Leadership
- ☑ Reflective Practice
- □ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management For Children
- □ Violence Prevention
### Training, Coaching and Consultation Topic Descriptions:

**Training Topic One: Environments**

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>✔️ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
<td>Translation in other languages are available</td>
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</table>

**Training/Coaching Description:**
A child spends a large majority of their day in the classroom so it is important that their environment be inviting as well as functional. Participants will be informed on different ways to set up and maintain their classroom environment to better fit the needs and growth of their students.

**Price/hourly rate:** No Charge

**Participant Outcomes:**
After attending training, participants will be able to:
- Design their classroom to fit the needs of their students.
- Creating an environment that is inviting without being overwhelming and distracting.

**Training methodologies:**
- Hands on Activities: 15%
- Group discussions: 35%
- Lecture: 50%
- Other: ____%

*Subject to change due to use of different trainers.

**Suggested length/frequency:** 2 hours

**Suggested audience size:** 10-20

**Target audience:**
- ✔️ New Line staff
- ✔️ New Administrators
- ✔️ Advanced Line staff
- ✔️ Advanced Administrators

**Coaching Available on Topic?**
- Yes ✔️ No ☐

*Short term coaching available.

**Training Topic Two: Behavior Guidance**

<table>
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<tr>
<th>Please select one:</th>
<th>✔️ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<td>Translation in other languages are available</td>
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</table>

**Training/Coaching or Consulting Service Description:**
Every child is different and it is so important that as professionals and parents we understand how to manage the many different cases that cross our path. These trainings are designed to help learn about different behavioral issues seen in young children. Topics include such subjects as, but not limited to, understanding different temperaments, executing positive discipline, managing difficult behavior, and stress management for children.

**Price/hourly rate:** No charge

**Participant Outcomes:**
Those who attend will be able to:
- Have a better understanding of common behavioral issues.
- Confidently handle and manage common behavioral issues.
- Execute practices into classroom routine.

**Training methodologies:**
- Hands on Activities: 15%
- Group discussions: 35%
- Lecture: 50%
- Other: ____%

**Suggested length/frequency:** 2 hours

**Suggested audience size:** 10-20

**Target audience:**
- ✔️ New Line staff
- ✔️ New Administrators
- ✔️ Advanced Line staff
- ✔️ Advanced Administrators

**Coaching Available on Topic?**
- Yes ✔️ No ☐

*Short term coaching available.
### Training Topic Three: Child Development

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<th>Please select one:</th>
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<td>Translation in other languages are available</td>
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</table>

**Training/Coaching or Consulting Service Description:**
For every child to reach their optimal school achievement it is crucial that educators and parents truly understand the growth and development of young children. Techniques are given for working with young children that will best meet their developmental, social and cultural needs. This area of study is offered on various different topics, such as brain development, physical development and cognitive and linguistic development.

**Price/hourly rate:** No charge.

**Participant Outcomes:**
Those that attend will be able to:
- Knowledge of the different aspects of a child’s development.
- Have a better understanding of age appropriate curriculum to better meet children’s developmental needs.

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities: 15%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 50%</th>
<th>Other: ____%</th>
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*Subject to change due to use of different trainers.

<table>
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<tr>
<th>Suggested length/frequency:</th>
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<td>Suggested audience size:</td>
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**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
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<tr>
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<td>*Short term coaching available</td>
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### Training Topic Four: Circle Time Activities

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<tr>
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<td>Translation in other languages are available</td>
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</table>

**Training/Coaching or Consulting Service Description:**
It is not always easy to keep a large group of young children focused. In this training learn new creative ideas to keep your class stimulated and learning during Circle Time. Those who attend will learn hands on approach to conducting a successful Circle Time as well as have the opportunity to discuss with other professionals their resources and ideas. Such topics will include the use of songs, puppets, books, and energetic activities.

**Price/hourly rate:** No Charge.

**Participant Outcomes:**
- Creative new ways to conduct a successful circle time

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities: 15%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 50%</th>
<th>Other: ____%</th>
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*Subject to change due to use of different trainers.

<table>
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<tr>
<td>Suggested audience size:</td>
<td>10-15</td>
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**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

<table>
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<tr>
<th>Coaching Available on Topic?</th>
<th>Yes ☑ No ☐</th>
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<tbody>
<tr>
<td></td>
<td>*Short term coaching available</td>
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### Training Topic Five: Documentation and Observation

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<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English): Translation in other languages are available

#### Training/Coaching or Consulting Service Description:
Each participant will be assisted on how to best assess and evaluate family child care centers and child care centers to ensure quality centers. With the use of training books participants learn an accurate way to rate their child care center’s environment and improve their child care facility. Such topics include, physical environment, basic care, curriculum, and structure. Early Childhood (ECERS), Infant/Toddler (ITERS) and Family day care (FDCRS) are main focuses of discussion.

#### Price/hourly rate: No Charge.

#### Participant Outcomes:
Those who attend will learn:
- Understanding the rating scale and evaluation of HARMS/CLIFFORD rating scale
- Effective ways to rate and improve child care environment

#### Training methodologies:
Hands on Activities: 15%  Group discussions: 35%  Lecture: 50%  Other: ____%

*Suggested长度/frequency: 3 hours  Suggested audience size: 10-30

#### Target audience: (check all that apply)
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑️  No ☐  *Short term coaching is available

### Training Topic Six: Getting Families Involved

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<th>Please select one:</th>
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<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English): Translation in other languages are available

#### Training/Coaching or Consulting Service Description:
Having effective communication between families and providers will ensure success in young children. Learn different ways to open the lines of communication beyond the reliance of parent-teacher conferences.

#### Price/hourly rate: No Charge.

#### Participant Outcomes:
Those who attend will learn:
- Effective ways to open communication between families and providers
- Tips to open or improve parent-teacher communication

#### Training methodologies:
Hands on Activities: 15%  Group discussions: 35%  Lecture: 50%  Other: ____%

*Suggested长度/frequency: 2 hours  Suggested audience size: 10-20

#### Target audience:
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑️  No ☐  *Short term coaching is available
Training Topic Seven: Including Children with Special Needs

<table>
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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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</table>

Please list any languages this service is available in (other than English): Translation in other languages is available

Training/Coaching or Consulting Service Description:
A wide range of trainings is offered in this very important topic of inclusion. Providers will learn how to support, accommodate, and modify their centers to best fit the needs of all children to ensure success of their students. An Inclusion Service Coordinator is on staff to host workshops and trainings as well as address resource and referral needs of the parents and providers of the Tri-Valley. Trainings include such topics as Seizures, Speech and Language Development, and Orthopedic and Visual Impairment in Young children.

Price/hourly rate: No charge.

Participant Outcomes:
Those who attend will learn:
- How to better serve the needs of children with special needs.
- Different varieties of special needs found in young children

Training methodologies:
Hands on Activities: 15%  Group discussions: 35%  Lecture: 50%  Other: ____%
*Subject to change due to use of different trainers.

Suggested length/frequency: 2 hours  Suggested audience size: 10-20

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐  *Short term coaching is available.

Training Topic Eight: Nutrition and Fitness

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<tr>
<th>Please select one:</th>
<th>✓ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</thead>
</table>

Please list any languages this service is available in (other than English): Translation in other languages is available

Training/Coaching or Consulting Service Description:
Nutrition and health play a vital role in the success of young children. Providers and parents have the opportunity to teach their children positive attitudes and habits of proper eating so they can be better carried into the future. Workshops and trainings include such topics as, poor weight gain, “normal growth,” healthy meals, and how to deal with picky eaters.

Price/hourly rate: No Charge.

Participant Outcomes:
Those who attend will learn:
- How to effectively teach young children about proper health and nutrition.
- How to include children in meal time preparation so it is more of an enjoyable experience.

Training methodologies:
Hands on Activities: 15%  Group discussions: 35%  Lecture: 50%  Other: ____%
*Subject to change due to use of different trainers.

Suggested length/frequency: 2 hours  Suggested audience size: 10-20

Target audience: (check all that apply)
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐  *Short term coaching is available.
**Training Topic Nine: Stress Management/Self Care**

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
</tr>
</thead>
</table>

**Please list any languages this service is available in (other than English):** Translation in other languages is available

**Training/Coaching or Consulting Service Description:**

Stress plays a role in everyone's lives. When a parent or provider is experiencing stress it has an effect on the young children that surround them. In some situations it is not the providers or parents that are experiencing the stress; young children are also vulnerable to stress. Attendees will learn about stress triggers, ways to reduce stress, tips on avoiding stress and how to help children not be effected by it.

**Price/hourly rate:** No Charge

**Participant Outcomes:**

Those who attend will learn:

- How to effectively manage day-to-day stress
- Avoid burn-outs
- Handle situations where young children are experiencing stress in their lives
- Quick steps to minimize stress

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 15%</th>
<th>Group discussions: 35%</th>
<th>Lecture: 50%</th>
<th>Other: ____%</th>
</tr>
</thead>
</table>

*Subject to change due to use of different trainers.

**Suggested length/frequency:** 2 hours

**Suggested audience size:** 10-20

**Target audience:**

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**

- Yes ☑ No ☐

*Short term coaching is available.

**Presenter References:**

Cherida Gruenfeldt  
Early Childhood Consultant and Mentor  
(510) 910-3729

Rebecca Hawley – Cooper  
Early Childhood Program Director  
MOCHA (Museum of Children’s Art  
(510)465-8770
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Child Development Institute</td>
<td>Regan Gausselin</td>
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<tr>
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<tbody>
<tr>
<td>6340 Variel, Suite A</td>
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<thead>
<tr>
<th>City:</th>
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<tbody>
<tr>
<td>Woodland Hills</td>
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<table>
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<tr>
<th>Phone:</th>
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<tbody>
<tr>
<td>818-888-4559</td>
<td>818-888-4050</td>
</tr>
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<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:rgausselin@childdevelopmentinstitute.org">rgausselin@childdevelopmentinstitute.org</a></td>
<td><a href="http://www.childdevelopmentinstitute.org">www.childdevelopmentinstitute.org</a></td>
</tr>
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Age Groups Your Trainings Cover:
- [x] Infants
- [x] Toddlers
- [x] Preschool
- [ ] School-Age

Organization Summary:

CDI is committed to community outreach and education by providing the link between the latest research in the fields of early childhood development and the most effective techniques. Our goal is to provide support and training to professionals who can empower families and communities by promoting early childhood relationships, education and comprehensive family development.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
**Training, Coaching and Consultation Topic Descriptions:**

**Training Topic One: Strengthening Families**

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
This training focuses on building preventative methods to support children and families within their relationships and communities. During the training, attendees will complete self assessment forms to rate how their practice is currently using these methods. They will then use these forms to develop plans that address how they will implement the strategies into their practice with their families.

**Price/hourly rate:** $125.00 hour per trainer (1 trainer for every 25 attendees), $250.00 for materials for up to 50 attendees. Half (3 hours) and Full (6 hours) day trainings are available.

**Participant Outcomes:**
Learn to facilitate friendships and mutual support with parents; strengthen parenting skills; respond to family’s crisis; link families to services and opportunities; observe and respond to early warning signs of abuse or neglect

<table>
<thead>
<tr>
<th>Training methodologies:</th>
<th>Hands on Activities: 50%</th>
<th>Group discussions: 25%</th>
<th>Lecture: 25%</th>
<th>Other: ____%</th>
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<table>
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<tbody>
<tr>
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<tr>
<td>☑ Advanced Line staff</td>
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<table>
<thead>
<tr>
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<th>Yes ☑ No ☐</th>
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**Training Topic Two: The Development of Self-Regulation in Infancy and Early Childhood**

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☐ Consulting</th>
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</thead>
</table>

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
Lecture and video vignettes regarding the theories and concepts of self-regulation and regulatory disorders from birth through three years of age. By understanding the development of self-regulation, attendees will be able to enhance their delivery and quality of care to children and their families. The concept of dynamic systems will be introduced to illustrate how each domain in development affects each other, how to support a young child’s learning about others and the world around him/her and how to observe a child in play in order to understand his/her regulatory capacity.

**Price/hourly rate:** $125.00 hour per trainer (1 trainer for every 25 attendees), $250.00 for materials for up to 50 attendees. Half (3 hours) and Full (6 hours) day trainings are available.

**Participant Outcomes:**
Attendees will be able to: Identify types of regulatory disorders seen in children birth to five; identify and discuss impact of a child’s regulatory disorder on caregiver and family; identify and discuss impact of child’s regulatory disorder on development; identify and discuss impact of child’s regulatory disorder on the activities of daily living.

<table>
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<th>Lecture: 25%</th>
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<th>25 - 50</th>
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<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
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### Training Topic Three: Typical Development, Birth through Five Years – From a Social Emotional Perspective

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<th>☐ Consulting</th>
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| Please list any languages this service is available in (other than English): |

<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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</thead>
<tbody>
<tr>
<td>By understanding development, attendees will be able to enhance their delivery and quality of care to children and their families. This training is based in the research that early relationships and experience are important to a child's development. Attendees will learn how these positive relationships are necessary for healthy social-emotional development and how the social-emotional milestones are connected to healthy development in all the other domains.</td>
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</table>

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$125.00 hour per trainer (1 trainer for every 25 attendees), $250.00 for materials for up to 50 attendees. Half (3 hours) and Full (6 hours) day trainings are available</th>
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</table>

<table>
<thead>
<tr>
<th>Participant Outcomes:</th>
</tr>
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<tbody>
<tr>
<td>Attendees will be able to: identify developmental milestones in all the domains (cognitive, language, motor, behavior, social-emotional and self-help) from a relationship-based approach; identify how each domain effects the others; understand how to support a young child’s learning about others and the word around him; how to observe a child in play in order to see what a child can do.</td>
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<table>
<thead>
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<tbody>
<tr>
<td>Hands on Activities: 25%</td>
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<td>☑ New Line staff</td>
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| Coaching Available on Topic? | Yes ☑ No ☐ |

### Training Topic Four: Relationship-based Interventions for Multiple Environments

<table>
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<tr>
<th>Please select one:</th>
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| Please list any languages this service is available in (other than English): |

<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>The purpose of this training is to provide attendees with an understanding of the six functional emotional developmental milestones and the role of the sensory and regulatory system in supporting the developmental process of a child. Attendees will learn strategies that will enable them to promote and support a child’s ability to attend, organize and sustain self-regulation so they can form close, mutually enjoyable relationships with adults and peers and engage in their environments.</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$125.00 hour per trainer (1 trainer for every 25 attendees), $250.00 for materials for up to 50 attendees. Half (3 hours) and Full (6 hours) day trainings are available</th>
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</table>

<table>
<thead>
<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Attendees will be able to: Identify and discuss developmentally appropriate relationship-based strategies that can engage the child in purposeful and meaningful interactions within the context of daily routines and activities; identify and discuss the importance of parent and/or caregiver’s role in development; have a working knowledge of strategies that will increase effectiveness in working with children who have regulatory, social-relatedness and communication challenges.</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Training methodologies:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hands on Activities: 25%</td>
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<th>Half or Full Day</th>
<th>Suggested audience size: 25 - 50</th>
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<tr>
<th>Target audience:</th>
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<tbody>
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<td>☑ New Line staff</td>
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</table>

| Coaching Available on Topic? | Yes ☑ No ☐ |
Training Topic Five: Developmental Screening

| Please select one: | ☑ Training & Coaching | ☐ Consulting |

Please list any languages this service is available in (other than English):

Training/Coaching Description:
The purpose of this training is to provide attendees with an understanding of the importance of developmental screening from a strength based, family focused model. By approaching screening with this perspective, implementation into participant’s program will be successful and families will become invested partners in their child’s developmental progress.

Price/hourly rate: $125.00 hour per trainer (1 trainer for every 25 attendees), $250.00 for materials for up to 50 attendees. Half (3 hours) and Full (6 hours) day trainings are available

Participant Outcomes:
Attendees will be able to: implement the practice of routine screening into their program; explain why screening is important to parents and how to share the results of developmental screeners; refer children and families that need extra support or further evaluation to the right agency in their community.

Training methodologies:
Hands on Activities: 25%       Group discussions: 25%       Lecture: 25%       Other: 25%

Suggested length/frequency: Half or Full Day       Suggested audience size: 25 - 50

Target audience:
☑ New Line staff       ☑ New Administrators       ☐ Advanced Line staff       ☐ Advanced Administrators

Coaching Available on Topic?       Yes ☑ No ☐

Presenter References:
Steve Gunther
St. Anne’s Maternity Home
213-381-2931

Sandy Abrams
Child Care Resource Center
818-717-1060
**Organization Information:**

**Organization Name:**
Children’s Hospital and Research Center at Oakland/Early Intervention Services/Early Childhood Mental Health

**Main Contact:**
Donna Davidovitz, Ph.D.

**Address:**
747 Fifty-Second Street

**City:**
Oakland

**State:**
CA

**Zip:**
94609-1809

**Phone:**
510-428-8425

**Email:**
d davidovitz@mail.cho.org

**Website:**

**Age Groups Your Trainings Cover:**
☑ Infants    ☑ Toddlers    ☑ Preschool    ☐ School-Age

---

**Organization Summary:**

Children’s Hospital & Medical Center Division of Developmental and Behavioral Pediatrics Early Intervention Services houses a number of developmental and mental health programs. As part of our Early Intervention Services Unit we have a Consultation and Training Team which provides training to a number of head start and early head start sites across the county.

**Training Topics Offered:**

☐ Environments
☐ Behavior Guidance for Various Age Groups
☐ Child Development
☐ Circle Time Activities
☐ Conference Planning/Coordination
☑ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☐ Documentation and Observation
☐ Fiscal Management
☐ Getting Families Involved
☐ Grant Writing
☐ Infant/Toddler Care
☑ Including Children with Special Needs
☐ Integrating Academics and Enrichment
☑ Other: Reflective Supervision

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☐ Program Planning
☐ Program/Business Management
☐ Program Leadership
☑ Reflective Practice
☐ Selecting and Supervising Staff
☑ Social-Emotional Development (I/T)
☑ Social-Emotional Development (pre-k)
☐ Stress Management/Self Care
☐ Stress Management For Children
☐ Violence Prevention

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Early Care and Education Professional Development & Retention Project
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Reflective Supervision
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Reflective Practice

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
Training line staff, supervisors, administrative personnel on the principles of reflective practice and how it supports service providers who work with families with young children.

Price/hourly rate: $125

Participant Outcomes:
- Participants will develop an understanding of the principles of reflective practice theory and skills and how they relate to social/emotional development in young children.
- Participants will understand how reflective practice supports staff that work with young families.
- Participants will be able to examine and expand strategies for self-support and support for others, including parents and their young children.

Training methodologies:
Hands on Activities: 20%  Group discussions: 20%  Lecture: 45%  Other: 15%

Suggested length/frequency: Depends on program’s overall goals. A minimum of one day.

Suggested audience size: Flexible

Target audience:
☑️ New Line staff  ☑️ New Administrators  ☑️ Advanced Line staff  ☑️ Advanced Administrators

Coaching Available on Topic?  Yes ☑️  No ☐
**Training Topic Two: Reflective Supervision**

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Training of supervisors, program managers, administrators on the principles of reflective supervision. Consultations to agencies to assist in implementing a reflective supervision structure. Individual supervision of supervisors on the principles of reflective supervision also available.

**Price/hourly rate:** $125

**Participant Outcomes:**
- Participants will learn the basic principles of reflective supervision.
- Participants will understand why reflective supervision is the model of choice for agencies working with families with young children.
- Participants will understand the principles of parallel process and how it is central in supporting parents and their children.

**Training methodologies:**
Hands on Activities: 35%  
Group discussions: 20%  
Lecture: 45%  
Other: 15%

**Suggested length/frequency:** 12 hours  
**Suggested audience size:** Flexible to the needs of the agency.

**Target audience:**
- ☐ New Line staff  
- ☑ New Administrators  
- ☑ Advanced Line staff  
- ☑ Advanced Administrators

**Coaching Available on Topic?**  
Yes ☑  
No ☐

**Presenter References**
Margie Burton, Sonya Velasquez and Gina Schellenberg  
Tiburcio Vasquez Health Center  
Family Support Services  
510-471-5880 x3381 (Margie)
### Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>CHT Resource Group</td>
<td>Gracie Askew</td>
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<table>
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<tr>
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<tbody>
<tr>
<td>814 Grand Avenue, Suite 400</td>
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<tbody>
<tr>
<td>Oakland</td>
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<tr>
<td>510/625-1256</td>
<td>510/625-9307</td>
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<tbody>
<tr>
<td><a href="mailto:askew@jba-cht.com">askew@jba-cht.com</a></td>
<td><a href="http://www.cht-rg.org">www.cht-rg.org</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☐ School-Age

### Organization Summary:

**CHT Resource Group** (CHT-RG) provides focused training and technical assistance on health and safety topics, program development issues, management and evaluation approaches, and resource development. CHT-RG’s goal is to serve the staff development and management needs of health and human service providers, including early care and education (ECE) professionals.

### Training Topics Offered:

- ☐ Environments
- ☐ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☐ Circle Time Activities
- ☐ Conference Planning/Coordination
- ☐ Culturally Responsive Care
- ☐ (DRDP) Desired Results Assessment
- ☐ Documentation and Observation
- ☐ Fiscal Management
- ☐ Getting Families Involved
- ☑ Grant Writing
- ☐ Infant/Toddler Care
- ☐ Including Children with Special Needs
- ☐ Integrating Academics and Enrichment
- ☐ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☐ Nutrition and Fitness
- ☐ Program Planning
- ☐ Program/Business Management
- ☐ Program Leadership
- ☐ Reflective Practice
- ☐ Selecting and Supervising Staff
- ☐ Social-Emotional Development (I/T)
- ☐ Social-Emotional Development (pre-k)
- ☐ Stress Management/Self Care
- ☐ Stress Management For Children
- ☐ Violence Prevention
Consulting Topics Offered:

- Environment
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
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- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training & Consultation Topic One: Child Development

Please select: ☑ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Training/Coaching or Consultant services are tailored to meet the specific needs and issues of the requesting agency. Workshops can be tailored to give participants the opportunity to review current knowledge of child development theories. Long-term implications of child development and school readiness can also be examined.

Price/hourly rate: $100-125/hour (Work includes preparation as well as delivery - usually a day of prep for a day of delivery.)

Participant Outcomes:
Workshop participants will learn a diversity of ways to work with parents, caregivers and teachers to support optimal development. Cross-cultural issues in development will be explored in a small group format, drawing from participant’s field experience.

Training methodologies:
Hands on Activities: 40% Group discussions: 40% Lecture: 20% Other: ___%

Suggested length/frequency: 1 day training Suggested audience size: 25-30

Target audience:
☑ New Line staff ☐ New Administrators ☑ Advanced Line staff* ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
Training & Consultation Topic Two: Grant Writing

Please select: ☑ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
This is a training that covers the basic do’s and don’ts of grant writing. This training can also be offered to a single agency or in a group training. Training/Coaching or Consultant services are tailored to meet the specific needs and issues of the requesting agency.

Price/hourly rate: $100-125/hour (Work includes preparation as well as delivery - usually a day of prep for a day of delivery.)

Participant Outcomes:
• Understanding of a Grant Seeking Strategy
• Grantsmanship Do’s and Don’ts
• Ability to find Sources of Information/Funding
• Draft a Grant Seeking Strategy

Training methodologies:
Hands on Activities: 40% Group discussions: 40% Lecture: 20% Other: ___%

Suggested length/frequency: 2-3 hours | Suggested audience size: 15-20

Target audience:
☐ New Line staff ☐ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:
Lani Schiff-Ross
First 5 San Joaquin
11 S. San Joaquin Ste 301
Stockton, CA 95202
(209)468-0250

Marva Lyons
California Association for Family Child Care
6201 Doyle Street, Ste B
Emeryville, CA 94608
(510) 523-3028
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Abby J. Cohen, Child Care Law &amp; Policy Consultant</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Contact:</td>
<td>Abby Cohen</td>
</tr>
<tr>
<td>Address:</td>
<td>5245 College Avenue, Suite 332</td>
</tr>
<tr>
<td>City:</td>
<td>Oakland</td>
</tr>
<tr>
<td>State:</td>
<td>CA</td>
</tr>
<tr>
<td>Zip:</td>
<td>94618</td>
</tr>
<tr>
<td>Phone:</td>
<td>510.601.7319</td>
</tr>
<tr>
<td>Fax:</td>
<td>510.594.0753</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:abbyccm@aol.com">abbyccm@aol.com</a></td>
</tr>
<tr>
<td>Website:</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**

- [X] Infants
- [X] Toddlers
- [X] Preschool
- [X] School-Age

**Organization Summary:**

As an independent consultant my work focuses exclusively on providing training to early childhood and school age service providers on pertinent legal and policy issues.

**Training Topics Offered:**

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [X] Other: Legal Aspects of including children with disabilities in child care settings; Legal Issues for Child Care Programs
### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Legal Aspects Related to Including Children with Disabilities in Child Care Settings

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Training/Coaching Description:</td>
<td>I provide training that enables programs and providers to understand and put into practice what they need to know about their legal responsibilities in serving and including children with disabilities in their programs. This would include attention the Americans with Disabilities Act, IDEA and state laws.</td>
<td></td>
</tr>
<tr>
<td>Price/hourly rate:</td>
<td>Negotiable; depends on depth, scope and duration</td>
<td></td>
</tr>
<tr>
<td>Participant Outcomes:</td>
<td>Participants will walk away from the training having a better understanding of their legal responsibilities in making reasonable accommodations and including children with disabilities in their programs.</td>
<td></td>
</tr>
<tr>
<td>Training methodologies:</td>
<td>Hands on Activities: ____% Group discussions: 40% Lecture: 60% Other: ____%</td>
<td></td>
</tr>
<tr>
<td>Suggested length/frequency:</td>
<td>Can go from hour overview to half day or full day</td>
<td></td>
</tr>
<tr>
<td>Target audience:</td>
<td>☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators</td>
<td></td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☐ No ☑</td>
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</table>

#### Training Topic Two: Legal Issues for Child Care Programs

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
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<td></td>
</tr>
<tr>
<td>Training/Coaching Description:</td>
<td>I also provide training that provides an understanding to programs and providers of some of the basic legal issues that touch upon their work. This would include issues such as mandated child abuse reporting requirements, confidentiality, minimizing liability, medication administration, and other legal issues as desired or relevant.</td>
<td></td>
</tr>
<tr>
<td>Price/hourly rate:</td>
<td>Negotiable; depends on depth, scope, and duration.</td>
<td></td>
</tr>
<tr>
<td>Participant Outcomes:</td>
<td>Participants will walk away from the training with a better understanding of their legal responsibilities so as to promote legal compliance by their programs and the avoidance of legal problems.</td>
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</tr>
<tr>
<td>Training methodologies:</td>
<td>Hands on Activities: ____% Group discussions: 40% Lecture: 60% Other: ____%</td>
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<tr>
<td>Suggested length/frequency:</td>
<td>1½ hours to 3 hours to full day</td>
<td></td>
</tr>
<tr>
<td>Target audience:</td>
<td>☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators</td>
<td></td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☐ No ☑</td>
<td></td>
</tr>
</tbody>
</table>

#### Presenter References:

Angie Garling  
Child Care Coordinator, Alameda County  
510.208.9675 (general knowledge of training capabilities)

Arlyce Currie  
BANANAS  
510.658.7101 (knowledgeable about a range of legal issues training)
Linda Brault
Beginning Together
760.736.6337 (knowledgeable about inclusion trainings)
Trainer Information:

Name: Marion Hironaka Cowee

Address:

City: State: Zip:

Phone: Fax:

Email: cowee@earthlink.net

Website:

Age Groups Your Trainings Cover:
- Infants
- Toddlers
- Preschool
- School-Age

Trainer Summary:

I provide training and consultation that focuses on building learning and caring communities among staff, teachers, parents, families, and children.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
### Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

### Training, Coaching and Consultation Topic Descriptions:

#### Training & Consultation Topic One: Building Partnerships with Parents & Families

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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</table>

Please list any languages this service is available in (other than English):

<table>
<thead>
<tr>
<th>Training/Coaching or Consulting Service Description:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participants are provided opportunities to see differently their role in building positive and productive relationships with parents and families which ultimately benefits the children in their care.</td>
</tr>
</tbody>
</table>

| Price/hourly rate: | $100/hr negotiable |

<table>
<thead>
<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Participants will leave with an expanded outlook on the importance of partnerships and what they can do to improve relationships starting ‘Monday morning!’</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Training methodologies:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hands on Activities: 70%</td>
</tr>
</tbody>
</table>

| Suggested length/frequency: | 4 hours to full day(s) | Suggested audience size: | 20-25 |

<table>
<thead>
<tr>
<th>Target audience:</th>
</tr>
</thead>
<tbody>
<tr>
<td>☑ New Line staff</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes ☑</td>
</tr>
</tbody>
</table>
Training & Consultation Topic Two: Team Building & Motivation

Please select one: ☑ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Every employee of an organization is part of a team that supports the growth and development of children and families. Motivational activities and discussion help individuals from top administrators to the on-the-floor teachers to the cook see their important role in creating a caring climate for all. Opportunities to practice conflict resolution strategies are provided.

Price/hourly rate: $100/hr negotiable

Participant Outcomes:
Participants will be able to state how they will use their power to create a caring community.

Training methodologies:
Hands on Activities: 70%  Group discussions: 20%  Lecture: 5%  Other: ____%

Suggested length/frequency: 3 hrs to all day  Suggested audience size: 10-25

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:
Available upon request
Organization Information:

Organization Name: (CPIN) Bay Region 4 California Preschool Instructional Network  
Main Contact: Debbie Supple, Director

Address:  
77 Santa Barbara Road

City: Pleasant Hill  
State: CA  
Zip: 94523

Phone: 925.942.3336  
Fax: 925.942.3336

Email: dsupple@cccoe.k12.ca.us  
Website: www.cocoschools.org/preschool, www.cpin.us

Age Groups Your Trainings Cover:

☐ Infants  ☐ Toddlers  ☑ Preschool  ☐ School-Age

Organization Summary:  
The purpose of the California Preschool Instructional Networks (CPIN) is to provide professional development and technical assistance to preschool teachers and administrators to ensure preschool children are ready for school. The Networks are organized into 11 regions of the state that disseminate information, training and resources to their particular region.

Training Topics Offered:

☐ Environments  ☐ Job Coaching
☐ Behavior Guidance for Various Age Groups  ☐ Managing Multiple Contract Sources
☐ Child Development  ☐ Nutrition and Fitness
☐ Circle Time Activities  ☐ Program Planning
☐ Conference Planning/Coordination  ☐ Program/Business Management
☐ Culturally Responsive Care  ☐ Program Leadership
☐ (DRDP) Desired Results Assessment  ☐ Reflective Practice
☐ Documentation and Observation  ☐ Selecting and Supervising Staff
☐ Fiscal Management  ☐ Social-Emotional Development (I/T)
☐ Getting Families Involved  ☐ Social-Emotional Development (pre-k)
☐ Grant Writing  ☐ Stress Management/Self Care
☐ Infant/Toddler Care  ☐ Stress Management For Children
☑ Including Children with Special Needs  ☐ Violence Prevention
☐ Integrating Academics and Enrichment
☑ Other: Including children who are learning English; Intentional Teaching (Language and Literacy)
Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Language and Literacy Including Children with Special Needs and English Learners

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

Please list any languages this service is available in (other than English):
Spanish – depending on availability of trainers

Training/Coaching Description:
CPIN will provide, facilitate and/or coordinate professional development opportunities for early childhood/school readiness staffs, which are based upon the content of the language and literacy networks for administrators/leaders. CPIN will provide and gather input regarding California Department of Education initiatives. The work of the Networks encourages developmentally appropriate practices that are playful and purposeful. Some of the language and literacy topics covered by the CPIN are as follows:

- Oral Language Development
- Concepts of Print
- Developing Vocabulary Through Books
- Alphabetic Knowledge
- Supporting Language & Literacy for children with disabilities and English Language Learners
- Phonological Awareness

CPIN also conducts five Network meetings a year targeting preschool administrators and teacher leaders to share the latest research and strategies in early language and literacy.

Price/hourly rate: No charge. CPIN provides trainers and all materials. We cannot pay for food.

Participant Outcomes:
Participants will walk away with knowledge of current and confirmed research and user-friendly strategies on the causal predictors of learning to read, oral language development, the stages of language acquisition, and developing vocabulary through books.

Training methodologies:

| Hands on Activities: 25% | Group discussions: 25% | Lecture: 50% | Other: ___% |

Suggested length/frequency: 2-hour to 4-hour sessions
Ideally, sessions are presented using an institute model with 3 or 4 2-hour sessions spaced approx. 1 month apart. We also do shorter presentations and day-long workshops. This can all be customized to meet the needs of the program. We also offer regional trainings for individuals from any of the 7 Bay Area counties (Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Solano)

Suggested audience size: Min. 20, Max. 50

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☐ No ☑

Presenter References:
Karyn Barnes
First 5 Alameda County
510.875.2489
karyn.barnes@acgov.org

Anne Ginnold
Project Pathways, Mills College
510.430.2116
aginnold@mills.edu
Bonnie Gutierrez, Director,  
Helen Turner Child Development Center  
510.293.8549  
bgutierrez@husd.k12.ca.us

Martha Martinez  
Even Start Coordinator  
Alameda County Office of Education  
510.670.4542  
mmartinez@acoe.k12.ca.us

Edy Scripps  
Literacy Coach, Oakland USD  
510.879.8328, edith.scripps@ousd.k12.ca.us
Organization Information:

**Organization Name:**
Elliott Coaching/Hart Consulting

**Main Contact:**
Kimberley Elliott

**Address:**

<table>
<thead>
<tr>
<th>City:</th>
<th>State:</th>
<th>Zip:</th>
</tr>
</thead>
</table>

**Phone:** 916-340-4151 (Elliott)
**Fax:** 916-481-7446

**Email:** elliottcoaching@sbcglobal.net
**Website:** www.hartjourneys.com

**Age Groups Your Trainings Cover:**
- [x] Infants
- [x] Toddlers
- [x] Preschool
- [x] School-Age

Organization Summary:

Elliott coaching inspires creative thinking and action in the pursuit of personal growth and community collaboration. With Hart Consulting we work with you to meet your needs in leadership, communication, and teamwork. Whether gained from art exploration, role playing or writing, your insights transfer directly to your work environment.

Training Topics Offered:

- [x] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [x] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [x] Program Planning
- [ ] Program/Business Management
- [x] Program Leadership
- [x] Reflective Practice
- [x] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [x] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention
Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Program Leadership: Developing A High Performing Team

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Leading through empowerment doesn’t have to be tricky. Join experts Beth Hart and Kimberley Elliott in practicing and implementing strategies that include team and individual assessment, skill building and peer learning. You will leave with a deeper understanding of how to create strong foundations with your team in order to support your program’s evolution toward its highest potential. Your openness as a leader can turn program management into a fun, rewarding and creative experience!

Price/4 hour training: $1200 + Travel & Expenses

Participant Outcomes: Participants will...
• Understand the importance of staff empowerment & skill development as a foundation for creating effective teams
• Define leadership strengths and areas to improve upon
• Learn and practice specific strategies for building skills among staff using a skills mandala and interest inventory model
• Create a step-by-step plan for nurturing team leadership

Training methodologies:
Hands on Activities: 60% Group discussions: 30% Lecture: 10% Other: ___%

Suggested length/frequency: 4 hours / bi-annually  Suggested audience size: 25-30 people
Half & Full day programs available.

Target audience:
☐ New Line staff ☑ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
Training Topic Two: The Power of Full Engagement!

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Do you suffer from chronic work syndrome? Does it sometimes feel like your energy is draining away even though you are getting things done? Join us for a HEALTHY STOP! In this fun and interactive workshop you will identify your energy drains as well as what fuels you. Through relaxation techniques, creativity and humor. Kimberley and Beth will support you in creating strategies to plug your energy drains and turn up the fuel. Be prepared to laugh at yourself and step into a new paradigm that supports not taking your work so seriously. Disclaimer: Only for the seriously stressed out who are willing to dive into the bliss!

Price/ 2 hour program: $800 + Travel & Expenses (other price packages available upon request)

Participant Outcomes:
Participants will...
- Explore how to move away from time management toward energy management
- Identify personal energy drains and fuels
- Create strategies to plug personal drains and increase fuel
- Practice managing stress through positive energy rituals

Training methodologies:
Hands on Activities: 70%  Group discussions: 20%  Lecture: 10%  Other: ____%

Suggested length/frequency: 2 hours / monthly  Suggested audience size: 25-30 people
(Half & full day programs also available)

Target audience: ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Presenter References:
Available upon request
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Enhanced Mentor Program</td>
<td>Nancy Lee</td>
</tr>
<tr>
<td>First 5 Alameda County, Every Child Counts</td>
<td></td>
</tr>
</tbody>
</table>

Address:
1100 San Leandro Blvd., Suite 120

City: San Leandro, CA
State: CA
Zip: 94577

Phone: (510) 875-2483
Fax: (510) 875-2410

Email: Nancy.lee@acgov.org
Website: www.ackids.org

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☐ School-Age

Organization Summary:
The Enhanced Mentor Program is a partnership with the California Early Childhood Mentor Program and First 5 Alameda County. Both agencies focus on improving the quality of child care through teacher training and support. The Enhanced Mentor Program serves both center-based and family child care homes that serve children ages 0 to 5 years.

Training Topics Offered:
☑ Environments ☐ Job Coaching
☑ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☑ Child Development ☐ Nutrition and Fitness
☑ Circle Time Activities ☐ Program Planning
☑ Conference Planning/Coordination ☐ Program/Business Management
☑ Culturally Responsive Care ☐ Program Leadership
☐ (DRDP) Desired Results Assessment ☑ Reflective Practice
☐ Documentation and Observation ☐ Selecting and Supervising Staff
☐ Fiscal Management ☑ Social-Emotional Development (I/T)
☐ Getting Families Involved ☑ Social-Emotional Development (pre-k)
☐ Grant Writing ☑ Stress Management/Self Care
☑ Infant/Toddler Care ☑ Stress Management For Children
☑ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
☑ Other: Training is available on a wide range of topics in early care and education, depending on Mentors’ availability. We encourage programs to contact us with their specific requests.
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Training is available on a wide range of topics in early care and education, depending on Mentors’ availability. We encourage programs to contact us with their specific requests.

- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training and Consultation Topics: See above listings

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

Please list any languages this service is available in (other than English): Chinese, Spanish

Training/Coaching or Consulting Service Description:
State-approved Early Childhood Mentors are available to provide up to 25 hours of on-site training and one-to-one coaching on a broad range of ECE topics, depending on Mentor availability. Training and mentoring are tailored to the specific needs of the child care program/teacher.

To ensure participant “buy-in,” requests for mentoring services must come from the teacher/provider who will receive services. Staff training requests may come from Program Directors and/or other appropriate program administrators.

Price/hourly rate: Free to any licensed child care program in Alameda County

Participant Outcomes:
Varies depending on topic

Training methodologies: Varies depending on the topic
Hands on Activities:____%  Group discussions:____%  Lecture:____%  Other:____%

Suggested length/frequency: Max. of 25 hours  Suggested audience size: Varies depending on topic

Target audience: Varies depending on the topic
- New Line staff
- New Administrators
- Advanced Line staff
- Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References
Available upon request
Organization Information:

Organization Name: Fast Response School of Health Care Education  
Main Contact: Erica Davis

Physical Address:  
2075 Allston Way  
Mailing Address: P.O. Box 1283, Berkeley, CA 94701

City: Berkeley  
State: CA  
Zip: 94701

Phone: (510) 849-4009  
Fax: (510) 809-3651

Email: info@fastresponse.org  
Website: www.fastresponse.org

Age Groups Your Trainings Cover:
- ✔ Infants
- ✔ Toddlers
- ✔ Preschool
- ✔ School-Age

Organization Summary:
Fast Response has 19 years of experience as the Bay Area’s premier healthcare training center, offering certification in CPR, First Aid, Health & Safety and more. Train at your site or ours, and enjoy learning from a privately-owned institution that prides itself on customer satisfaction, community service, and professionalism.

Training Topics Offered:

- ✔ Environments
- ✔ Behavior Guidance for Various Age Groups
- ✔ Child Development
- □ Circle Time Activities
- □ Conference Planning/Coordination
- ✔ Culturally Responsive Care
- □ (DRDP) Desired Results Assessment
- □ Documentation and Observation
- □ Fiscal Management
- □ Getting Families Involved
- □ Grant Writing
- □ Infant/Toddler Care
- □ Including Children with Special Needs
- □ Integrating Academics and Enrichment
- ✔ Infant/Toddler Care
- ✔ First Aid, CPR, Health & Safety and related courses
- □ Job Coaching
- □ Managing Multiple Contract Sources
- □ Nutrition and Fitness
- □ Program Planning
- □ Program/Business Management
- □ Program Leadership
- □ Reflective Practice
- □ Selecting and Supervising Staff
- □ Social-Emotional Development (I/T)
- □ Social-Emotional Development (pre-k)
- □ Stress Management/Self Care
- □ Stress Management For Children
- □ Violence Prevention
Training, Coaching and Consultation Topic Descriptions:

Training Topic One: CPR (EMSA Approved)

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): N/A

Training/Coaching Description:
This class covers Child & Infant CPR, choking rescue, AED and use of barrier devices. American Heart Association (AHA), American Safety and Health Institute (ASHI) and Emergency Medical Services Authority (EMSA) approved. Exceeds Red Cross standards. We will customize to your needs

Price/hourly rate: $60 (call for group rates)

Participant Outcomes:
Child & Infant CPR Certification

Training methodologies:
Hands on Activities: 50%   Group discussions: 0%   Lecture: 50%   Other: 0%

Suggested length/frequency: 4 hour course, renew every 2 yrs.  Suggested audience size: Any

Target audience: (check all that apply)
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐

Training Topic Two: First Aid (EMSA Approved)

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): N/A

Training/Coaching Description:
This class covers Child & Infant First Aid, responding effectively to any emergency and how to prioritize injuries and illnesses. This is a lively class with lots of student participation. Including hands-on patient treatment & assessment. American Safety and Health Institute (ASHI) and Emergency Medical Services Authority (EMSA) approved. Exceeds Red Cross standards. We will customize to your needs.

Price/hourly rate: $60 (call for group rates)

Participant Outcomes:
Child & Infant First Aid Certification

Training methodologies:
Hands on Activities: 50%   Group discussions: 0%   Lecture: 50%   Other: 0%

Suggested length/frequency: 4 hours, renew every 2 yrs.  Suggested audience size: Any

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐

Presenter References:
Available upon request
Every Child Counts is a program that supports health, development and well-being of Alameda County’s youngest children through their first five years.

Every Child Counts nurtures kids:
- In their homes through family support services
- In child care by improving the quality of early care and education
- In the community by funding community grants, working with schools, pediatricians, colleges and other community projects

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development  ☑
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Devereux Early Childhood Assessment (DECA), Ages and Stages Questionnaire (ASQ) and ASQ-Social/Emotional
Training Topic Descriptions:

**Training Topic One:** Child Development

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☐ Consulting</th>
</tr>
</thead>
</table>

Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
This training will focus on five major areas of child development: Communication, Cognitive, Gross Motor, Fine Motor and Personal-Social. We will cover typical development in these areas from birth to age five within a cultural context. We will spend some time on atypical development and identifying “red flags” or reasons for concern. The training will conclude with information on resources and referrals and communicating with parents or families.

**Price/hourly rate:** Free of charge if offered through ECC.

**Participant Outcomes:**
Participants will: 1) identify common domains of child development; 2) recognize typical and atypical developmental patterns in children age 0-5; 3) understand cultural differences in child development; 4) identify resources and referral agencies; and 5) gain skills in communicating with parents and families.

**Training methodologies:**
Hands on Activities: 20%  Group discussions: 35%  Lecture: 45%  Other: ____%

**Suggested length/frequency:** one full day or four 2-hour segments  **Suggested audience size:** 10-50

**Target audience:**
☑ New Line staff  ☑ New Administrators  ☐ Advanced Line staff  ☐ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐

Training Topic Two: Social-Emotional Development I/T and Pre-K

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching ☐ Consulting</th>
</tr>
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</table>

Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
This training focuses on social and emotional development of young children from birth through age 5. We will define these terms and cover typical and atypical development in these areas. Participants will learn about what factors contribute to social and emotional strength and we will also look at these components within a cultural context. The training will conclude with information on resources and referrals and communicating with parents or families.

**Price/hourly rate:** Free of charge if offered through ECC.

**Participant Outcomes:**
Participants will: 1) identify and define terms used in social and emotional development; 2) recognize typical and atypical S/E developmental patterns in children age 0-5; 3) understand cultural differences in S/E development; 4) identify resources and referral agencies; and 5) gain skills in communicating with parents and families.

**Training methodologies:**
Hands on Activities: 20%  Group discussions: 30%  Lecture: 40%  Video: 10%

**Suggested length/frequency:** 3 – 4 hours  **Suggested audience size:** 10 - 50

**Target audience:**
☑ New Line staff  ☑ New Administrators  ☐ Advanced Line staff  ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐
### Training Topic Three: DECA

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
This training focuses on the Devereux Early Childhood Assessment (DECA) tool. Participants will learn about resiliency theory, including protective and risk factors, which is the basis for the DECA program. The training will then focus on the DECA tool and its use in a classroom setting, including the creation of a classroom profile to better understand how the classroom is functioning.

**Price/hourly rate:** Free of charge if offered through ECC

**Participant Outcomes:**
Participants will: 1) learn about the DECA program and tools; 2) gain understanding into resiliency theory; 3) learn how to administer, score and interpret the DECA; 4) learn how to use supplemental DECA materials; and 5) learn how to use the DECA to make change in the classroom

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 30%
- Lecture: 35%
- Other: 5%

**Suggested length/frequency:** 3 hours

**Suggested audience size:** 10 - 50

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Four: ASQ and ASQ-SE

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
This training focuses on the use and purpose of the Ages and Stages Questionnaires (ASQ and ASQ-SE). Participants will learn about developmental screening in general, although the focus will be on ASQ tools in particular, including administration, scoring, cultural adaptability, interpretation and communication with families.

**Price/hourly rate:** Free of charge if offered through ECC

**Participant Outcomes:**
Participants will: 1) define and discuss benefits of developmental screening and 2) learn the administration, scoring and interpretation of the ASQ and ASQ-SE

**Training methodologies:**
- Hands on Activities: 10%
- Group discussions: 25%
- Lecture: 55%
- Other: 10%

**Suggested length/frequency:** 3 hours

**Suggested audience size:** 10 - 50

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
Presenter References:

Margie Gutierrez-Padilla  
Alameda County Behavioral Health Care  
Early Childhood Consultation and Treatment Program  
(510) 383-5128

Carol Singer  
Jewish Family and Children’s Services of the East Bay  
(510) 704-7475 x244
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glitter &amp; Razz Productions</td>
<td>Lynn Johnson</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th></th>
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<tbody>
<tr>
<td>5951 College Avenue</td>
<td></td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>City:</th>
<th>State:</th>
<th>Zip:</th>
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<tbody>
<tr>
<td>Oakland</td>
<td>CA</td>
<td>94618</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td>510.654.7166</td>
<td>510.225.2350</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:lynn@glitterandrazz.com">lynn@glitterandrazz.com</a></td>
<td><a href="http://www.glitterandrazz.com">www.glitterandrazz.com</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover (check all that apply):**

- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [x] School-Age

**Organization Summary:**

Glitter & Razz Productions is a company dedicated to the creativity and learning of the modern family based in Oakland, CA. We produce theater-based creative experiences for children, families, and professionals. We believe in the magic & power of theater & we take having fun seriously.

**Training Topics Offered:**

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [x] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [x] Stress Management/Self Care
- [x] Stress Management For Children
- [ ] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
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- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Dramatic Play in the Preschool Classroom

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This dynamic, hands-on workshop reminds early childhood educators of what the children already know- how to play! Participants will learn how to access the power of dramatic play to help children heal, laugh, relax, make friends, exercise, and learn more about who they are. Get some seriously fun experience in creating and facilitating playful experiences for young children using drama.

Price/hourly rate: $500 for a 3-hour training, $300 for 1 ½ hours

Participant Outcomes:
- Understand the importance of utilizing creative play, drama and movement as tools for enriching the learning of young children
- Practice being spontaneous, playful and intentional around creating positive learning experiences in their classrooms
- Take back activities and tools for immediate implementation in their school communities

Training methodologies:
Hands on Activities: 70 % Group discussions: 10 % Lecture: 5 % Other: 15 %

Suggested length/frequency: 3-hour training Suggested audience size: 35 max

Target audience:
☑️ New Line staff ☑️ New Administrators ☑️ Advanced Line staff ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑️ No ☐
**Training Topic Two:** Just Relax: Practicing Self-Care with Young Children

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
Working with young children can be the source of both joy and pain. This workshop helps participants identify and manage areas of stress related to working in the early childhood field. Through innovative and creative games and techniques inspired by various healing arts practices, professionals will have the opportunity to focus on their own self-care and renewal. At the same time, we will also practice how to adapt the same techniques to help the children learn how to regulate their own stress. Overall, we will give you the tools to help you make your classroom a more peaceful place.

**Price/hourly rate:** $500 for a 3-hour training, $300 for 1 ½ hours

**Participant Outcomes:**
- Discuss the stresses and challenges associated with working with young children and their families and share ideas about making the workplace a more peaceful environment
- Practice creative games and techniques to use in the preschool classroom to support young children in learning how to adapt or regain a relaxed state when they feel fear or stress
- Take time and space away from the normal school day to connect with colleagues in a caring, safe, and relaxing environment

**Training methodologies:**
- Hands on Activities: 50 %
- Group discussions: 40 %
- Lecture: 5 %
- Other: 10 %

**Suggested length/frequency:** This workshops works well when it is offered twice, once toward the beginning of the year and another time towards the end.

**Suggested audience size:** 20

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

**Consultation Topic One:** Creative Environments in the Preschool Classroom

<table>
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<tr>
<th>Please select one:</th>
<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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**Consulting Service Description:**
Glitter & Razz Productions specializes in enhancing the creativity and learning of young children and their families. In our work, we have developed valuable structures and essential frameworks used to build dynamic and engaging learning communities of adults and children by encouraging individual creativity and teaching peaceful collaboration among the group. Our consulting consists of a combination of assessment, facilitated group discussion, training sessions, and reflective practice all aimed to enhance the overall creativity of your learning environment.

**Price/hourly rate:** $75 per hour

**Presenter References:**
Carol Barton
Alameda Unified School District
cbarton@alameda.k12.ca.us

Lauran Cherry
Oakland Unified School District
Lauran.Cherry@ousd.k12.ca.us

Alicia Daniel
Family Child Care Association of San Francisco
msaliciadaniel@yahoo.com

**Trainer Information:**
Trainer Summary:
Integrated consulting, training and coaching approach to support leadership and staff to implement new and improved skills
- Bilingual Spanish/English preference
- Training and development programs that support priorities based on organization’s mission and values

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Team Building
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
Consulting Topics Offered:

☐ Environments
☐ Behavior Guidance for Various Age Groups
☐ Child Development
☐ Circle Time Activities
☐ Conference Planning/Coordination
☐ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
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☐ Grant Writing
☐ Infant/Toddler Care
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☐ Integrating Academics and Enrichment
☑ Other: Team Building

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☐ Program Planning
☐ Program/Business Management
☑ Program Leadership
☐ Reflective Practice
☑ Selecting and Supervising Staff
☐ Social-Emotional Development (I/T)
☐ Social-Emotional Development (pre-k)
☑ Stress Management/Self Care
☐ Stress Management For Children
☐ Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Topic One: Program Leadership

Please select one: ☑ Training & Coaching  ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
To implement effective, enduring change as a result of training, I work with leadership to identify their primary role in implementing change. By providing ongoing skill development based on the actual situations that managers and leaders address, my goal is to build internal, long-term capacity. Accountability across the organization is developed through concrete personal and organizational goals directly tied to the provision of culturally appropriate services delivered in an environment of mutual respect.

Price/hourly rate: $800-$900 per day (pro-rated for less time) depending on complexity and length of contract

Participant Outcomes:
• Visible, consistent leadership with effective skills to address cross-cultural issues with all levels of organization, including staff, management and clients
• Ongoing plan to have staff provide values-based services to diverse clients
• Inclusive, shared program and organizational purpose
• Multicultural expectations and skills integrated into job descriptions and evaluation process

Training methodologies:
Hands on Activities: 40%  Group discussions: 40%  Lecture: 15%  Other: 5%

Suggested length/frequency: 3 months-1 year  Suggested audience size: 5-15

Target audience:
☐ New Line staff  ☑ New Administrators  ☐ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
**Topic Two: Team Building**

<table>
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<tr>
<th>Please select one:</th>
<th>☑️ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):** Spanish

**Training/Coaching Description:**
Organizations often spend significant amounts of unproductive time in meetings because there is no authentic sense of team. I provide useful process skills to support productive discussions, especially when addressing challenging topics. My special interest is working with Latino/a cultural values and integrating them into the concepts of team building in US organizations.

**Price/hourly rate:** $800-$900 per day (pro-rated for less time) depending on complexity and length of contract

**Participant Outcomes:**
- Successful, priority-focused discussions and outcomes
- Effective and authentic collaborative relationships
- Appropriate conflict resolution processes
- Long-term buy in and agreement to mission and goals

**Training methodologies:**
- Hands on Activities: 40%
- Group discussions: 40%
- Lecture: 10%
- Other: 5%

<table>
<thead>
<tr>
<th>Suggested length/frequency: 3 months – 2 years</th>
<th>Suggested audience size: 10-20</th>
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</thead>
<tbody>
<tr>
<td>1 day training every 6 months, half day refreshers/coaching with leaders</td>
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</table>

**Target audience:**
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑️ No ☐

**Presenter References:**
Beatriz Leyva-Cutler
BAHIA, Inc.
510-525-1463

Rose Padilla Johnson
Davis Street Family Resource Center
510.347.4620 ext 100
Trainer Information:

Name: Cherida Gruenfeldt, Consultant

Address:
6430 Redwood Road

City: Oakland
State: CA
Zip: 94619-2445

Phone: 510-482-5173 x3
Fax: N/A

Email: cherlon1@yahoo.com
Website:

Age Groups Your Trainings Cover:
☐ Infants  ✔ Toddlers  ✔ Preschool  ✔ School-Age

Trainer Summary:

With more than 33 years of hands-on classroom and supervision experience while utilizing developmentally appropriate practices in early childhood and school age settings I offer supportive, nurturing and individualized consulting, training and coaching services to suit your needs.

Training Topics Offered:

☐ Environments
✔ Behavior Guidance for Various Age Groups
✔ Child Development
✔ Circle Time Activities
☐ Conference Planning/Coordination
☐ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☐ Documentation and Observation
☐ Fiscal Management
☐ Getting Families Involved
☐ Grant Writing
☐ Infant/Toddler Care
☐ Including Children with Special Needs
✔ Integrating Academics and Enrichment
✔ Other: Curriculum Development--Art, Science, Literacy, sign language, Gardening, Outdoor Curriculum, Sensorial and Music and Movement.

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☐ Program Planning
☐ Program/Business Management
☐ Program Leadership
☐ Reflective Practice
☐ Selecting and Supervising Staff
☐ Social-Emotional Development (I/T)
✔ Social-Emotional Development (pre-k)
✔ Stress Management/Self Care
✔ Stress Management For Children
☐ Violence Prevention
### Consulting Topics Offered:

- [x] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [ ] Staff conflict resolution/mediation support
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention

### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Stress Management for the Educator

**Please select one:** [x] Training & Coaching  [ ] Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
A comprehensive training in which participants learn quick and easy self care stress management techniques that they can utilize to reduce their stress levels anywhere and especially when teaching.

**Price/hourly rate:** 2-hr training: $400.00  4-hr or ½ day training: $800.00

**Participant Outcomes:**
Participants will come away with a basic understanding of what stress is, how it can be good and bad and how to minimize stress in their lives. They will build a basic repertoire of stress reducing techniques that relieve stress, tension and anxiety levels in 10 minutes or less. Through humor, movement, breathing, touch, thought and smell, educators will increase their knowledge on ways that will bring calm, relaxation and peace into their lives and the lives of the children they teach.

**Training methodologies:**
- Hands on Activities: 70%
- Group discussions: 15%
- Lecture: 15%
- Other: ____%

**Suggested length/frequency:** 2-4 hour training  |  **Suggested audience size:** 5-100

**Target audience:**
- [x] New Line staff
- [ ] New Administrators
- [x] Advanced Line staff
- [x] Advanced Administrators

**Coaching Available on Topic?**  Yes [x]  No  [ ]
### Training Topic Two: Helping Children Cope with Stress and Behavior Guidance for Various Ages

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

#### Training/Coaching Description:
This training is a stand-alone training or a great accompaniment training to Stress Management for the Educator. In this training Educators will receive an in-depth knowledge of how children cope with stress and what they can do to assist in providing appropriate outlets and intervention that empower children to become self-soothing and gain confidence in their ability to reduce their stress independently.

**Price/hourly rate:** 3-4 hour training: $800.00

#### Participant Outcomes:
Educators will gain a deeper knowledge of how young children express stress, how to recognize stress in young children, what some of the common stressors are for children and what support they need to reduce it. Through hands-on training, educators will experience first hand what is soothing and how to incorporate simple stress reducing activities in their curriculum every day. They will discover how to guide children through conflict resolution, apply yoga, tai chi chuan, exercise, sensorial activities, breathing and meditation to develop a community of caring children that can independently reduce their stress.

#### Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities: 70%</th>
<th>Group discussions: 25%</th>
<th>Lecture: 15%</th>
<th>Other: ____%</th>
</tr>
</thead>
</table>

#### Suggested length/frequency: 4 hour training

**Suggested audience size:** 5-30

#### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Three: Integrating Academics and Enrichment

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

Please list any languages this service is available in (other than English):

#### Training/Coaching Description:
So how do you incorporate academics and enrichment? In this training, educators will discover what role “play” has in academic learning for young children. And why social/emotional development is key in the role of academics for children.

**Price/hourly rate:** 4-hr training: $800.00, 6-hr training: $1000.00

#### Participant Outcomes:
Get ready to have fun and learn at the same time! Experience the importance of social/emotional development and why it is key in academic acquisition. Through hands-on training in art, science, literacy, cooking, journaling, block building, dramatic play and sensorial play, educators will gain experience in trusting play as academics for young children. Educators will discover exactly what academics children do learn through play and begin to understand the “teachable moment.”

#### Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities: 50%</th>
<th>Group discussions: 25%</th>
<th>Lecture: 25%</th>
<th>Other: ____%</th>
</tr>
</thead>
</table>

#### Suggested length/frequency: 4-6 hour trainings

**Suggested audience size:** 5-60

#### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
### Training Topic Five: Curriculum Development

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):**

<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>This training is a series of classes in various curriculum domains, such as art, science, sensorial, outdoor curriculum, large and fine motor development, gardening, literacy, music and physical fitness activities that gives educators new ideas to add to there curriculum.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Price/hourly rate: 2 hr trainings: $300.00 per training</th>
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**Participant Outcomes:**
Through hands-on demonstrations, educators will gather information from each topic to add to their curriculum development. For example they will learn new techniques in which to incorporate literacy into their art, science, sensorial, block, outdoor activities, gardening, music and so on that holds children’s interests and helps them develop an interest in learning at the same time. Educators will gain at least 4-5 ideas, from each training topic. In the gardening training, educators will gain knowledge on how to start a garden-big or small. They will get to visit a garden first hand to see how to use space efficiently.

<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 55%</td>
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<table>
<thead>
<tr>
<th>Suggested length/frequency: 2-hrs</th>
<th>Suggested audience size: 5-30</th>
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</table>

**Target audience:**
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

**Coaching Available on Topic?**  Yes ☒ No ☐

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### Consultation Topic One: Reflective Practice and Staff Conflict Resolution and Mediation

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<tr>
<th>Please select one:</th>
<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
</tr>
</thead>
</table>

**Please list any languages this service is available in (other than English):**

<table>
<thead>
<tr>
<th>Consulting Service Description:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Through reflection, we learn a lot about how we think, what we want for ourselves and how we achieve. Reflection as a tool is an introspective look at where we are in our journey in life, where we want to go and how we want to get there. It is also taking a look at how we think others see us and how we see others. Through a series of meetings I facilitate reflective conversations among teammates to help them take a look at how they might improve their understanding of each other. Through this reflection process teammates begin to see one another as partners, as individuals, their cultures and begin to form understandings of what is needed to make their team work better.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Price/hourly rate: $50.00</th>
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### Consultation Topic Two: Environments—Indoors and Outdoors

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<th>Please select one:</th>
<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
</tr>
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</table>

**Please list any languages this service is available in (other than English):**

<table>
<thead>
<tr>
<th>Consulting Service Description:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Educators and Administrators will receive assistance and guidance in setting up indoor and outdoor environments that invite play and investigation, minimize child conflict, and create child friendly places to enjoy, work and learn with a minimum of supervision. Also available is assistance and guidance with designing and creating outdoor play yards. With further assistance in choosing good equipment and use of space on a small or large budget. I also offer assistance on start up environments that can be expanded later when more revenue is available. I also show you how to add inexpensive touches that give your play yard that “homey” feeling.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Price/hourly rate: $50.00</th>
</tr>
</thead>
</table>
Consultation Topic Three: Job Coaching

Please select one: ☐ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English):

Consulting Service Description:
Guidance is offered to educators who wish to receive assistance with teaching young children. This is especially good for educators who are just starting out and need some extra mentoring in a new job or is having difficulty with a particular area of teaching. I have been mentoring for 20 years and have helped many educators develop their craft through reflective practices.

Price/hourly rate: $50.00

Consultation Topic Four: Social Emotional Development: Toddlers and Pre-K - Stress Management Children

Please select one: ☐ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English):

Consulting Service Description:
I offer long term assistance and guidance to understand the social emotional development of toddlers and preschoolers along with continued long term assistance in stress management for young children. I can work with a team of educators or individual educators on developing a stress management plan for their classroom. I also work with children and their teachers in hands-on stress management techniques that are child oriented to help empower children to become independent in their abilities to manage stress in their lives and become focused and self confident individuals that become a part of a caring community in their school. **see training and coaching for a training in this area.

Price/hourly rate: $50.00

Consultation Topic Five: Stress Management—Self Care

Please select one: ☐ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English):

Consulting Service Description:
I offer further assistance for educators in the art of self-care stress management as it pertains to their work. For those who wish to learn more ways to work through the stress in their lives.

Price/hourly rate: $50.00

Presenter References:

Linda Bringman
4C’s of Alameda County
22351 City Center Drive, Hayward, CA 94545
510-584-3133

Barbara Ogman, Professor of Early Childhood Development
Chabot College, 25555 Hesperian Blvd., Hayward, CA 94545
510-723-6684

Michelle Sherry, Professor of Early Childhood Development
Chabot College, 25555 Hesperian Blvd., Hayward, CA 94545
(510) 723-6655, msherry@chabotcollege.edu

Janice Fontenot, Professional Development Coordinator
Ohlone College, 436000 Mission Blvd., Fremont, CA 94539
(510) 979-7496, jfontenot@ohlone.edu

Christine Hansel
University of California at Berkeley
2425 Atherton, Berkeley, CA
Additional references available upon request
Trainer Information:

<table>
<thead>
<tr>
<th>Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Gunnarson</td>
<td></td>
</tr>
<tr>
<td>Consultant, Early Care and Education Instructor, Napa Valley College</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>P.O. Box 783</td>
<td></td>
</tr>
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<table>
<thead>
<tr>
<th>City:</th>
<th>State:</th>
<th>Zip:</th>
</tr>
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<tbody>
<tr>
<td>Woodacre</td>
<td>CA</td>
<td>94973</td>
</tr>
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<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td>(415) 488-4097</td>
<td>(415) 488-1736</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:jgunnarson@napavalley.edu">jgunnarson@napavalley.edu</a></td>
<td></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:

- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [x] School-Age

Trainer Summary:

My training and technical assistance focuses on specific, concrete strategies that can be implemented in the classroom. The framework I use is based on child-centered, developmentally appropriate practices that are culturally responsive, and I am strongly influenced by the practices of Reggio Emilia.

Training Topics Offered:

- [x] Environments
- [x] Behavior Guidance for Various Age Groups
- [x] Child Development
- [x] Circle Time Activities
- [x] Conference Planning/Coordination
- [x] Culturally Responsive Care
- [x] (DRDP) Desired Results Assessment
- [x] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [x] Grant Writing
- [x] Infant/Toddler Care
- [x] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [x] Other: Early Literacy: strategies to support emerging writing and writing, phonological awareness; English Language Learners; The Project Approach; Adult-Child Interaction Strategies: Strategies to support oral language and vocabulary development
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [x] Program Planning
- [x] Program/Business Management
- [x] Program Leadership
- [x] Reflective Practice
- [x] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention

Early Care and Education Professional Development & Retention Project
## Consulting Topics Offered:

- [x] Environments
- [x] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [x] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [x] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [x] Program Planning
- [ ] Program/Business Management
- [x] Program Leadership
- [x] Reflective Practice
- [x] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention

### Training Topic One: Creating High Quality Classroom Environments

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>[x] Training &amp; Coaching</th>
<th>[ ] Consulting</th>
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</thead>
</table>

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
This session will provide teachers with a clear understanding of the components of high quality classrooms that are organized, aesthetically pleasing, print rich, and developmentally appropriate. Drawing on the principles of Reggio-inspired classrooms, the presenter will provide visual examples of environmental strategies that teachers can implement in their own classrooms.

**Price/hourly rate:** $750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to change their classroom environments

**Participant Outcomes:**
This training will inspire participants to create high quality, child-centered classroom environments. Participants in the workshop will understand the principles and components of high quality environments. If coaching and technical assistance is provided, the trainer will work with participants in their classrooms to set-up environments following these principles and to develop classroom action plans that identify next steps.

**Training methodologies:**
Hands on Activities: 30%  
Group discussions: 40%  
Lecture: 30%  
Other: ____%

**Suggested length/frequency:** Half-day or full day training. Coaching and technical assistance: 2-3 hours per classroom

**Suggested audience size:** any

**Target audience:**
- [x] New Line staff  
- [x] New Administrators  
- [x] Advanced Line staff  
- [x] Advanced Administrators

**Coaching Available on Topic?**  
- Yes [x]  
- No [ ]
### Training Topic Two: Emerging Literacy for Preschoolers: Concrete, High Success Strategies for Classroom Implementation

**Please select one:** ☑ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
“Emerging Literacy for Preschoolers” can be a one-time workshop presenting one or two specific strategies, or it can be a series of 4-6 workshops that train teachers to implement concrete early literacy strategies such as modeled writing, journal writing, sign-in, dialogic reading, and reading with repeatable text, phonological awareness activities, and high quality Book and Writing Areas.

**Price/hourly rate:** $750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to implement the emerging literacy strategies in their classrooms.

**Participant Outcomes:**
Participants will be able to successfully implement the emerging literacy strategies presented through modeling, practice with feedback during the workshop, and on-site coaching.

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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</thead>
<tbody>
<tr>
<td>30%</td>
<td>40%</td>
<td>30%</td>
<td>_____%</td>
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</tbody>
</table>

**Suggested length/frequency:** Half-day or full day training, or a series of 3 hour workshops. Coaching and technical assistance: 2-4 hours per classroom

**Suggested audience size:** any

**Target audience:**
☒ New Line staff ☑ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Three: Good to Talk with You! --- Strategies for Developing the Vocabulary and Oral Language Skills of Preschoolers

**Please select one:** ☑ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
This workshop will emphasize the importance of oral language development and demonstrate to teachers specific strategies they can use to develop their children’s oral language skills. Strategies will be modeled, explained, and practiced by the workshop participants.

**Price/hourly rate:** $750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to implement the emerging literacy strategies in their classrooms.

**Participant Outcomes:**
Participants will be able to successfully use specific oral language strategies with children: Information Talk, Expansion, open-ended questions, vocabulary development using Text Talk.

**Training methodologies:**
<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>25%</td>
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</table>

**Suggested length/frequency:** Half-day or full day workshops. Coaching and technical assistance: 2-4 hours per classroom

**Suggested audience size:** any

**Target audience:**
☒ New Line staff ☑ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
### Training Topic Four: Caught Between Two Worlds: Strategies for Working with English Language Learners

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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| Please list any languages this service is available in (other than English): |
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<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>This worksheet will emphasize both the importance of supporting the home language as well as the specific strategies teachers can use to support the emerging English skills of English language learners. The stages of second language acquisition and specific strategies for supporting children in each stage are presented. Strategies will be modeled, explained, and practiced by the workshop participants.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to implement the emerging literacy strategies in their classrooms.</th>
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</table>

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<thead>
<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Participants will understand how to use differentiated instructional strategies and be able to successfully use specific oral language strategies with English Language Learners.</td>
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<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 50%</td>
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<table>
<thead>
<tr>
<th>Suggested length/frequency:</th>
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<tbody>
<tr>
<td>Half-day or full day workshops. Coaching and technical assistance: 2-4 hours per classroom</td>
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<table>
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<tr>
<th>Suggested audience size:</th>
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<tbody>
<tr>
<td>any</td>
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<table>
<thead>
<tr>
<th>Target audience:</th>
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<tbody>
<tr>
<td>☑ New Line staff</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
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<tbody>
<tr>
<td>Yes ☑ No ☐</td>
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### Training Topic Five: Positive Guidance and Discipline for Preschoolers

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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| Please list any languages this service is available in (other than English): |
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<table>
<thead>
<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>This highly interactive workshop will provide a clear framework to teachers for responding to behavior problems. Participants will learn that they can ignore the behavior, restructure the environment, direct the behavior, offer choices, or problem-solve. Teachers will use a case study from their own classrooms to apply the principles of the training.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Price/hourly rate:</th>
<th>$750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to implement the emerging literacy strategies in their classrooms.</th>
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</table>

<table>
<thead>
<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Participants understand why children typically misbehave and how to respond to behavior problems with concrete strategies that eliminate the negative behavior and build positive skills.</td>
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<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 50%</td>
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<table>
<thead>
<tr>
<th>Suggested length/frequency:</th>
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<tbody>
<tr>
<td>Two half-day or full day workshops. Coaching and technical assistance: 2-4 hours per classroom</td>
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<tr>
<th>Suggested audience size:</th>
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<tbody>
<tr>
<td>any</td>
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<table>
<thead>
<tr>
<th>Target audience:</th>
</tr>
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<tbody>
<tr>
<td>☑ New Line staff</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Coaching Available on Topic?</th>
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<tbody>
<tr>
<td>Yes ☑ No ☐</td>
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</tbody>
</table>
Training Topic Six: Implementing the Project Approach in Preschool Classrooms

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This workshop will provide an in-depth introduction to the Project Approach as a curriculum framework. Participants will be provided examples of projects in preschool classrooms and will experience the project process by investigating a topic themselves. This workshop is highly interactive.

Price/hourly rate: $750 for a half-day workshop, $1000 for a full-day workshop; $900 per day for coaching and technical assistance working with staff to implement the emerging literacy strategies in their classrooms.

Participant Outcomes:
Participants will learn what a project is and what a project looks like in preschool classrooms. With follow-up technical assistance, participants will also plan a project and successfully implement a long-term project with their children.

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
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<tbody>
<tr>
<td>60%</td>
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Suggested length/frequency: Training: 1-2 full day workshops. Coaching and technical assistance: 2-3 two hour meetings with each classroom team.

Suggested audience size: any

Target audience: ☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References
Presenter references are available upon request. Please contact John Gunnarson by phone or email, and he will provide you with the names and contact information for specific references.
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Hart Consulting</th>
<th>Main Contact:</th>
<th>Beth Hart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>3841 Maudray Way</td>
<td></td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td>Carmichael</td>
<td>State:</td>
<td>CA</td>
</tr>
<tr>
<td>Phone:</td>
<td>916-487-8018</td>
<td>Fax:</td>
<td>916-481-7446</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:Beth@hartjourneys.com">Beth@hartjourneys.com</a></td>
<td>Website:</td>
<td><a href="http://www.hartjourneys.com">www.hartjourneys.com</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☑ School-Age

Organization Summary:
Beth Hart is a popular consultant to groups, from local programs to national agencies, in California, the US and in Ireland. She delivers workshops, coaching and consulting that inspire groups to create and successfully implement the integration of supports, services and resources as a positive change strategy.

Consulting Topics Offered:
- ☑ Environments
- ☑ Job Coaching
- ☐ Behavior Guidance for Various Age Groups
- ☐ Managing Multiple Contract Sources
- ☐ Child Development
- ☐ Nutrition and Fitness
- ☐ Circle Time Activities
- ☑ Program Planning
- ☐ Conference Planning/Coordination
- ☑ Program Leadership
- ☐ Documentation and Observation
- ☑ Reflective Practice
- ☐ Fiscal Management
- ☑ Selecting and Supervising Staff
- ☐ Getting Families Involved
- ☐ Social-Emotional Development (I/T)
- ☐ Grant Writing
- ☑ Social-Emotional Development (pre-k)
- ☐ Infant/Toddler Care
- ☑ Stress Management/Self Care
- ☐ Including Children with Special Needs
- ☐ Stress Management For Children
- ☐ Integrating Academics and Enrichment
- ☐ Violence Prevention

Consultation Topic Descriptions:

Consultation Topic One: Program and Leadership Development Consulting

Please select one:
- ☐ Training & Coaching
- ☑ Consulting

Please list any languages this service is available in (other than English):

Consulting Service Description:
Does reflection, team building, program planning and improvement take a back seat to day to day operations? Professional consulting and facilitation supports you in creating the successful team and program that you dream of while allowing you to relax and participate in the growth process. Consulting services are tailored to your group’s talents and challenges.

Price/hourly rate: $1500 per day
**Training Topic One:** One-on-One Coaching

**Please select one:** ☑ Training & Coaching ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
The decision to seek coaching is an important one that can change the course of a person's career and life. Effective coaching emerges from a unique cooperative effort between the client and the coach. We offer 24 years of experience coaching and counseling executives, new managers, students, and other individuals. Our coaching method requires teamwork as we build a supportive professional relationship. We provide you safe, confidential sessions -- face-to-face, by phone and e-mail -- to help you better manage the challenges of your career and to successfully achieve your life goals.

**Price/hourly rate:** $125 per session or five sessions for $550

**Participant Outcomes:**
The goals of one-on-one coaching are to increase your value to yourself and to your organization. With effective coaching you learn to:
- Enhance organizational performance, development, and communication
- Deal with difficult people and situations
- Strategize your personal development to build a reserve of energy and financial security
- Learn how to manage your time and maximize your results
- Balance work / life
- Experience personal fulfillment and success

**Training methodologies:**
Hands on Activities: 50% Group discussions: ___% Lecture: ___% Other: 50%

**Suggested length/frequency:** Bi-weekly to Bi-monthly **Suggested audience size:** 1 (small group coaching is also an option)

**Target audience:**
☐ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

**Presenter References:**

Lucia Bianchi  
Region 1 Lead, After School Learning & Healthy Start Programs  
Mendocino County Office of Education  
707.467.5145

Linda Burkholder  
Folsom Cordova Unified School District  
(Former Region 3 Lead, After School Learning & Healthy Start Programs)  
916.861.0611

Rene Newton  
Director of Center for Community School Partnerships/ CA After School Network  
530.754.4319
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Hogan Group</td>
<td>Bradley H. Spurr</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>Address:</th>
<th>Phone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td>3639 Market Street, #2a</td>
<td>415-235-3674</td>
<td>567-661-4087</td>
</tr>
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<table>
<thead>
<tr>
<th>City:</th>
<th>State:</th>
<th>Zip:</th>
</tr>
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<tbody>
<tr>
<td>San Francisco</td>
<td>CA</td>
<td>94131</td>
</tr>
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<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:bradley@hoganadmin.com">bradley@hoganadmin.com</a></td>
<td><a href="http://www.hoganadmin.com">www.hoganadmin.com</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☐ School-Age

Organization Summary:

The Hogan Group is made up of CDE administrators with experience in non-profit fiscal management, Title V contract management, attendance and fiscal recording and reporting, centralized eligibility lists, enrollment and certification. We provide coaching and consulting services to CDE contractors as well as develop third-party solutions for administrators.

Training Topics Offered

- ☐ Environments
- ☐ Behavior Guidance for Various Age Groups
- ☐ Child Development
- ☐ Circle Time Activities
- ☐ Conference Planning/Coordination
- ☐ Culturally Responsive Care
- ☐ (DRDP) Desired Results Assessment
- ☐ Documentation and Observation
- ☑ Fiscal Management
- ☐ Getting Families Involved
- ☐ Grant Writing
- ☐ Infant/Toddler Care
- ☐ Including Children with Special Needs
- ☐ Integrating Academics and Enrichment
- ☑ Other: Managing CDE Title V Contracts
- ☐ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☐ Nutrition and Fitness
- ☐ Program Planning
- ☑ Program/Business Management
- ☐ Program Leadership
- ☐ Reflective Practice
- ☐ Selecting and Supervising Staff
- ☐ Social-Emotional Development (I/T)
- ☐ Social-Emotional Development (pre-k)
- ☐ Stress Management/Self Care
- ☐ Stress Management For Children
- ☐ Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Managing CDE Title V Contracts
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Managing CDE Title V Contracts

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): n/a

Training/Coaching Description:
Individualized coaching for centers. As a starting point, we drill-down from your 9500 CDE reports to sign in/out sheets and individual family files, internal financials, procedures and systems, and your audit. The training develops naturally as we identify and respond to need areas and your questions.

Need areas include: Fiscal (understanding CDE reimbursement, connecting reimbursement to enrollment, reporting, and attendance practices, also general accounting practices, cost allocation, restricted funding); Enrollment (certification rules, centralized eligibility lists, setting up enrollment system); Attendance (sign in/out sheets, 9400s); Reporting (capturing enrollment/attendance data, fiscal data, restricted funds, admin rate, reserve accounts)

Price/hourly rate: $760/day

Participant Outcomes:
Corrected practices in the need areas (enrollment, attendance, reporting, and fiscal).

Training methodologies:
Hands on Activities: 50% Group discussions: ___% Lecture: ___% Other: 50% (1on1 review of files, reports, practices)

Suggested length/frequency: 1 day per quarter (4x/year) Suggested audience size: 1-3 (the executive, fiscal, and enrollment staff)

Target audience:
☐ New Line staff ☑ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
### Consultation Topic One: Managing CDE Title V Contracts

<table>
<thead>
<tr>
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<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>N/A</td>
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**Consulting Service Description:**
The Hogan Group can make the job for administrators easier, more accurate, and cost effective by providing outsource solutions for the above need areas (enrollment, attendance, reporting, and fiscal). Examples include outsourcing the recertification function or having our group review sign in/out sheets or prepare 9400 or 9500 reports. We are happy to discuss custom solutions for your center.

**Price/hourly rate:** TBD

### Presenter References:

Noushin Mofakham, Executive Director
South of Market Child Care
415-820-3500

Margaret Jerene, Executive Director
Florence Crittenton Services
415-567-2357 x104
Organization Information:

Organization Name: Hooked on Books
Main Contact: Cathy McLallen

Address: 2775 Concord Avenue
City: Davis
State: CA
Zip: 95618
Phone: 530.757.7170
Fax: None at this time
Email: dandcmclallen@sbcglobal.net
Website: No website at this time

Age Groups Your Trainings Cover:
- Infants
- Toddlers
- Preschool
- School-Age (K-2nd grade)

Organization Summary:
A forty-year career teacher, Cathy McLallen shares her lifelong passion for children’s literature. She inspires school staffs to select, present, and enrich curriculum through quality children’s literature. A variety of hands on workshops and resources are available on many subjects of children’s books.

Training Topics Offered:
- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Children’s Literature Seminars
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
### Training Topic Descriptions:

#### Training Topic One: “Hooked On Books”

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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English): None, but would welcome a translator

#### Training/Coaching Description:
Children’s literature, props, resources, and book lists are presented in an exciting, inspiring seminar. Enter the world of children’s books and explore the joy, humor, diversity, creativity and rich language opportunities that exist to share with children.

#### Price/hourly rate: $150.00/ seminar

#### Participant Outcomes:
1. Inspire in children a love of reading good literature.
2. Know how to select quality literature to share with children.
3. Have knowledge of a variety of books—classics, folktales, poetry, cooking, singing, concept books, etc.

#### Training methodologies:
- Hands on Activities: 25%
- Group discussions: 25%
- Lecture: 50%
- Other: ___%

#### Target audience:
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

#### Coaching Available on Topic? Yes ☐ No ☑

#### Training Topic Two: “Exciting Enrichment Adventures with Children’s Literature”

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English): None, but would welcome a translator.

#### Training/Coaching Description:
Children’s literature, props, resources and book lists are presented in an exciting, inspiring seminar. Enter the world of children’s books and explore the joy, humor, diversity, creativity and rich language opportunities that exist to share with children.

#### Price/hourly rate: $ 150.00/seminar

#### Participant Outcomes:
1. Participants will learn about quality children’s literature for young children.
2. Participants will be able to implement many extended activities with the books.
3. Participants will be able to help children remember stories and get them excited about reading quality books.

#### Training methodologies:
- Hands on Activities: 25%
- Group discussions: 25%
- Lecture: 50%
- Other: ___%

#### Suggested length/frequency: 1½ to 2 hours

#### Target audience:
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

#### Coaching Available on Topic? Yes ☐ No ☑
Presenter References:
Charlene Morita,
Mentor Teacher Coordinator
4600 Bennett Valley Road
Santa Rosa, CA 95409
707.569.7386

Paul Moosman
Instructor, Child Development
Santa Rosa Junior College
1501 Mendocino Avenue
Santa Rosa, CA 95401
707.522.2722

Carlyn Knight, Director
Presbyterian Preschool
1550 Pacific Avenue
Santa Rosa, CA 95404
707.542.7396
Organization Information:

Organization Name: ImpressioN Management
Main Contact: Jamie Beck

Address:

City: 
State: 
Zip: 

Phone: 909-522-1094
Fax: n/a

Email: impressionmanagement@dslextreme.com
Website: n/a

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☑ School-Age

Organization Summary:
ImpressioN Management offers affordable, quality, and innovative workshops related to career planning, job searching, interviewing, impression management, and leadership on the job. From job seekers to employees stuck in the a at work, we aim to inspire people to become passionate about their employment and always put their best foot forward.

Training Topics Offered:

☐ Environments ☐ Job Coaching
☐ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☐ Child Development ☐ Nutrition and Fitness
☐ Circle Time Activities ☐ Program Planning
☐ Conference Planning/Coordination ☐ Program/Business Management
☐ Culturally Responsive Care ☑ Program Leadership
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice
☐ Documentation and Observation ☑ Selecting and Supervising Staff
☐ Fiscal Management ☐ Social-Emotional Development (I/T)
☐ Getting Families Involved ☐ Social-Emotional Development (pre-k)
☐ Grant Writing ☐ Stress Management/Self Care
☐ Infant/Toddler Care ☐ Stress Management For Children
☐ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
☑ Other: Maintaining a Professional Image at Work
**Training, Coaching and Consultation Topic Descriptions:**

**Training Topic One:** What Kind of Hershey’s Chocolate Are You? Discovering your leadership style and leading even when it’s not your job.

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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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**Please list any languages this service is available in (other than English):** n/a

**Training/Coaching Description:**
Participants will learn which type of Hershey’s Chocolate resembles their leadership style, and yes, chocolate will be served! Focus will be placed on how everyone is a leader, even if it is not their “job title” to lead, and how to build leadership skills in their daily lives. How to capitalize on the strengths of others to build an effective team in order to minimize stress and burnout will also be discussed. The remainder of the workshop will place heavy emphasis on ImpressioN Management and how inappropriate email addresses, bumper stickers, clothing, MySpace accounts, phone messages, etc. can negatively impact relationships with children, parents, coworkers, and employers.

**Price/hourly rate:** $750 + Cost of Flight from San Bernardino, CA (Ontario, CA airport)

**Participant Outcomes:**
Participants will leave with ways to evoke positive change in their personal life, employment, and in the lives of the children that we they serve. They will also leave understanding the importance of leadership and the role that they play as a leader even if they do not have the title of a leader.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 20%</th>
<th>Group discussions: 30%</th>
<th>Lecture: 50%</th>
<th>Other: ____%</th>
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**Suggested length/frequency:** 4 hours (can be modified to meet training needs and time constraints. Also available for keynotes, conferences, etc. and can present in a 45 minute to 1 hour time block on bits and pieces of the proposed topic) **Suggested audience size:** Any

**Target audience:**
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☐ No ☑

**Presenter References:**
Available upon request
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jewish Family &amp; Children’s Services/East Bay</td>
<td>Carol Singer, Director, Parenting &amp; Youth Services</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th>Phone:</th>
<th>Email:</th>
</tr>
</thead>
<tbody>
<tr>
<td>2484 Shattuck Avenue Suite #210</td>
<td>(510) 704-7480 ext. 244</td>
<td><a href="mailto:csinger@jfcs-eastbay.org">csinger@jfcs-eastbay.org</a></td>
</tr>
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<table>
<thead>
<tr>
<th>City:</th>
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<tbody>
<tr>
<td>Berkeley</td>
<td>CA</td>
<td>94704</td>
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<tr>
<th>Fax:</th>
<th>Website:</th>
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<tbody>
<tr>
<td>(510) 704-7494</td>
<td><a href="http://www.jfcs-eastbay.org">www.jfcs-eastbay.org</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:

- Infants
- Toddlers
- Preschool
- School-Age

Organization Summary:

The JFCS/East Bay Parenting & Youth Program offers mental health services to families with children from birth through teen years to strengthen a child’s physical, social-emotional well-being and capacity for learning.

Available services include: parent child psychotherapy, home-based therapy, preschool consultation, teacher trainings, parenting workshops, parent guidance and case management.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
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- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Behavior Guidance for Various Age Groups

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
Teachers are often called upon to respond to the diverse behavioral and emotional needs of children in their care. In this workshop, teachers will explore behavior as communication, the mistaken goals in behavioral challenges, and effective practical strategies to help children learn appropriate alternative behaviors. Through discussion and experiential activities, teachers will learn effective strategies for preventing and responding to behavioral challenges including calming techniques, problem-solving, and strength-based interventions to optimize children’s social and emotional development. The workshop trainers are experienced in early education and early childhood mental health. This workshop can be designed to meet the specific training needs of the participants.

Price/hourly rate: Fee for service is $100 per hour

Participant Outcomes: Upon conclusion of this workshop, participants will be able to: (1) identify the hidden needs in a child’s behavior; (2) learn programmatic and child-specific strategies to respond to young children’s challenging behaviors; (3) learn practical strategies including self-regulating techniques, problem-solving techniques; and strength-based strategies specific to child’s individual needs.

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities: 25%</th>
<th>Group discussions: 25%</th>
<th>Lecture: 25%</th>
<th>Other: 25%</th>
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</thead>
</table>

Suggested length/frequency: Ideal is three - 3 hour sessions. Can be adapted to group needs. Suggested audience size: 20-25 – Group size can be adapted.

Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
### Training Topic Two: Social-Emotional Development (Pre K)

**Please select one:**  
- ☑ Training & Coaching  
- ☐ Consulting

**Please list any languages this service is available in (other than English):** Spanish

#### Training/Coaching Description:
A child’s social-emotional experiences form the foundation from which all development emerges, including the child’s receptivity to learning. In this workshop, teachers will learn the essential components of social-emotional development, and strategies to enhance a child’s capacity for trusting relationships, reciprocal communication, coping with stress, self-regulation and problem solving skills. Through discussion and experiential activities, teachers will also learn communication skills to build positive relationships, guiding children to develop conflict resolution skills and partnering with families. The workshop trainers are experienced in early education and early childhood mental health. This workshop can be designed to meet the specific training needs of the participants.

**Price/hourly rate:** Fee for service is $100 per hour

#### Participant Outcomes:
Upon completion of this training, participants will be able to:  
1. Identify essential components of children’s social–emotional development;  
2. Learn strategies to help children develop capacity for empathy, self-regulation, and conflict resolution;  
3. Learn communication skills to build positive relationships with children and partnering with families

#### Training methodologies:
- Hands on Activities: 25%  
- Group discussions: 25%  
- Lecture: 25%  
- Other: 25%

#### Suggested length/frequency:
Ideal is three 3 hour sessions. Can be adapted to group needs.

**Suggested audience size:** 20-25 Training specific to group size can be adapted.

### Consultation Available on Topic?  
- Yes ☑  
- No ☐

**Target audience:**  
- ☑ New Line staff  
- ☑ New Administrators  
- ☑ Advanced Line staff  
- ☑ Advanced Administrators

### Consultation Topic One: Behavior Guidance for Various Age Groups

**Please select one:**  
- ☐ Training & Coaching  
- ☑ Consulting

**Please list any languages this service is available in (other than English):** Spanish

#### Consulting Service Description:
Teachers are often called upon to respond to the diverse behavioral and emotional needs of children in their care. Through consultation, teachers will explore the hidden needs in children’s behaviors; and effective practical strategies to help children learn appropriate alternative behaviors and problem-solving through reflective practice. Teachers will also learn effective strategies for preventing and responding to behavioral challenges and strength-based interventions to optimize children’s social and emotional development. The consultants have specialized training and extensive experience in early education and early childhood mental health consultation in both center-based and family-based programs. Consultation is designed to meet the specific needs of participants.

**Price/hourly rate:** Fee for service is $100 per hour

### Consultation Topic Two: Social-Emotional Development (Pre K)

**Please select one:**  
- ☐ Training & Coaching  
- ☑ Consulting

**Please list any languages this service is available in (other than English):** Spanish

#### Training/Coaching Description:
A child’s social-emotional experiences form the foundation from which all development emerges, including the child’s receptivity to learning. Through consultation, teachers will learn the essential components of social-emotional development, and strategies to enhance a child’s capacity for trusting relationships, reciprocal communication, coping with stress, self-regulation and problem solving skills. Through consultation, teachers will also learn communication skills to build positive relationships, guiding children and partnering with families. The consultants have specialized training and extensive experience in early education and early childhood mental health consultation both in center-based and family-based programs. Services are designed to meet the specific needs of the participants.

**Price/hourly rate:** Fee for service is $100 per hour
Presenter References
References available upon request
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Kidango</td>
<td>Julie Kurtz, Deputy Director</td>
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<table>
<thead>
<tr>
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<tbody>
<tr>
<td>44000 Old Warm Springs Blvd</td>
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<tr>
<th>City:</th>
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<tbody>
<tr>
<td>Fremont</td>
<td>CA</td>
<td>94538</td>
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<tr>
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<tbody>
<tr>
<td>510-897-6925</td>
<td>510-897-6909</td>
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<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:jkurtz@kidango.org">jkurtz@kidango.org</a></td>
<td><a href="http://www.kidango.org">www.kidango.org</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:

- Infants
- Toddlers
- Preschool
- School-Age

Organization Summary:

Kidango has provided early care and education and developmental services to children and their families since 1979. We provide services in eight cities and serve over 2,500 children and their families each day. Over 75% of families served are low-income and have their fees subsidized by state, county and local government contracts, grants and vouchers. We have a mental health department providing services such as consultation to teachers and childcare centers, teacher training, parent training, therapy services to children and families, screening and assessment and early intervention services.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
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- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
**Training Topic Description:**

**Training Topic One:** Working with Challenging Children

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<th>Please select one:</th>
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<th>☐ Consulting</th>
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<td><strong>Please list any languages this service is available in (other than English):</strong></td>
<td>Spanish</td>
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**Training/Coaching Description:**
A training series for early childhood education professionals working with children with challenging behaviors
- The Proactive Teacher 6 hours
- The Proactive Classroom 6 hours
- The Proactive Curriculum 6 hours

**Price/hourly rate:** $500 day for training  Consultation is $125 per hour

**Participant Outcomes:**
Teachers will look at three key components: self, classroom and the child to help identify strategies to help children with behavioral challenges.

**Training methodologies:**
Hands on Activities: 30%  Group discussions: 30%  Lecture: 40%  Other: ___%

**Suggested length/frequency:** 6 hours  **Suggested audience size:** 30-35

**Target audience:**
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐

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**Consultation Topic One: Working with Challenging Children**

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<td><strong>Please list any languages this service is available in (other than English):</strong></td>
<td>Spanish</td>
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**Consulting Service Description:**

**Price/hourly rate:** $125 per hour (some consultation regarding specific children may be free if child has Medi-Cal insurance)

**Presenter References:**
Dr. Deborah Turner  
510-508-3228  
Rose Messina  
510-406-2156
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Kidango</td>
<td>Minoo Vasseghi</td>
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<th>Zip:</th>
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<tbody>
<tr>
<td>3290 Maguire Way # 106</td>
<td>CA</td>
<td>94568</td>
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<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>(925) 829-4162</td>
<td>(510) 475-8208</td>
</tr>
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<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:mvasseghi@kidango.org">mvasseghi@kidango.org</a></td>
<td><a href="mailto:minoovasseghi@yahoo.com">minoovasseghi@yahoo.com</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☐ School-Age

Organization Summary:

Kidango is a center-based early care and Education. Kidango offers a variety of services to meet the diverse needs of young children and their families. I am the Director of part day preschool program. The philosophy of Kidango is based on the belief that each child deserves an opportunity for total development. The curriculum is based on current research, inspired by the teachings of Montessori, Reggio Emilia, High/Scope, and Piaget.

Training Topics Offered:

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☑ Circle Time Activities
- ☑ Conference Planning/Coordination
- ☑ Culturally Responsive Care
- ☑ (DRDP) Desired Results Assessment
- ☑ Documentation and Observation
- ☑ Fiscal Management
- ☑ Getting Families Involved
- ☑ Grant Writing
- ☑ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☑ Integrating Academics and Enrichment
- ☑ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☑ Nutrition and Fitness
- ☑ Program Planning
- ☑ Program/Business Management
- ☑ Program Leadership
- ☐ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☐ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☑ Stress Management/Self Care
- ☑ Stress Management for Children
- ☑ Violence Prevention
Consulting Topics Offered:
- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
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- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management for Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Emergent curriculum

Please select one: ☑ Training & Coaching ☑ Consulting
Please list any languages this service is available in (other than English): Farsi

Training/Coaching or Consulting Service Description:
I will provide two presentations on emergent and creative curriculum and will have three workshops that include hands on activities, projects, and making learning visible for parents.

Price/hourly rate: $200.00

Participant Outcomes:
Participants will understand and learn how to implement an emergent curriculum in the classroom and will document children’s learning.

Training methodologies:
Hands on Activities:40% Group discussions:20% Lecture:20% Other:20%

Suggested length/frequency: 5 sessions each session will be hour and half and one session per week.

Suggested audience size: 40 or less

Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
Training Topic Two: Desired Results Assessments and Documentation

Please select one: ☑ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English): Farsi

Training/Coaching or Consulting Service Description:
I will provide a presentation on the measures and observation documentation, hands on workshops, provide samples, engage in group discussions, and complete a group project.

Price/hourly rate: $200.00

Participant Outcomes:
The participants will become familiar with the DRDP-R measures and rating records. They will collect documents, observations and will learn to do one DRDP-R assessment on a child.

Training methodologies:
<table>
<thead>
<tr>
<th>Hands on Activities: 40%</th>
<th>Group discussions: 20%</th>
<th>Lecture: 20%</th>
<th>Other: 20%</th>
</tr>
</thead>
</table>

Suggested length/frequency: 8 weeks - 2 sessions per week, each session will be 90 minutes.

Suggested audience size: 30

Target audience:
☑ New Line staff  ☐ New Administrators  ☐ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Presenter References:
Tom Perez
Kidango
510-897-6930

Philo Sebastian
Kidango
510-938-4345

Kristina Adams
(925) 667-7397
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lakeshore Learning/Professional Development</td>
<td>Teresa Turgeon</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
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<th>Zip:</th>
</tr>
</thead>
<tbody>
<tr>
<td>2695 E. Dominguez St</td>
<td>CA</td>
<td>90895</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>310-537-8600 x2772</td>
<td>310-604-4017</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:tturgeon@lakeshorelearning.com">tturgeon@lakeshorelearning.com</a></td>
<td><a href="http://www.lakeshoretraining.com">www.lakeshoretraining.com</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:
- Infants
- Toddlers
- Preschool
- School-Age

Organization Summary:
Designed for early childhood educators as well as parents, our unique training sessions target the skills teachers need to meet the diverse learning requirements of early learners.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
### Training Topic Descriptions:

#### Training Topic One: Baby Steps – A World of Discovery

**Please select one:**  [✓] Training & Coaching  [☐] Consulting

**Please list any languages this service is available in (other than English):** Spanish

**Training/Coaching Description:**
Training will include prenatal care as well as the social, emotional, cognitive, physical and language development of infants and toddlers. Emphasis is on the caregivers involvement in childcare, the ideal environment and specifics issues of importance such as separation anxiety. Ideas and activities will be presented to enhance the special world of these very early learners.

**Price/hourly rate:** $49.00 per person, per 2 hour session

**Participant Outcomes:**
Attendees will learn the important benchmarks and developmental guidelines for infants. The simple and engaging activities presented will help in the development of coordination motor function and muscle control as well as increase language skills to enhance a child’s self awareness, self confidence and sense of self-worth.

**Training methodologies:**
- Hands on Activities: 25%
- Group discussions: 25%
- Lecture: 50%
- Other: ____%

**Suggested length/frequency:** 2 hours  **Suggested audience size:** min 40/max 75

**Target audience:**
- [✓] New Line staff
- [☐] New Administrators
- [☐] Advanced Line staff
- [☐] Advanced Administrators

**Coaching Available on Topic?**  Yes  [☐] No  [✓]

#### Training Topic Two: Language & Literacy

**Please select one:**  [✓] Training & Coaching  [☐] Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
In this session, basic EC language terms are defined and concrete examples are provided. We will explore language and literacy activities that are integrated across developmental areas including cognitive, fine and gross motor, social and emotional development in each key area.

**Price/hourly rate:** $49.00 per person, per 2 hour session.

**Participant Outcomes:**
Each participant will have a overview of the 6 key areas of EC language acquisition and numerous activities to support those areas within the daily schedule.

**Training methodologies:**
- Hands on Activities: 50%
- Group discussions: 25%
- Lecture: 25%
- Other: ____%

**Suggested length/frequency:** 2 hours  **Suggested audience size:** min 40/max 75

**Target audience:**
- [✓] New Line staff
- [☐] New Administrators
- [☐] Advanced Line staff
- [☐] Advanced Administrators

**Coaching Available on Topic?**  Yes  [☐] No  [✓]
**Training Topic Three:** Building Early Literacy: Strategies for Parents, Providers & Early Educators

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
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**Training/Coaching Description:**
This session will show parents how they can play a larger role in the education of their child based around the familiarity of everyday activities. We will also explore simple activities to do at home that promote literacy and language skills.

**Price/hourly rate:** $49.00 per person, per 2 hour session

**Participant Outcomes:**
Parents will learn simple ways to boost literacy skills while shopping, doing laundry, cooking and more. Attendees will discover ways to transform household routines into fun-filled literacy experiences.

**Training methodologies:**
- Hands on Activities: 50%
- Group discussions: 10%
- Lecture: 40%
- Other: ____%

**Suggested length/frequency:** 2 hours

**Target audience:**
- ☑ New Line staff
- ☐ New Administrator
- ☐ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☐ No ☑

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**Training Topic Four:** Transition to School: The Journey from Pre-K to Kindergarten

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**Training/Coaching Description:**
In this session we will explore activities appropriate for kindergarten readiness as well as the 5 goals for successful transition (cognitive, social, self-esteem, peer relations & emotional) and ways to develop these areas.

**Price/hourly rate:** $49.00 per person, per 2 hour session

**Participant Outcomes:**
To have a understanding of what the national kindergarten standards encompass and the connections between pre-k and kindergarten.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 20%
- Lecture: 50%
- Other: ____%

**Suggested length/frequency:** 2 hours

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☐ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☐ No ☑

**Presenter References:**

Connie Schulty  
Rockwell CDC  
Cedar Rapids IA 319-295-4440

Patty Franco  
Center for Community & Family Services  
310-217-2933
**Organization Information:**

<table>
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<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Learning through Art</td>
<td>Anya Black</td>
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<tbody>
<tr>
<td>2224 48th Avenue</td>
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<td>94601</td>
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<tr>
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<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td>510-967-2699</td>
<td><a href="mailto:AnyaJB@gmail.com">AnyaJB@gmail.com</a></td>
<td></td>
</tr>
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**Age Groups Your Trainings Cover:**

- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [x] School-Age

**Organization Summary:**

I am an artist interested in working with the community to promote art as an important, integral part of children’s development and education. I was a kids’ art teacher in the past, providing summer projects for school age children and have volunteered as a teacher for young children ages 1-5.

**Training Topics Offered:**

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [x] Stress Management For Children
- [ ] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
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- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Basic Art Principles for Young Children

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
In this hands on course participants will learn art basics which can be applied to the classroom, such as learning primary colors and complementary colors, color mixing, line impact and variations, creating a 3-D effect. I will also show participants various art projects, demonstrating their ease and educational value.

Price/hourly rate: $500

Participant Outcomes:
Participants will be able to utilize learned principles in the classroom to create art projects

Training methodologies:
Hands on Activities: 90%  Group discussions: 10%  Lecture: ____%  Other: ____%

Suggested length/frequency: 3 hours  Suggested audience size: 15-20

Target audience:
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Training Topic Two: Art and Identifying Basic Shapes

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

<table>
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<tr>
<th>Training/Coaching Description:</th>
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<tbody>
<tr>
<td>In this hands on course, teachers will observe basic shapes and see how these can be used to create art projects for young children. Learners will gain knowledge of identifying common geometric shapes and patterns. Works of art will then be created using various mediums including markers, crayons, and tissue paper.</td>
</tr>
</tbody>
</table>

Price/hourly rate: $500

Participant Outcomes: Participants will be able to identify shapes and patterns everywhere, recognizing how these fit together and will be able to see the artistic potential of these objects.

Training methodologies:
- Hands on Activities: 90%
- Group discussions: 10%
- Lecture: ___%
- Other: ___%

Suggested length/frequency: 3 hours

Suggested audience size: 15-20

Target audience:
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:
Laeticia Sonami
Bard College
510-532-5666

Brian Laczko
Finn-Laczko Architects
510-798-8097
Organization Information:

**Organization Name:**
Luna Kids Dance

**Main Contact:**
Sarah Sass, ECE Manager

**Address:**
2604 College Ave.

**City:**
Berkeley

**State:**
CA

**Zip:**
94704

**Phone:**
(510)644-3629

**Fax:**
(510)644-3657

**Email:**
ssass@lunakidsdance.org

**Website:**
www.lunakidsdance.org

**Age Groups Your Trainings Cover:**
- [x] Infants
- [x] Toddlers
- [x] Preschool
- [x] School-Age

Organization Summary:

Luna Kids Dance, through the California Institute for Dance Learning, offers a palette of professional learning opportunities. Our workshops utilize constructivist learning theory in a manner that activates the imagination to create change in our communities. Participants are engaged through movement, writing, group dialogue, curriculum design and teaching practice.

Training Topics Offered:

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [x] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [x] Other: Dance in Early Childhood, Teaching Parent/Child Dance Classes
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention
### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Dance in Early Childhood

<table>
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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Explore children’s natural ability to learn through movement. Learn to use dance activities to further the creative, social, language and cognitive capacities for the young child. At our site.

**Price/hourly rate:** $90

**Participant Outcomes:**
Participants will leave with more of an understanding of how to incorporate dance activities in their teaching.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 25%
- Lecture: 20%
- Other: 25%

**Suggested length/frequency:** 3 hours  
**Suggested audience size:** 5-15

**Target audience:** (check all that apply)
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐

#### Training Topic Two: Teaching Parent/Child Dance Classes

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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Investigate how dance can support the parent-child relationship; learn to design and teach relationship-based dance curricula. At our site.

**Price/hourly rate:** $90

**Participant Outcomes:**
Participants will leave with a greater understanding of attachment and the importance of parent/child activities for the young child. Participants will also have resources to develop parent/child activities.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 25%
- Lecture: 20%
- Other: 25%

**Suggested length/frequency:** 3 hours  
**Suggested audience size:** 5-15

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐
Consultation Topic One: Creative Dance Programming

<table>
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<tr>
<th>Please select one:</th>
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<th>☑ Consulting</th>
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</table>

Please list any languages this service is available in (other than English): 

Training/Coaching Description:
Luna Kids Dance offers consultation for program design, curricular design, program implementation, program planning, curricular development and evaluative services for creative dance programming. We will also offer in-services and/or workshops at your school site.

Price/hourly rate: $135-400, call for more specifics

Participant Outcomes:
Participants will leave with a greater understanding of the importance of dance education, specifically they will understand the role that movement and dance can have in their classroom setting. They will also gain understanding about child development as it relates to dance and movement.

<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 30%</td>
</tr>
<tr>
<td>Group discussions: 25%</td>
</tr>
<tr>
<td>Lecture: 20%</td>
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<tr>
<td>Other: 25%</td>
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Suggested length/frequency: 2-5 hours

| Suggested audience size: 5-15 |

Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☐ Advanced Line staff
- ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:
Liz Ozol, Principal
New Highland Elementary School
(510)879-1260

Phil Rydine, Manager of Visual and Performing Arts
Oakland Unified School District
(510)879-8771

Anne Greene Gilbert
Creative Dance Center
(206)363-7281
Organization Information:

Organization Name: Madeline Meyer Riley Psychotherapy & Consulting
Main Contact: Madeline Meyer Riley, MFT

Address:
2012 Tiffin Road

City: Oakland State: CA Zip: 94602

Phone: 510 331-8173
Email: mmriley@ucdavis.edu

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☐ School-Age

Organization Summary:

My focus is twofold:

1. Provide insight and understanding to adults about children and their behaviors. I offer compassionate, supportive feedback so that care providers and parents are better able to be healthy, loving role models in the children’s lives.

2. Offer fun interactive experiences for adults so that they can help children learn through everyday activities.

All training are adapted for individual programs

Training Topics Offered:

☐ Environments ☐ Job Coaching
☑ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☑ Child Development ☐ Nutrition and Fitness
☑ Circle Time Activities ☐ Program Planning
☐ Conference Planning/Coordination ☐ Program/Business Management
☐ Culturally Responsive Care ☐ Program Leadership
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice
☐ Documentation and Observation ☑ Selecting and Supervising Staff
☐ Fiscal Management ☑ Social-Emotional Development (I/T)
☐ Getting Families Involved ☑ Social-Emotional Development (pre-k)
☐ Grant Writing ☑ Stress Management/Self Care
☑ Infant/Toddler Care ☑ Stress Management For Children
☐ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
Consulting Topics Offered:

☐ Environments
☐ Behavior Guidance for Various Age Groups
☐ Child Development
☑ Circle Time Activities
☐ Conference Planning/Coordination
☐ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
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☑ Social-Emotional Development (pre-k)
☐ Stress Management/Self Care
☐ Stress Management For Children
☐ Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Making Books Come Alive

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
Sharing books and other reading materials with young children can establish a strong foundation for later literacy skills. In this workshop participants will learn about the importance of reading for infant and toddler brain development and discover that reading is not merely reading. They will learn how to use books as a springboard for exciting and creative activities that make books come alive. I am an experienced trainer with a background as an elementary school teacher, family child care provider and play therapist. I offer a variety of trainings besides the one listed above.

Price/hourly rate: $125.

Participant Outcomes:
• To understand the importance of books and reading for infants, toddlers & preschoolers
• To understand the impact reading has on infant brain development
• To practice using books as gateway to further activities
• To make a book

Training methodologies:
Hands on Activities: 40%  Group discussions:) 30%  Lecture: 30%  Other: ____%

Suggested length/frequency: 3 hours  Suggested audience size: 6 – 20

Target audience:
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrator

Coaching Available on Topic?  Yes ☑ No ☐
Consultation Topic One: Behavior Management

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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Please list any languages this service is available in (other than English):

Consulting Service Description:
All behaviors have a purpose. However, when faced with a group of children exhibiting many behaviors and needs it can be difficult to understand or appreciate a particular behavior. I offer consultation which encourages providers to use self-reflection to understand their own behaviors and reactions. Following this they will then begin to reflect on the “why” of the child’s behavior and be able to offer appropriate nurturing responses. We will then focus on setting limits and communication skills.

Price/hourly rate: $125.00

Presenter References:
Susan Stevenson
Aquatic Park Preschool
830 Heinz
Berkeley, CA 94710
510 843-2273

Betty Cohen
BANANAS, Inc.
5232 Claremont Avenue
Oakland, CA 94618
510 658-7353

Cathy Ferron
Infant Toddler Consortium
5236 Claremont Avenue
Oakland, CA 9461
415 453-5647
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
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<tbody>
<tr>
<td>Dr. Bill Michaelis; Children Together/ Bill and Ezra Trainings</td>
<td>Ezra Holland</td>
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<tr>
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<tbody>
<tr>
<td>338 Reichling Ave.</td>
<td>CA</td>
<td>94044</td>
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<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
</tr>
</thead>
<tbody>
<tr>
<td>650.359.0836</td>
<td>650.359.0841</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="mailto:wiljmich@sfsu.edu">wiljmich@sfsu.edu</a></td>
<td><a href="http://www.billandezra.com">www.billandezra.com</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**

- [x] Infants
- [x] Toddlers
- [x] Preschool
- [x] School-Age

**Organization Summary:**

Bill and Ezra are an excellent source for games, play, leadership, conflict resolution, staff development, stress reduction and teambuilding workshops, events, Keynotes, books and videos. They have presented over 2000 workshops and Keynotes in more than 20 states and overseas to the widest range of youth and child development conferences and organizations, including many First 5 – Early learning programs (see website).

**Training Topics Offered:**

- [ ] Environments
- [x] Behavior Guidance for Various Age Groups
- [x] Child Development
- [ ] Circle Time Activities
- [x] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [x] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [x] Communication, Management, Play Leadership, Advanced Leadership and so much more (see website for complete listings INCLUDING POWERFUL KEYNOTE KICKOFFS

- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [x] Social-Emotional Development (I/T)
- [x] Social-Emotional Development (pre-k) (re: play and development)
- [x] Stress Management/Self Care
- [x] Stress Management For Children
- [ ] Violence Prevention
Consulting Topics Offered:

☐ Environments
☑ Behavior Guidance for Various Age Groups
☑ Child Development
☐ Circle Time Activities
☑ Conference Planning/Coordination
☐ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☐ Documentation and Observation
☐ Fiscal Management
☑ Getting Families Involved
☐ Grant Writing
☐ Infant/Toddler Care
☐ Including Children with Special Needs
☐ Integrating Academics and Enrichment
☑ Communication, Management, Play Leadership, Advanced Leadership and so much more (see website for complete listings INCLUDING POWERFUL KEYNOTE KICKOFFS

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Teamwork 101

Please select one:  ☐ Training & Coaching  ☐ Consulting
Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
In this interactive fun challenging and meaningful workshop learn what goes into healthy high performing teams, what builds and blocks team development, what makes the subsets of team skills and behaviors...and applications of all of the above. Can include “Laugh and Level with Me”, “Communications Essentials” and “Advanced Teamwork” (see website for further descriptions).

Price/hourly rate: $1200 to $2500

Participant Outcomes: Outcomes- By the end of the training each participant will:
• Understand several teamwork models and the subcomponents
• Understand the subsets of team skills and behaviors
  Understand how organizations around the country are utilizing laughter, humor and adventure teambuilding activities to help create and support positive workplace.
• Understand potential barriers to communication and ways to overcome them
• Understand the stages of group and team development
• Be able to apply all of the above in practical work situations.
• Celebrate their daily contributions to community and children and families
• Have had fun learning a variety of accessible teambuilding activities that they can also share on site with staff etc.
• Following up with a range of incredible websites

Training methodologies:
Hands on Activities: 60%  Group discussions: 15%  Lecture: 15%  Other: 10%

Suggested length/frequency: 1.5 hrs to 1+ days  Suggested audience size: 5 -100

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  ☑ Yes  ☑ No  ☐

Training & Consultation Topic One: Play Leadership and Beyond
Please select one:  ☑ Training & Coaching   ☑ Consulting

Please list any languages this service is available in (other than English):

<table>
<thead>
<tr>
<th>Training/Coaching or Consulting Service Description:</th>
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<tbody>
<tr>
<td>Learn Essential Play Leadership Techniques using professional training videos, hands on participation and extensive resource materials. Includes promoting physical and psychological safety, developing trust and cooperation and a WIN-WIN playful atmosphere, getting attention, dividing teams, eliminating Elimination, modifying activities, and can’t miss games for all age groups. Can include ‘advanced leadership’ and a wide range of playful teaching practices (see website for details).</td>
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<table>
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<tr>
<th>Price/hourly rate: $1200 to $2500</th>
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<tr>
<th>Participant Outcomes:</th>
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<tbody>
<tr>
<td>Have experienced a wide range of accessible fun games and play activities applicable to children and youth (both cooperative and low key creative competitive activities)</td>
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<tr>
<td>Understand the key components of play leadership including concepts, personal qualities, facilitation techniques and more</td>
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<tr>
<td>Understand the concepts of Flow theory and adaptation of the challenge level of activities for all.</td>
</tr>
<tr>
<td>Understand how to create a win-win physically and psychologically safe atmosphere</td>
</tr>
<tr>
<td>Understand the components of advanced leadership including situational leadership, stages of group development, empowerment, responsiveness to group needs and a variety of other playful teaching practices and tricks of the trade (i.e. warm ups, transitions, conflict resolution strategies etc) (*if enough time is allowed)</td>
</tr>
<tr>
<td>Be able to apply all of the above in practical work situations and follow up with incredible websites</td>
</tr>
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</table>

SEE WEBSITES FOR FURTHER INFORMATION AND TOPICS (EACH TOPIC INCLUDES AN EXTENSIVE RESOURCE PACKET)

<table>
<thead>
<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 60%  Group discussions: 15%  Lecture: 15%  Other: 10%</td>
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<tr>
<th>Suggested length/frequency: 1.5 hrs to 1+days</th>
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<tr>
<th>Suggested audience size: 10 - 100+</th>
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<th>Target audience:</th>
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<tbody>
<tr>
<td>☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators</td>
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<tr>
<th>Coaching Available on Topic?</th>
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<td>Yes ☑ No ☐</td>
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Early Care and Education Professional Development & Retention Project
### Training & Consultation Topic Two: Common Sense Discipline

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<th>Please select one:</th>
<th>☑️ Training &amp; Coaching</th>
<th>☑️ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**
Principles and proven techniques of common sense discipline, effective communication, conflict management, behavior guidance and active positive assertive leadership. Emphasis on the creation of positive behavior as well as when all else fails strategies (conflict resolution techniques, approaches, etc) includes extensive resource packet of the most contemporary national behavior guidance and conflict resolution material. Can also include a special section on anti-bullying and working with parents and other primary caregivers (see website)

**Price/hourly rate:** $800 to $2500

**Participant Outcomes:**
- Understand the old vs. new model of behavior guidance
- Understand discipline mentors and triggers in their own lives
- be familiar with a wide range of preventive/proactive and behavior detective tools
- be familiar with a range of effective communication strategies (i.e. assertiveness, limited choice language, broken record techniques, etc)
- Understand variety of positive and negative techniques for discipline (from the most contemporary conflict resolution and behavioral guidance sources in the country.
- Learn How common sense discipline fits into a larger context of LEADING BY DESIGN
- Understand a wide range of “what if all else fails” techniques.
- Learn a wide variety of anti-bullying resources and approaches (if enough time is allowed)
- Learn wide range of anti-bullying resources and websites

SEE WEBSITE FOR FURTHER INFORMATION AND TOPICS   (EACH TOPIC INCLUDES AN EXTENSIVE RESOURCE PACKET)

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 20%
- Lecture: 20%
- Other: 30%

**Suggested length/frequency:** 1.5 hrs to 1+days

**Suggested audience size:** 10 - 5000

**Target audience:**
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑️  No ☐
Training & Consultation Topic Three: All New Communication Essentials

Please select one:  ☐ Training & Coaching  ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Consulting or Coaching Service Description:
This interactive workshop details a wide range of training tools, principles and applications for effective communication at all levels. Learn how to apply these communication skills in a wide range of settings.

Price/hourly rate: $1200 to $2500

Participant Outcomes:
- Understand what goes into healthy communication
- Understand various assertive communication techniques (i.e. feedback loops, questioning strategies, limited choice language, etc)
- Understand how to use essential communication in various settings with parents, other primary care givers staff and youth
- Understand potential barriers to communication and ways to overcome them
- Be able to apply all of the above in practical work situations.
- Celebrate their daily contributions to community and children and families
- Following up with a range of incredible websites

Training methodologies:
Hands on Activities: 60%  Group discussions: 15%  Lecture: 15%  Other: 10%

Suggested length/frequency: 1.5 hrs to 1+days  Suggested audience size: 10 to 200

Target audience:
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐
**Training & Consultation Topic Four: The Best of Cooperative Play – Adventure, Initiative, and Problem-Solving Games for All Ages**

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<th>Please select one:</th>
<th>☑Training &amp; Coaching</th>
<th>☑Consulting</th>
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**Please list any languages this service is available in (other than English):**

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**Training/Coaching or Consulting Service Description: (100 words or less)**

A lively session presenting an excellent sampling of WIN-WIN activities, games and FUNdamental leadership principles for all ages. Expanded old favorites plus Brand New Adventure games and Teambuilders from the most contemporary sources. Multiple applications for program development, conflict resolution, positive group dynamics and employee teambuilding. Enough challenge and Big Fun for Everyone!

**Price/hourly rate:** $1200 to $2500

**Participant Outcomes:**
- Have experienced a wide range of accessible fun games, movement and play activities applicable to children and youth
- Have experienced higher level problem solving initiatives and exercises appropriate for a wide range of ages
- Understand the key components of play leadership including concepts, personal qualities, facilitation techniques and more
- Understand how to create a win-win physically and psychologically safe atmosphere
- Understand group needs and a variety of other playful teaching practices and tricks of the trade (i.e. warm ups, transitions)
- Be able to apply all of the above in practical work situations and follow up with incredible websites

SEE WEBSITES FOR FURTHER INFORMATION AND TOPICS (EACH TOPIC INCLUDES AN EXTENSIVE RESOURCE PACKET)

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**Training methodologies:**

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<tr>
<th>Hands on Activities: 60%</th>
<th>Group discussions: 15%</th>
<th>Lecture: 15%</th>
<th>Other: 10%</th>
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</table>

**Suggested length/frequency:** 1.5 hrs to 1+days  

**Suggested audience size:** 10 - 200

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**  
Yes ☑ No ☐
### Training Topic Six: Can't Miss Games and Movement Activities for Small Groups, Mixed Age Groups "Little Ones" and Family (Day Care) Settings

**Please select one:**  
- Training & Coaching  
- Consulting

**Please list any languages this service is available in (other than English):**

#### Training/Coaching or Consulting Service Description:
A treasure chest of proven games, movement activities, and leadership principles for small groups (2 to 15 people) of all ages and mixed age groups (preschool through school age and above).

**Price/hourly rate:** $1200 to $2500

**Participant Outcomes:**
- Have experienced a wide range of accessible fun games, movement activities and play activities applicable to children and youth (both cooperative and low key creative competitive activities)
- Understand the key components of play leadership including concepts, personal qualities, facilitation techniques and more
- Understand how to create a win-win physically and psychologically safe atmosphere
- Understand needs and a variety of other playful teaching practices and tricks of the trade (i.e. warm ups, transitions, etc)
- Be able to apply all of the above in practical work situations and follow up with incredible websites

SEE WEBSITES FOR FURTHER INFORMATION AND TOPICS  (EACH TOPIC INCLUDES AN EXTENSIVE RESOURCE PACKET)

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<th>Training methodologies:</th>
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<td>Lecture: 15%</td>
<td>Other: 10%</td>
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</table>

| Suggested length/frequency: 1.5 hrs to 1+days | Suggested audience size: 10-100 |

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<tr>
<th>Target audience:</th>
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<tbody>
<tr>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
</tr>
<tr>
<td>☑ Advanced Line staff</td>
<td>☑ Advanced Administrators</td>
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</table>

**Coaching Available on Topic?**  
- Yes ☑  No ☐

### Training Topic Seven: Caring For the Caregiver: Making Sure You Don't Slip Off the Radar Screen

**Please select one:**  
- Training & Coaching  
- Consulting

**Please list any languages this service is available in (other than English):**

#### Training/Coaching or Consulting Service Description:
An upbeat, interactive, and meaningful workshop filled with a variety of simple, accessible stress reduction ideas and techniques for beating burnout ...and real world ways to make time for you and your significant others. Can include a special section on overcoming hurry sickness and urgency addiction (see website).

**Price/hourly rate:** $1000 to $2500

**Participant Outcomes:**
- Understand what goes into reducing stress in the workplace and in their own lives.
- Understand various techniques used by a number of agencies for beating burnout, overload and hurry sickness
- Understand what major stressors are, and how to avoid them
- Identify and use a variety of deceleration and wellness techniques
- Be able to apply all of the above in practical work situations.
- Celebrate their daily contributions to community and children and families
- Following up with a range of incredible websites

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<tr>
<th>Training methodologies:</th>
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<tbody>
<tr>
<td>Hands on Activities: 50%</td>
<td>Group discussions: 20%</td>
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<tr>
<td>Lecture: 20%</td>
<td>Other: 10%</td>
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| Suggested length/frequency: 1.5 hrs to 1+days | Suggested audience size: 5 to 100 |

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<tr>
<th>Target audience:</th>
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<tbody>
<tr>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
</tr>
<tr>
<td>☑ Advanced Line staff</td>
<td>☑ Advanced Administrators</td>
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</table>

**Coaching Available on Topic?**  
- Yes ☑  No ☐
Presenter References:
See website for range of references from around the world (call any of them) Individual letters provided upon request or call Cal Sac.
Organization Information:

Organization Name: Montessori Institute of Advanced Studies
Main Contact: Ms. Meher Van Groenou

Address:

City: 
State: 
Zip:

Phone: 
Fax:

Email: Montias@sbcglobal.net
Website: www.Montessori-training.com

Age Groups Your Trainings Cover:
☐ Infants  ☑ Toddlers  ☑ Preschool  ☐ School-Age

Organization Summary:
The Institute’s Early Childhood Credentialing program is based on Montessori principles in accord with contemporary child development theories. The program can be completed in one year starting with intensive academic courses in summer and internship the following school year, or by taking year-round courses and finish in two years.

Training Topics Offered:

☑ Environments  ☑ Job Coaching
☑ Behavior Guidance for Various Age Groups  ☐ Managing Multiple Contract Sources
☑ Child Development  ☑ Nutrition and Fitness
☑ Circle Time Activities  ☑ Program Planning
☑ Conference Planning/Coordination  ☐ Program/Business Management
☑ Culturally Responsive Care  ☑ Program Leadership
☑ (DRDP) Desired Results Assessment  ☑ Reflective Practice
☑ Documentation and Observation  ☑ Selecting and Supervising Staff
☐ Fiscal Management  ☐ Social-Emotional Development (I/T)
☐ Getting Families Involved  ☐ Stress Management/Self Care
☐ Grant Writing  ☐ Stress Management For Children
☐ Infant/Toddler Care  ☐ Violence Prevention
☑ Including Children with Special Needs
☑ Integrating Academics and Enrichment
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

See website for details of the program (www.montessori-training.com). There are five major areas of study: Control and Coordination of Movement and Practical Skills, Sensory-Motor Development, Math, Language, Observation and Class Management, in accord with Montessori philosophy. Each topic requires five days of classes, totaling 40 hours. During the Practicum Phase students are interning under a qualified Head-Teacher, get observed by the Institute’s faculty, attend workshops and seminars, keep a Journal, prepare and present a Synthesis Project. The cost of the complete training program is $2500 as per September 2007. Consulting: $100 per hour.

Training Topic One: Learning Environment (Observation and Class Management)

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<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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Training/Coaching Description:
Learning to create a classroom that responds to children’s developmental needs, their socio-cultural background and experiences. Ages 2 – 6 years. Activities to learn skills, sensory-motor movement, math, language arts, and science.

Price/hourly rate: 40 hour course costs $500 per course per person, 8-hour workshop costs $120 per person.

Participant Outcomes:
Understanding stages of child development, observational skills, understanding official regulations, demonstrate hands-on learning, develop culturally appropriate learning material, aware of culture of parents and community resources.

Training methodologies:
Hands on Activities: 60% Group discussions: 15% Lecture: 15% Other: 10%

Suggested length/frequency:
Complete training one year with intensive summer academic program, or two years with alternate Saturday classes.

Suggested audience size: 15 to 20

Target audience:
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
## Training Topic Two: Child Development

**Please select one:**  ✔ Training & Coaching  ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
Understanding various levels of child development and corresponding learning materials to help child’s inner growth.

**Price/hourly rate:**  8 hour workshop $120 per person

**Participant Outcomes:**
Skill in challenging individual child in discovering inner gifts

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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<tr>
<td>60%</td>
<td>15%</td>
<td>15%</td>
<td>10%</td>
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</table>

**Suggested length/frequency:**  8 hour  

**Target audience:**

- ✔ New Line staff  
- ☐ New Administrators  
- ✔ Advanced Line staff  
- ✔ Advanced Administrators

**Coaching Available on Topic?**  Yes  ✔  No  ☐

## Training Topic Three: Circle Time Activities

**Please select one:**  ✔ Training & Coaching  ☐ Consulting

**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
What makes a group of children focus on a common theme: how to read a story, tell a story, listen to child sharing an experience. Songs with a theme, rhyme, singing and movement. Conflict resolution. Learning civil behavior.

**Price/hourly rate:**  8 hour workshop $120 per person

**Participant Outcomes:**
Skill in creating classroom civility. Discipline as attitude of learning.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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<tbody>
<tr>
<td>60%</td>
<td>15%</td>
<td>15%</td>
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**Suggested length/frequency:**  8 hour  

**Suggested audience size:**  15 - 20

**Target audience:**

- ✔ New Line staff  
- ☐ New Administrators  
- ✔ Advanced Line staff  
- ✔ Advanced Administrators

**Coaching Available on Topic?**  Yes  ✔  No  ☐
### Training Topic Four: Culturally Sensitive Care

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Diversity is an essential part of life. Making children and families of different cultures with different languages comfortable in the child-care center. Training aspects for staff. Policies. Partnership with parents.

**Price/hourly rate:** 8 hour workshop $120 per person

**Participant Outcomes:**
Thinking, feeling, and acting towards common ground between cultures, decrease in hidden prejudices.

**Training methodologies:**
- Hands on Activities: 60%
- Group discussions: 15%
- Lecture: 15%
- Other: 10%

**Suggested length/frequency:** 8 hour

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Five: Nutrition and Fitness

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<th>Please select one:</th>
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<th>☐ Consulting</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**

**Price/hourly rate:** 8 hour workshop $120 per person

**Participant Outcomes:**
Thinking, feeling, and acting towards common ground between cultures, decrease in hidden prejudices.

**Training methodologies:**
- Hands on Activities: 60%
- Group discussions: 15%
- Lecture: 15%
- Other: 10%

**Suggested length/frequency:** 8 hour

**Suggested audience size:** 15 - 20

**Target audience:**
- ☑ New Line staff
- ☐ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
### Training Topic Six: Program Planning

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<th>Please select one:</th>
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<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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**Training/Coaching Description:**
Setting up a Montessori pre-school. Experience of charter-school.

**Price/hourly rate:** 8 hour workshop $ 120 per person

**Participant Outcomes:**
- Inspiration, leading to consultations

**Training methodologies:** Visits to model schools, discussions with directors

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<tr>
<th>Hands on Activities:</th>
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<th>Group discussions:</th>
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<th>Lecture:</th>
<th>%</th>
<th>Other:</th>
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</table>

**Suggested length/frequency:** 2 week-day morning field visits

| Suggested audience size: | |

| Target audience: | ☑ New Line staff | ☑ New Administrators | ☐ Advanced Line staff | ☑ Advanced Administrators |

**Coaching Available on Topic?**
- Yes ☑ No ☐

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### Training Topic Seven: Program Leadership, Reflective Practice

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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**Training/Coaching Description:**
- Interactions between staff and school director. Learning to relate limited duties to school’s overall mission.
- Staff development. Classroom research. Attending professional conferences. Renewal of teacher in creating specific challenges to bring out child’s unique gifts.
- Conflict resolution.

**Price/hourly rate:** 8 hour workshop $ 120 per person

**Participant Outcomes:**
- Cooperative skill in a hierarchical relationship

**Training methodologies:** Visits to model schools, discussions with directors

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<th>Hands on Activities:</th>
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<th>Group discussions:</th>
<th>%</th>
<th>Lecture:</th>
<th>%</th>
<th>Other:</th>
<th>%</th>
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**Suggested length/frequency:** 2 week-day morning field visits

| Suggested audience size: | |

| Target audience: | ☑ New Line staff | ☑ New Administrators | ☑ Advanced Line staff | ☑ Advanced Administrators |

**Coaching Available on Topic?**
- Yes ☑ No ☐

**Presenter References:**
Available upon request
Organization Information:

Organization Name: Multiethnic Education Program, a project of iPride  
Main Contact: Tarah Fleming

Address:  
PO Box 111811

City: Berkeley  
State: CA  
Zip: 94712

Phone: 510.759.8550  
Fax:  

Email: tarah@multiethniceducation.org  
Website: www.multiethniceducation.org

Age Groups Your Trainings Cover:  
☑ Infants  ☑ Toddlers  ☑ Preschool  ☑ School-Age

Organization Summary:

The Multiethnic Education Program focuses on uprooting racist assumptions about multicultural identity through diversity trainings and community dialog. The ME Program offers a broad range of trainings for early childhood and school age professionals & educators on topics of mixed heritage identity and experience, interracial family dynamics, and cultural competency.

Training Topics Offered:

☑ Environments  ☑ Job Coaching  
☐ Behavior Guidance for Various Age Groups  ☐ Managing Multiple Contract Sources  
☑ Child Development  ☐ Nutrition and Fitness  
☐ Circle Time Activities  ☐ Program Planning  
☐ Conference Planning/Coordination  ☐ Program/Business Management  
☑ Culturally Responsive Care  ☐ Program Leadership  
☐ (DRDP) Desired Results Assessment  ☐ Reflective Practice  
☐ Documentation and Observation  ☐ Selecting and Supervising Staff  
☐ Fiscal Management  ☑ Social-Emotional Development (I/T)  
☐ Getting Families Involved  ☑ Social-Emotional Development (pre-k)  
☐ Grant Writing  ☐ Stress Management/Self Care  
☐ Infant/Toddler Care  ☐ Stress Management For Children  
☐ Including Children with Special Needs  
☐ Integrating Academics and Enrichment  ☐ Violence Prevention
Training Topic One: All topics checked above

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): No

Training/Coaching Description:
The topics covered in the workshop will include a review of today's multiracial family experience through current statistics, personal stories and visual aids. We will look closely at the developmental stages where racial identity is formulated, a discussion on how to talk about race with children, and techniques on how we can assist in the development of positive racial attitudes for all children. We will explore strategies to ensure cultural competency in our childrearing practices and reflect on the impact of environmental factors on the lives of multiracial children and transracial adoptees.

Price/hourly rate: $200/hour

Participant Outcomes:
Understanding of developmental stages as related to racial/ethnic identity, new strategies/best practices for working with mixed heritage and transracially adopted youth and families, introduction to positive language.

Training methodologies:
Hands on Activities: 25%  Group discussions: 50%  Lecture: 25%  Other:____%

Suggested length/frequency: 1.5 hour minimum  Suggested audience size: small-large groups ok

Target audience:  ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐

Presenter References:
Dr. Stacey Thompson
Interim Dean, Early Childhood Education, Merritt College
510.387.4348

Sue Britson, Director
Step One School
510.527.9021
Trainer Information:

Name: Barbara Ogman

Address:

City: State: Zip:

Phone: Fax: None at this time

Email: ogmanece@yahoo.com Website: None at this time

Age Groups Your Trainings Cover:
- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☐ School-Age

Trainer Summary:
I have over 30 years working in the field of early childhood. I have taught in Head Start, State preschools and private centers and was a director of a child care center for 18 years. I have a Masters degree in Early Childhood Leadership from Bank Street College. Currently I am a full time faculty member at Chabot College in the early childhood department.

Training Topics Offered:
- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☐ Circle Time Activities
- ☐ Conference Planning/Coordination
- ☐ Culturally Responsive Care
- ☐ (DRDP) Desired Results Assessment
- ☐ Documentation and Observation
- ☐ Fiscal Management
- ☐ Getting Families Involved
- ☐ Grant Writing
- ☑ Infant/Toddler Care
- ☐ Including Children with Special Needs
- ☐ Integrating Academics and Enrichment
- ☐ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☐ Nutrition and Fitness
- ☐ Program Planning
- ☐ Program/Business Management
- ☑ Program Leadership
- ☑ Reflective Practice
- ☑ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☐ Stress Management/Self Care
- ☐ Stress Management For Children
- ☐ Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment

To:

- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

For All Training Topics:

Please select one:  ☑ Training & Coaching  ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
I am able to create a workshop or a training that is tailored to the unique needs of a center or group of centers. I would be willing to co-train with another trainer. Depending on the needs/size of the group, my trainings incorporate hands-on activities, small group discussions as well as demonstration and “lecture.”

Price/hourly rate:
$100-$150 per hour. Fees are prorated depending on the size of the organization. I will also negotiate a flat fee for a day-long or extended workshops.

Participant Outcomes:
Participant outcomes depend on the focus of the workshop or training

Training methodologies:
Typical techniques include small groups, hands-on activities, videos, lecture and discussion.

Hands on Activities: ____%  Group discussions: ____%  Lecture: ____%  Other: ____%

Suggested length/frequency:
Workshops should be a minimum of 1-1/2 hours and can be as long as all day. On-going, regular or long term consultation/workshops can be created to meet training needs.

Suggested audience size: Any size

Target audience: Depends on the workshop. Workshops/trainings can be geared towards administrators, line staff or combination of both.

☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☐  No ☐
For All Consultation Topics:

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<th>Please select one:</th>
<th>Training &amp; Coaching</th>
<th>☑ Consulting</th>
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Please list any languages this service is available in (other than English): No

Consulting Service Description:
I am able to do consultation on the topics listed above that is tailored to the unique needs of a center or group of centers. I would be willing to co-train with another trainer. Depending on the needs/size of the group, my trainings incorporate hands-on activities, small group discussions as well as demonstration and “lecture”.

Price/hourly rate:
$100-$150 per hour. Fees are prorated depending on the size of the organization. I will also negotiate a flat fee for a day-long or extended workshop.

Presenter References:
Available upon request
Trainer Information:

Name: Laurie Prusso

Main Contact: Laurie Prusso

Address:
1673 Almond Avenue

City: Livermore

State: CA

Zip: 94550

Phone: 925-449-7117

Fax: 925-606-8987

Email: tchrleaurie@comcast.net

Website:

Age Groups Your Trainings Cover:
- Infants
- Toddlers
- Preschool
- School-Age

Trainer Summary:
I am a popular presenter at CAEYC conferences since 1991. I have worked with children of all ages, taught adult learners, and shared life with parents in many settings including family childcare, preschools and as the director of a Parent Cooperative. I have worked in the public schools in a variety of capacities, and have provided parent education programs for many years. A Certified Positive Discipline © Associate, my first and favorite role is that of mother. With six children (all sons), and 12 grandchildren, I have over one hundred and sixty years of experience parenting and teaching. A professor of Child Development at Modesto Junior College, I work as an independent contractor/trainer and consultant where I have served as the Interim Dean of AH/FCS. Current involvement includes:

- Advisory Committee for the TANF Child Care Careers Project
- Advisory Panel Pre-Kindergarten Guidelines for Home Based Care
- Board of Directors of California School Age Consortium

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
### Consulting Topics Offered:

| ☐ Environments | ☐ Job Coaching |
| ☑ Behavior Guidance for Various Age Groups | ☐ Managing Multiple Contract Sources |
| ☑ Child Development | ☐ Nutrition and Fitness |
| ☐ Circle Time Activities | ☐ Program Planning |
| ☐ Conference Planning/Coordination | ☐ Program/Business Management |
| ☐ Culturally Responsive Care | ☐ Program Leadership |
| ☐ (DRDP) Desired Results Assessment | ☐ Reflective Practice |
| ☐ Documentation and Observation | ☐ Selecting and Supervising Staff |
| ☐ Fiscal Management | ☑ Social-Emotional Development (I/T) |
| ☐ Getting Families Involved | ☑ Social-Emotional Development (pre-k) |
| ☐ Grant Writing | ☐ Stress Management/Self Care |
| ☐ Infant/Toddler Care | ☐ Stress Management For Children |
| ☐ Including Children with Special Needs | ☑ Violence Prevention |
| ☐ Integrating Academics and Enrichment | |

### Training, Coaching and Consultation Topic Descriptions:

**Training Topic One:** Positive Discipline: This topic includes Social-Emotional (customized for age groups), Developmental information, and it is Violence Prevention.

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<tr>
<th>Please select one:</th>
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<td>Please list any languages this service is available in (other than English):</td>
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**Training/Coaching Description:**
- Provide an experiential introduction to using Positive Discipline in educational settings
- The trainer provides all materials necessary for the experiential learning, including props and handout masters (for the agency to photocopy for participants), PowerPoint. Agency may provide computer and LCD projector.
- Sponsoring agency will need to provide two flip chart easels paper.
- Preferred room set up: round tables seating 5-7 per table
- Room that accommodates a number higher than the actual number of participants
- A break after 1½ hours of training. The sponsoring agency might consider providing water and nutritious snacks throughout the day.

| Price/hourly rate: $1500 half-day | $2500 full-day |

**Participant Outcomes:**
- Participants will learn to interpret the code for “misbehavior” (why children misbehave and how to encourage respectful behavior).
- Participants will learn how to teach children to create effective solutions that enhance critical thinking, perspective taking, compassion, and respect
- Participants will recognize the value of encouragement and the problem with praise
- Participants will recognize and welcome mistakes as learning opportunities
- Participants will leave the workshop with many solution-based tools that are encouraging to children.

**Training methodologies:**
- Hands on Activities: 50%  
- Group discussions: 30%  
- Lecture: 20%  
- Other: ___%  

| Suggested length/frequency: Full-day introduction with follow up | Suggested audience size: 25-35 |

**Target audience:**
- ☑ New Line staff  
- ☑ New Administrators  
- ☑ Advanced Line staff  
- ☑ Advanced Administrators  

**Coaching Available on Topic?**  
- Yes ☑ No ☐
### Training Topic Two: Stress management and Self-Care for Adults

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**Please list any languages this service is available in (other than English):**

**Training/Coaching Description:**
This training is a full-day of laughter, learning, interacting, and reflecting. Participants leave with renewed energy and interest in their work, their relationships, and their lives.

- The trainer provides all materials necessary for the experiential learning, including props and handout masters (for the agency to photocopy for participants), PowerPoint. Agency may provide computer and LCD projector.
- Sponsoring agency will need to provide two flip chart easels paper.
- Preferred room set up: round tables seating 5-7 per table
- Room that accommodates a number higher than the actual number of participants
- A break after 1 ½ hours of training. The sponsoring agency might consider providing water and nutritious snacks throughout the day.

**Price/hourly rate:** Available only in a full-day format $2500

**Participant Outcomes:**
Participants will:
- Explore and understand elements of temperament, personality, and style
- Recognize how individual perspectives and behaviors “invite” particular responses from colleagues
- Determine life priorities, ordering goals and objectives to fit
- Laugh-experiencing Stress Relief

**Training methodologies:**
Hands on Activities: 60%  Group discussions: 20%  Lecture: 20%  Other: ___%  

**Suggested length/frequency:** As often as you like  
**Suggested audience size:** 25-30

**Suggested length/frequency:** As often as you like  
**Suggested audience size:** 25-30

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<tr>
<th>Target audience:</th>
<th>☑ New Line staff</th>
<th>☑ New Administrators</th>
<th>☑ Advanced Line staff</th>
<th>☑ Advanced Administrators</th>
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</table>

**Coaching Available on Topic?** Yes ☑ Because of time constraints, only on a limited basis  No ☐

**Presenter References:**
Dan Rosas  
Stanislaus County Children and Families Commission  
209-558-6218

Norma Erwin  
Lindsay Unified School District, After School Programs  
559-562-5718

Carol Viegelman  
Newark Unified School District, After School Programs  
cviegelman@nusd.k12.ca.us

Dr. Jane Nelsen, Author and Consultant  
JaneNelsen@aol.com

Sharron Krull, Play Power  
925-606-0909
Zoe Sameth & Team, Awareness into Action

1524 – 7th Street
Berkeley, CA 94710

510-527-3529, office; 415-279-9573, cell
zoe@sameth.com

Infants ☑ Toddlers ☑ Preschool ☑ School-Age

Zoe Sameth is a bilingual (Spanish/English) trainer, consultant and coach with a Master’s degree in Experiential Education and over twenty years experience working with children of all ages and educational program staff. Zoe’s trainings are highly popular due to their fun, practical, experiential, and interactive approach. All of Zoe’s trainings integrate her focus on reducing stress and raising relaxation and well being for the staff, program, and children. Zoe also works with a team of other trainers to provide customized training series for early childhood education programs (please see description under “Training Topics Offered”).

Job Coaching ☑
Managing Multiple Contract Sources ☑
Nutrition and Fitness ☑
Program Planning ☑
Program/Business Management ☑
Program Leadership ☑
Reflective Practice ☑
Selecting and Supervising Staff ☑
Social-Emotional Development (I/T) ☑
Social-Emotional Development (pre-k) ☑
Stress Management/Self Care ☑
Stress Management For Children ☑
Violence Prevention ☑

Preparing for Keynote Speaking and Other Presentations
Applying the California DOE Content Standards to your Curriculum
Nurturing the Learner Within: Lifelong Learning from Early Childhood through Adulthood
Stress Management for Parents
Teambuilding/Communication
Customized Training Series with different topics and overarching theme
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
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- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

- Nurturing the Learner Within: Lifelong Learning from Early Childhood through Adulthood
- Stress Management for Parents
- Teambuilding/Communication
- Customized Training Series with different topics and overarching theme
**Training, Coaching and Consultation Topic Descriptions:**

**Training Topic One:** Stress Management/Self-Care/Relaxation for Staff, Children and Parents

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Please list any languages this service is available in (other than English): Spanish

**Training/Coaching Description:**
Transform stress into success! Do you and your staff need support in managing stress in the workplace or other areas of life? Those of us working in education often do not find the time or resources to support ourselves in effectively meeting the difficult realities of working with children and families.

These trainings have been designed to give individuals and organizations effective, fun, and easy to use tools to reduce stress, relax and stay balanced. These techniques are also excellent for creating healthy classrooms and helping children relax, focus and experience success. The training provides an important time-out for staff to reflect, refresh and connect with self and co-workers, while enhancing communication and support. Participants leave these trainings refreshed and with new tools to use immediately. These workshops have been very useful and beneficial for parents as well. Providing these trainings for parents completes the circle, so that the staff, children and family are all learning how to better manage their stress and raise relaxation levels.

**Price/hourly rate:** Rates vary dependent on length and scope of training and other variables (level of customization of training, etc). Please note that a reduction in rate can always be discussed if agency budget necessitates.

**Participant Outcomes:**
- Reduce current stress levels by relaxing the mind, body and emotions.
- Prevent/reduce stress and raise relaxation through multiple exercises and techniques.
- Experience deep relaxation and breathing techniques for use with self and children.
- Understand personal stressors, internal and external.
- Learn to guide others (ie, children and co-workers) to better manage their own stress.
- Use workshop activities to create healthier programs and classrooms and prevent stress.
- Receive handouts (in English and Spanish) detailing all activities, suggestions for implementation, and additional resources for stress reduction/relaxation.
- Have fun and laugh lots!

**Training methodologies:**

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<tr>
<th>Hands on Activities: 60%</th>
<th>Group discussions: 30%</th>
<th>Lecture: 10%</th>
<th>Other: ____%</th>
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**Suggested length/frequency:**
Length of training varies dependent on an organization’s needs, resources and availability. Many organizations start with a longer training (3-8 hours) followed by shorter follow-up trainings. Follow-up is also available through email, phone calls and site visits. Follow-up in 1-2 months is ideal for practicing and building upon techniques, but not necessary for implementing what is learned.

**Suggested audience size:**
Ideal size: 5 - 35. Trainings have also been very successful with larger and smaller numbers.

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
### Consultation Topic One: Stress Management/Self-Care/Relaxation for Staff, Children and Parents

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**Please list any languages this service is available in (other than English):** Spanish

**Consulting Service Description:**
Many people believe that the level of stress in the workplace is too high and cannot be changed. This is a myth. Zoe can help you identify and implement small changes that can greatly reduce levels of stress while improving performance of the staff and organization.

**Price/hourly rate:** Rates vary dependent on length and scope of consulting project.

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### Training Topic Two: Teambuilding/Communication

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**Please list any languages this service is available in (other than English):** Spanish

**Training/Coaching Description:**
These trainings focus on the development of teamwork and communication skills, through fun, meaningful, interactive exercises, discussions and activities. A depth of trust, sharing and support occurs during these trainings that spreads into the classroom and daily interactions. Organizations report lasting affects with improved staff communication and support.

**Price/hourly rate:** Rates vary dependent on length and scope of training and other variables (level of customization of training, etc). **Please note that a reduction in rate can always be discussed if agency budget necessitates.**

**Participant Outcomes:**
- Increase trust and support among staff through multiple exercises and techniques.
- Use workshop activities ongoing to create healthier and more effective communication, programs and classrooms.
- Receive handouts (in English and Spanish) detailing all activities, with suggestions for continued implementation.
- Share, listen and connect with depth and focus.
- Have fun and laugh lots!

**Training methodologies:**
- Hands on Activities: 60%
- Group discussions: 30%
- Lecture: 10%
- Other: ____%

**Suggested length/frequency:**
Length of training varies dependent on an organization’s needs, resources and availability. Many organizations start with a longer training (3-8 hours) followed by shorter follow-up trainings. Follow-up is also available through email, phone calls and site visits. Follow-up in 1-2 months is ideal for practicing and building upon techniques, but not necessary for implementing what is learned.

**Suggested audience size:**
Ideal size: 5 - 35. Trainings have also been very successful with larger and smaller numbers.

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑  No ☐

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### Consultation Topic Two: Teambuilding/Communication

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**Please list any languages this service is available in (other than English):** Spanish

**Consulting Service Description:**
A healthy working team is fundamental to the success of any program, for the staff and children. Communication styles vary immensely. By understanding this and taking a closer look at the individual and organizational dynamics, a plan can be developed and implemented to increase teamwork, communication and support for the benefit of the entire organization.

**Price/hourly rate:** Rates vary dependent on length and scope of consulting project.

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### Training Topic Three: Nurturing the Learner Within: Early Childhood through Adulthood
Consultation

Length

Price/hourly rate: Rates vary dependent on length and scope of training and other variables (level of customization of training, etc). Please note that a reduction in rate can always be discussed if agency budget necessitates.

Training/Coaching Description:
This training is about nurturing and sustaining the learner within. If we do not understand or know how to nurture the learner within ourselves, we will have a more difficult time nurturing the learner in others, including the children we serve. Through group work, experiential activities, collage and discussion, participants will explore and discover how to nurture themselves, each other and the children, thereby creating communities of healthy, lifelong learners.

Suggested length/frequency:
Length of training varies dependent on an organization’s needs, resources and availability. Many organizations start with a longer training (3-8 hours) followed by shorter follow-up trainings. Follow-up is also available through email, phone calls and site visits. Follow-up in 1-2 months is ideal for practicing and building upon techniques, but not necessary for implementing what is learned.

Suggested audience size:
Ideal size: 5 - 35. Trainings have also been very successful with larger and smaller numbers.

Consultation Topic Three: Nurturing the Learner Within: Early Childhood through Adulthood

Consulting Service Description:
Through a series of training and consulting, staff creates a document of guiding principles and values detailing how your program develops, supports and nurtures a community of lifelong learners. This will be a working document to be used to guide staff in its actions with the children and each other. This document also can be used to share your program’s values and guiding principles with the larger community.

Price/hourly rate: Rates vary dependent on length and scope of consulting project.
Training Topic Four: Applying the California DOE Content Standards to your Curriculum

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Training/Coaching Description:
Do you and your staff find yourselves being asked by parents or others how the activities you are doing with the children relate to the educational content standards or the children’s development? Through experiential activities this training teaches the critical thinking skills to be able to apply your activities and curriculums to the standards. Staff have also found the same skills helpful with understanding the applications of the DRDP’s.

Price/hourly rate: Rates vary dependent on length and scope of training and other variables (level of customization of training, etc). Please note that a reduction in rate can always be discussed if agency budget necessitates.

Participant Outcomes:
This is really a “two in one” training, as the stress reduction/self-care curriculum is used to teach the critical thinking skills needed to apply the educational standards to your curriculum. Participants will:
- Review and become familiar with the educational standards appropriate to the age of the children they serve
- Learn how to apply the educational standards to their curriculum
- Be able to articulate to others how and why the activities they are doing with the children apply to the standards
- Experience the benefits of the stress reduction/relaxation exercises while learning the above skills

Training methodologies:
| Hands on Activities: 60% | Group discussions: 30% | Lecture: 10% | Other: ____% |

Suggested length/frequency:
Length of training varies dependent on an organization’s needs, resources and availability. Many organizations start with a longer training (3-8 hours) followed by shorter follow-up trainings. Follow-up is also available through email, phone calls and site visits. Follow-up in 1-2 months is ideal for practicing and building upon techniques, but not necessary for implementing what is learned.

Target audience:
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
### Training Topic Five: Customized Training Series with different topics and overarching theme

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#### Training/Coaching Description:
Customized training series are available to meet an organization’s staff development needs. Depending on an organization’s request, the series may have a cohesive theme woven throughout the different trainings. For example, an organization may need technical training, while at the same time wanting to do reduce overall stress for the staff and children. In this case a training plan with an overarching theme of stress management and self-care would be integrated into each training. The training series would start off with a Stress Management/Self-Care training, followed by a separate training for each additional topic (for example, Academic Support/Integrating Academics with Enrichment; Behavior Guidance; Child Development). This is an excellent way to help staff and children cope with stressful times, while providing the technical training needed. Other excellent trainers may be brought in to co-facilitate the series.

**Price/hourly rate:** Rates vary dependent on length and scope of training and other variables (level of customization of training, number of trainers, etc). **Please note that a reduction in rate can always be discussed if agency budget necessitates.**

#### Participant Outcomes:
Gain knowledge and develop technical skills in a variety of topics, while gaining a depth of knowledge, practice and experience applying one particular theme throughout the trainings.

#### Training methodologies:
Percentage of time in each category (hands on, discussion, lecture) will vary dependent on the topic. The trainings will have an emphasis on experiential, interactive learning.

<table>
<thead>
<tr>
<th>Hands on Activities: 50%</th>
<th>Group discussions: 30%</th>
<th>Lecture: 20%</th>
<th>Other: __%</th>
</tr>
</thead>
</table>

#### Suggested length/frequency:
Length and number of trainings vary dependent on an organization’s needs, resources and availability.

#### Suggested audience size:
Ideal size: 5 - 35. Trainings have also been very successful with larger and smaller numbers.

#### Target audience:
☒ New Line staff
☒ New Administrators
☒ Advanced Line staff
☒ Advanced Administrators

#### Coaching Available on Topic? Yes ☑ No ☐

### Consultation Topic Five: Customized Training Series with different topics and overarching theme

<table>
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<tr>
<th>Please select one:</th>
<th>☐ Training &amp; Coaching</th>
<th>☑ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
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#### Consulting Service Description:
Consulting services are available to help an organization determine what training needs will most serve its staff at this time. Different needs assessment tools may be utilized to make the determination, such as discussion and/or staff surveys.

**Price/hourly rate:** Rates vary dependent on length and scope of consulting project.
**Presenter References:**
Martha O. Cueva, Program Education Director
Bahia, Inc.
1718 - 8th St.
Berkeley, CA 94710
(510) 524-7300

"Over the past three years Zoe has not only been a fabulous bilingual presenter at our workshops for staff, children and now parents, but she has built a partnership of trust among all staff in the course of her trainings, mentoring and role modeling."

Carol Viegelmann, Child Care Coordinator
Newark Unified School District
5716 Musick Avenue
Newark, CA 94560
(510) 818-4159

"Zoe’s training is outstanding! Staff is completely engaged during the entire training. Zoe is well-organized, sensitive to all participants, an excellent presenter and an interactive leader. The handouts are one of the most useful tools we have ever been given."

Carol Barton, Director
Woodstock Child Development Center (Alameda Unified School District)
2200 Central Avenue
Alameda, CA 94501
(510) 748-7001

"Zoe has been able to facilitate the opening of our hearts and minds toward ourselves, each other, the children and families. Her guidance has been powerful and productive and I am certain it will have a lasting effect on all of us."
Organization Information:

Organization Name: Seneca Center Training Institute
Main Contact: Megan McQuaid

Address:
15942 Foothill Boulevard

City: San Leandro
State: CA
Zip: 94578

Phone: (510) 317-1446, ext. 258
Fax: (510) 317-1451

Email: megan_mcquaid@senecacenter.org
Website: www.senecacenter.org

Age Groups Your Trainings Cover:
- Infants
- Toddlers
- Preschool
- School-Age

Organization Summary:
Seneca Center Training Institute provides trainings for a wide variety of Bay Area children and family agencies. Seneca trainings emphasize the importance of respectful engagement with clients and families and how experiences of trauma and attachment disruption affect client needs, while offering practical solutions to common challenges faced by caregivers.

Training Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention
**Training, Coaching and Consultation Topic Descriptions:**

**Training Topic One: Behavior Guidance for Various Age Groups**

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<th>Please select one:</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
This training is designed to explore behavior modification techniques, and how these may be implemented with attention to children’s individual histories and needs. The training emphasizes the importance of relationship and engagement with clients to the successful implementation of behavioral plans. Topics covered include the uses of positive and negative reinforcement strategies to increase appropriate behaviors while decreasing anti-social behaviors, and the importance of setting clear limits.

**Price/hourly rate:** $185 per hour

**Participant Outcomes:**
- Participants will be able to think systematically about behaviors, the contexts in which the behaviors occur, and what their functions for the child might be.
- Participants will learn techniques to enrich the behavioral repertoires of children in their care, so the children will have more choices in each situation they face and a heightened sense of control over themselves and their environment.
- Participants will be able to increase the use of positive reinforcement and be more aware of setting limits in a positive way.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 40%
- Lecture: 30%
- Other: ___%

**Suggested length/frequency:** 2-3 hours/twice per year

**Suggested audience size:** 3-20 participants

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐
Training Topic Two: Child Development

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This training will review the child’s biologically based, fundamental need for proximity with containing, emotionally attuned caretakers. Disruptions occurring in relationships with caretakers will be presented as a source of many of the behavioral problems seen in the children in group care. The development of a “working model” of relationships will be described and illustrated, and caregivers will learn how to disconfirm negative “working models” while strengthening positive ones. The training will also cover various models of development and will discuss the ways in which developmental level may differ from chronological age.

Price/hourly rate: $200 per hour

Participant Outcomes:
- Participants will learn to recognize when individuals are functioning at a developmental level that is different from their chronological age.
- Participants will learn the tasks of healthy development and how to treat the individual developmentally.
- Participants will be able to assess and identify signs of developmental arrest in children and be aware of the implications of delays and as well as interventions and resources that may be used to address delays.

Training methodologies:
- Hands on Activities: 30%
- Group discussions: 40%
- Lecture: 30%
- Other: ___%

Suggested length/frequency: 2-3 hours/twice per year

Suggested audience size: 3-20 participants

Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
### Training Topic Three: Culturally Responsive Care

**Please select one:**  
- [x] Training & Coaching  
- [ ] Consulting

**Please list any languages this service is available in (other than English):**

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**Training/Coaching Description:**

As children form self-concepts, it is important that they learn to value and appreciate themselves for who they are. This training gives participants tools to create inclusive environments and to respectfully interact with all children and families. Participants will discuss what they learned about their own and other racial, ethnic and cultural groups when growing up and how lack of contact with different cultural groups can lead to stereotypes based on misinformation. The training will emphasize the importance of communicating with culturally different people to learn how they wish to be treated, or going one step beyond the Golden Rule.

**Price/hourly rate:** $185 per hour

**Participant Outcomes:**

- Participants will be able to understand the importance and meaning of culture and diversity in their work with children and families.
- Participants will be able to identify ways they identify with their own cultures and how different cultures can interact positively and negatively.
- Participants will be able to understand and recognize prejudice and how to approach issues of prejudice and stereotypes with children and families.
- Participants will learn techniques for introducing, talking about and celebrating cultural diversity in their work with children and families.

**Training methodologies:**

- Hands on Activities: 20%
- Group discussions: 40%
- Lecture: 40%
- Other: ____%

**Suggested length/frequency:** 2-3 hours/twice per year  
**Suggested audience size:** 3-20 participants

**Target audience:**

- [x] New Line staff  
- [x] New Administrators  
- [x] Advanced Line staff  
- [x] Advanced Administrators

**Coaching Available on Topic?**  
- [x] Yes  
- [ ] No
Training Topic Four: Getting Families Involved

Please select one: 👌 Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This training will review the importance of birth family connections, helping caregivers to understand the connection that children feel with their birth family whether or not the families are directly involved with the children and identifying fantasies that caregivers may have about birth families. The training will also emphasize how to identify and draw upon family strengths and resources, how to interact respectfully and non-judgmentally with birth families and how to create mutually agreeable action plans and partnerships.

Price/hourly rate: $185 per hour

Participant Outcomes:
- Participants will learn how to provide parents with education about symptoms and dynamics of childhood trauma
- Participants will be able to help parents think about ways to increase the child’s sense of safety and security
- Participants will be able to identify reasons why it is important for birth families to be involved in foster children’s lives.
- Participants will learn ways they can develop and support relationships with birth families.
- Participants will learn techniques and approaches to helping foster children deal with feelings about birth families, especially around visitation issues.

Training methodologies:
Hands on Activities: 10%  Group discussions: 60%  Lecture: 30%  Other: ____%

Suggested length/frequency: 2-3 hours/twice per year  Suggested audience size: 3-20 participants

Target audience:  ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  ☑ Yes  ☐ No  ☐
### Training Topic Five: Including Children with Special Needs

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<td>Training/Coaching Description:</td>
<td>This training will open a conversation with participants on the ways in which youth with disabilities are treated. It addresses the questions: What effects do the structure of home and school care have on youth who do not fit standard developmental models? What are the ways in which youth should be treated differently based on their disabilities? What are the ways that youth should be treated the same regardless of disability status? Participants will also consider the nature of communities, identify specific communities with which children might be able to engage and outline the steps necessary for successful community engagement.</td>
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<td>Price/hourly rate:</td>
<td>$185 per hour</td>
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<td>Participant Outcomes:</td>
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  - Participants will learn features of common developmental disabilities  
  - Participants will become familiar with the barriers that sometimes prevent youth with developmental disabilities from participating fully in their communities, and will learn strategies to remove these barriers  
  - Participants will develop a working definition of community, and will develop plans for integrating specific children in their care into multiple communities.  
| Suggested length/frequency: | 2-3 hours/twice per year |
| Suggested audience size: | 3-20 participants |
| Target audience: | New Line staff, New Administrators, Advanced Line staff, Advanced Administrators |
| Coaching Available on Topic? | Yes ☑ No ☐ |

### Training Topic Six: Nutrition and Fitness

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<tr>
<td>Training/Coaching Description:</td>
<td>This training will provide an overview of childhood nutrition and body image issues. Participants will discuss the effect of eating habits on health; nutritional requirements for children and adolescents; ways to increase physical activity and healthy vs. unhealthy snacks. Participants will also learn to prepare healthy snacks, and how to encourage children to make healthy eating choices.</td>
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<td>Price/hourly rate:</td>
<td>$185 per hour</td>
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<tr>
<td>Participant Outcomes:</td>
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</table>
  - Participants will increase their knowledge of health-related issues surrounding childhood nutrition.  
  - Participants will be able to support children in making healthy eating choices.  
  - Participants will be able to promote increased physical activity among the children they serve.  
| Training methodologies: | Hands on Activities: 25%  Group discussions: 15%  Lecture: 60%  Other: ____% |
| Suggested length/frequency: | 2 hours/once per year |
| Suggested audience size: | 3-20 participants |
| Target audience: | ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators |
| Coaching Available on Topic? | Yes ☑ No ☐ |
Training Topic Seven: Stress Management/Self Care

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This training draws on discussion, activities, and reflections concerning participants’ experiences of their current workplace environment, the challenges they currently face, and how to become resilient in the face of overwhelming and emotionally intense demands. Participants will learn a working definition of stress and the nature of the stress response and the relaxation response. Participants will identify issues that merit further work and discussion, and identify ways to effectively cope with their own primary stressors.

Price/hourly rate: $185 per hour

Participant Outcomes:
- Participants will be familiar with the factors that cause burnout and techniques for preventing it.
- Participants will understand their own vulnerability to vicarious trauma.
- Participants will discuss new ways to care for themselves.
- Participants will discuss how to support co-workers and how to increase morale.

Training methodologies:
Hands on Activities: 20%  Group discussions: 50%  Lecture: 30%  Other: ____%

Suggested length/frequency: 2-3 hours/twice per year  Suggested audience size: 3-20 participants

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Training Topic Eight: Violence Prevention

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
This training focuses on the development and implementation of effective crisis communication and violence prevention skills with youth. The training content includes a general overview of the impact of crisis on youth in care, discussion of the role that relationships play in crisis prevention and communication and the four phases of crisis. The training also presents strategies for communicating with youth to prevent or manage a crisis, tips for handling hostile and angry situations and ways that caregivers can manage their personal reactions prior to, during and following a crisis situation.

Price/hourly rate: $185 per hour

Participant Outcomes:
- Participants will understand the nature and progression of crisis behaviors.
- Participants will learn techniques for de-escalating youth in crisis.
- Participants will be able to assess what needs children are attempting to meet through crisis behaviors, and will be able to help the children to meet those needs nonviolently.

Training methodologies:
Hands on Activities: 20%  Group discussions: 40%  Lecture: 40%  Other: ____%

Suggested length/frequency: 2-3 hours/twice per year  Suggested audience size: 3-20 participants

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
Presenter References:
Valerie Patton
Alameda County
(510) 780-8941

Jodie Langs
Foster Youth Alliance
(510) 777-5326

Additional references available on request.
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tbody>
<tr>
<td>Sports4Kids</td>
<td>Jeremy Lansing</td>
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<tr>
<th>Address:</th>
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<tbody>
<tr>
<td>517 Fourth Street</td>
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<table>
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<tr>
<th>City:</th>
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<th>Zip:</th>
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<tr>
<td>Oakland</td>
<td>CA</td>
<td>94607</td>
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<tr>
<th>Phone:</th>
<th>Fax:</th>
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<tbody>
<tr>
<td>510-893-4180</td>
<td>510-893-4378</td>
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<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
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<tbody>
<tr>
<td><a href="mailto:jlansing@sports4kids.org">jlansing@sports4kids.org</a></td>
<td><a href="http://www.sports4kids.org">www.sports4kids.org</a></td>
</tr>
</tbody>
</table>

Age Groups Your Trainings Cover:

- [ ] Infants
- [x] Toddlers
- [x] Preschool
- [x] School-Age

Organization Summary:

Sports4Kids mission is to improve the health and well-being of children by increasing opportunities for physical activity, and safe, meaningful play. To complement our school-based programming and further our mission, our Community Training Program provides customized staff trainings for nonprofit organizations, schools, after school programs, summer camps and various youth programs.

Training Topics Offered:

- [x] Environments
- [x] Behavior Guidance for Various Age Groups
- [x] Child Development
- [x] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [x] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [x] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
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- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (Pre-K)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training & Consultation Topic One: Sports, Play and Physical Activity for Youth

Please select one: ☑ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
This interactive workshop provides hands-on strategies and tools for participants to create and implement a sports and physical activity program that inspires all youth to participate. Through hands-on modeling of games and interactive discussions, participants will review how to introduce sports and physical activity in a way that is accessible, inclusive, and fun. The impact of barriers to the accessibility for youth to physical activity will be reviewed along with strategies for creating a healthy physical and social environment for play. Participants of this workshop will walk away with an understanding of how youth organizations can create sustainable environments for all youth to play and be physically active.

Price/hourly rate: TRAINING: average $200 p/hr  CONSULTING: reduction in hourly fee based on total consulting hours

Participant Outcomes:
- How to implement a fun, safe and accessible sports, play, and physical activity curriculum
- Awareness of the benefits youth can receive from participating in sports, play, and physical activity
- Explore how gender, competition and language impact accessibility
- Group management strategies to help facilitate games
- How to support creating healthy environment for play for all youth

Training methodologies:
- Hands on Activities: 70%  Group discussions: 20%  Lecture: 5%  Other: ___%  

Suggested length/frequency: 3 hours  Suggested audience size: 20-30

Target audience:
- ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators**

Coaching Available on Topic?  Yes ☑  No ☐
Training & Consultation Topic Two: Safety/ Violence Prevention

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Violence in and around the school environment affects children’s ability to learn. This workshop offers an easy to learn and teach curriculum- The Five Fingers of Safety. This curriculum integrates the general concepts of awareness and assertiveness with specific exercises and tools that are fun and accessible for children grades K-5. In this workshop participants receive in-depth training and practice in each of the Five Fingers and walk away with this hands-on experience as well as with a written curriculum guide. The Five Fingers of Safety curriculum can be incorporated into the classroom setting, as a component of an after school program, as a part of a physical activity program and in any community based youth program.

Price/hourly rate: TRAINING: average $200 p/hr  CONSULTING: reduction in hourly fee based on total consulting hours

Participant Outcomes:
- To develop children’s awareness of how violence affects them individually and how violence affects the school/community as a whole.
- To develop children’s capacity to discuss violence and peace.
- To teach basic personal safety skills appropriate for grades K-5.
- Providing platform for youth to discuss feelings, increase awareness, and develop vocabulary and skills in Violence Prevention

Training methodologies:
Hands on Activities: 60%  Group discussions: 30%  Lecture: 10%  Other: ___ %

Suggested length/frequency: 4-6 hours  Suggested audience size: 20-30

Target audience:
☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
**Training Topic One:** Pro-Active Group Management (Two Sessions)

Please select one:  ☑ Training & Coaching   ☐ Consulting

Please list any languages this service is available in (other than English):

**Training/Coaching Description:**
Big picture visioning, structured programming and detailed planning can often mean the difference between a smooth, fully engaged session with children and a frustrating session full of interruptions. Within this workshop participants will explore how we can help create programs that deal with behavior and group management in a pro-active way. Participants will share and learn a variety of strategies that are essential aspects of group management such as creating structure, building rapport, and implementing rules and consequences. This workshop allows participant to develop an awareness of how our personal history impacts how we interact and work with youth. Participants will walk away with creative plan for implementing them into program planning and already existing programs.

**Price/hourly rate:** TRAINING: average $200 p/hr   CONSULTING: reduction in hourly fee based on total consulting hours

**Participant Outcomes:**
- How to create structure within programming through implementing attentions getters, openings and closings, transitions, and rules and consequences
- Different modes in which youth can learn: verbal, modeling, participatory, visual, explicit and experiential
- Using strategies to keep group engaged, focused, and on-task.
- How personal experiences and relationships impact implementation of group management practices
- Developing coping mechanisms for dealing with the frustration that can arise from dealing with unwanted behavior.

**Training methodologies:**
Hands on Activities: 25%  Group discussions: 65%  Lecture: 10%  Other: ____%

**Suggested length/frequency:**
Session 1: 3 hours  Session 2: 3 hours  

**Suggested audience size:** 20-30

**Target audience:**
- ☑ New Line staff  ☐ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

**Coaching Available on Topic?**  Yes  ☑ No  ☐

**Presenter References:**
MaryAnn Aquino Lagura, CHES
University of California Cooperative Extension - Alameda County
NETA Mentor Teacher Program Coordinator
1131 Harbor Bay Parkway, Suite 131
Alameda, CA 94502
(510)639-1276 Fax (510) 748-9644
email: malagura@ucdavis.edu

Douglas Mann
Ecole Bilingue (EB) School
Assistant Head, American Curriculum
Tel: (510) 549-3895 Ext: 314
Email: dmann@eb.org
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Hatchuel Tabernik &amp; Associates</th>
<th>Main Contact:</th>
<th>Jamie Harris</th>
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</thead>
<tbody>
<tr>
<td>Address:</td>
<td>1516 Fifth Street</td>
<td></td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td>Berkeley</td>
<td>State:</td>
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<td>Zip:</td>
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<td>94710</td>
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<tr>
<td>Phone:</td>
<td>510-559-3193</td>
<td>Fax:</td>
<td>510-559-3166</td>
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<tr>
<td>Email:</td>
<td><a href="mailto:jharris@htaconsulting.com">jharris@htaconsulting.com</a></td>
<td>Website:</td>
<td><a href="http://www.htaconsulting.com">www.htaconsulting.com</a></td>
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Age Groups Your Trainings Cover:
- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [x] School-Age

Organization Summary:
HTA works to create a healthier, better educated, and more equitable society. Our trainings and consulting services enhance administrator and staff capacity to provide high-quality, engaging early childhood education programs. Building from over 10 years of on-the-ground experience, we combine conceptual frameworks with practical tools and strategies that can be immediately implemented.

Training Topics Offered:
- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [x] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [x] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [x] Program/Business Management
- [x] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [x] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment

- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training & Consultation Topic One: Building Your Pre-Literacy Portfolio

Please select one: ☑ Training & Coaching ☑ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Building pre-literacy skills is a critical part of the early childhood education field. While there has been a recent explosion of pre-literacy research and curricula, many ECE professionals still have little-to-no training in either the theory behind pre-literacy, or in the planning and assessment of activities to develop those skills. This workshop helps ECE professionals at all levels to build a “Pre-Literacy Portfolio.” Participants learn a framework they can use to plan and assess activities that foster pre-literacy skills. Through hands-on activities, they explore using that framework to plan activities, and using multiple assessments to track student progress and guide instruction.

Price/hourly rate: $500 - $1,500 depending on length and level of customization ~ coaching or consulting at $100/hour

Participant Outcomes:
By the end of the training, participants will:
- Gain deeper understanding of core components of pre-literacy.
- Understand and practice planning activities that develop skills in each of the pre-literacy component areas.
- Add to their repertoire of activities that foster skills in each of the pre-literacy areas.
- Learn to use multiple assessments to track student progress in each of the component areas, and to use those assessments to guide their instruction.

Training methodologies:
Hands on Activities: 50% Group discussions: 25% Lecture: 25% Other: ____%

Suggested length/frequency: 2-8 hrs; a longer session, or a series of trainings is best. Suggested audience size: 10 - 30

Target audience:
☑ New Line staff ☑ New Administrators ☐ Advanced Line staff ☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
### Training & Consulting Topic Two: Starting Strong: Working with Parents to Maximize Opportunities for Children’s Success

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Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**

*Starting Strong* is an interactive workshop for early childhood professionals who want to engage and support parents in preparing their children for success in school and in life. As emphasized in *Becoming a Nation of Readers*, “parents play roles of inestimable importance in laying the foundation for learning to read.” This is equally true for fostering healthy development. Participants will gain a better understanding of parents’ impact on children’s pre-literacy and social development, learn new strategies for involving and supporting parents, and begin to craft a Parent Engagement Action Plan to complete and implement at their sites.

**Price/hourly rate:** $500 - $1,500 depending on length and level of customization ~ coaching or consulting at $100/hour

**Participant Outcomes:**

By the end of the training, participants will:

- Participants will understand the importance of parent involvement in fostering children’s early literacy and social-emotional development.
- Participants will learn 2-3 new strategies for engaging and supporting parents.
- Participants will begin to craft a Parent Engagement Action Plan to complete and implement at their sites.

**Suggested length/frequency:** 2-8 hrs

**Suggested audience size:** 10-30

**Target audience:**

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☐ Advanced Administrators

**Coaching Available on Topic?**  Yes ☑ No ☐
### Training & Consulting Topic Three: Grant Writing with the Pros

Please select one:  
- ☑ Training & Coaching  
- ☑ Consulting

Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**
Build skills for putting together a competitive grant proposal! Learn from accomplished grant writers about the components of successful proposals, how to read and evaluate grant guidelines, how to build a compelling case for your program, and strategies for maximizing your chances of getting funded.

Participants learn about the different sections of a grant – e.g. need statement, goals and objectives, budget - and leave the training with tools and samples they can use to write grants for their programs. The training also covers basics of grant research. We can tailored the training towards state/federal or foundation grant writing.

**Price/hourly rate:** $500 - $1,500 depending on length and level of customization - coaching or consulting at $100/hour

**Participant Outcomes:**
In this training, participants will:
- Become familiar with the common elements of grant proposals
- Acquire skills and tools to address each section of a grant proposal
- Learn strategies for effective and efficient grant writing
- Be able to research funding opportunities for their programs

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 45%
- Lecture: 25%
- Other: ___%

**Suggested length/frequency:** 2 hr minimum; 4 hrs or more allows for more hands on activities  
**Suggested audience size:** 10-30

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☐ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**  
- Yes ☑  
- No ☐
Training & Consulting Topic Four: Understanding and Using the DRDP ( Desired Results Developmental Profile)

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Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
This training aims to build the comfort and capacity of ECE professionals with respect to using assessments. The training focuses both on how to administer the DRDP and how to utilize the results to guide individual and group planning. Participants explore the DRDP components and tips for administration. They then learn how to use the DRDP, as part of a broader student portfolio, to assess student growth and developmental status. Learning to use DRDP results, as well as gauging progress with portfolios, helps providers tailor activities according to the needs of individual students and of the class as a whole.

Price/hourly rate: $500 - $1,000 depending on length and level of customization ~ coaching at $100/hour

Participant Outcomes:
By the end of the training, participants will:
- Be familiar with the components and administration of the DRDP.
- Learn to use multiple assessments, i.e. the DRDP and students portfolios to assess individual progress.
- Learn to use the assessments as a basis for planning activities.

Training methodologies:
Hands on Activities: 35%  Group discussions: 35%  Lecture: 30%  Other: ___%

Suggested length/frequency: 2-4 hrs; Best if done in conjunction with Building Pre-Literacy Portfolio training

Suggested audience size: 10 - 30

Target audience: ☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑ No ☐
Training Topic Two: Uniting Leadership and Management Through Self-Awareness

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**Training/Coaching Description:**
This workshop will help ECE center Directors improve their ability to lead others and enhance the structure of their programs by first engaging in self-reflection. The workshop focuses on building both management and leadership capacity so Directors can effectively support staff, resolve program challenges, and ensure their own professional well-being. Participants assess their management and leadership style and explore the impact of this assessment on their work and interactions with others. Participants leave with strategies for developing short- and long-term solutions to programmatic challenges, supporting the professional development and motivation of staff, and promoting greater professional well-being.

**Price/hourly rate:** $500 - $1,500 depending on length and level of customization ~ coaching at $100/hour

**Participant Outcomes:**
By the end of the training, participants will:
- Develop a broader understanding of professional role as both leader and manager
- Engage in a self-assessment of management and leadership style
- Explore the impact of management and leadership style on work and professional relationships
- Learn strategies for developing short- and long-term solutions to programmatic challenges, supporting the professional development and motivation of staff, and promoting greater professional well-being.

**Training methodologies:**
Hands on Activities: 60%  
Group discussions: 25%  
Lecture: 15%  
Other: ____%

Suggested length/frequency: 2-8 hrs

Suggested audience size: 10-30

**Target audience:**
- ☐ New Line staff  
- ☑ New Administrators  
- ☐ Advanced Line staff*  
- ☑ Advanced Administrators

Coaching Available on Topic?  
- Yes ☑ No ☐
Training Topic Two: Creating Peaceable Programs

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Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Peaceable Programs—programs that are inclined to peace—are safe, caring early childhood environments where students are primed to learn and succeed. They are not environments that are free from conflict, but rather environments where staff and students know how to resolve conflicts using positive, nonviolent means.

There are different training modules to choose from, including Introduction to Creating a Peaceable Program; Understanding Conflict and Conflict Styles; Anger Triggers and Managing Anger.

Each training is guided by principles of a peaceable program and uses tools, best practices, and hands-on activities. Participants will learn skills, as well as develop action plans to implement portions of the training with staff and students in their programs.

Price/hourly rate: $500 - $1,500 depending on length and level of customization ~ coaching at $100/hour

Participant Outcomes:
Outcomes will vary by module, but in general, participants will:

- Learn the principles of a peaceable program and common causes of conflict
- Understand the nature of conflict and conflict styles
- Understand anger triggers and ways to nonviolently resolve conflicts

Training methodologies:
Hands on Activities: 35%  Group discussions: 35%  Lecture: 30%  Other: ____%

Suggested length/frequency: 2-8 hrs; a longer session, or a series of trainings is best.  Suggested audience size: 10-40

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Presenter References:
Kathi McLaughlin  
Solano First 5  
KMMcLaughlin@SolanoCounty.com  
(707) 784-1338

Ruth Fernandez, Manager Educational Services  
Contra Costa County Office of Education  
rfernandez@cccoe.k12.ca.us  
(925) 942-3413

Dr. Sandra Nathan, CEO  
Richmond Children’s Foundation  
snathan@richmondchildren.org  
(510) 234-1200
**Trainer Information:**

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<thead>
<tr>
<th>Name:</th>
<th>Main Contact:</th>
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<tr>
<td>Nadiyah Taylor, The Ripple Effect</td>
<td>Nadiyah Taylor</td>
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<td>(510) 374-8553</td>
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<tr>
<td><a href="mailto:Ripppleffect.diversity@yahoo.com">Ripppleffect.diversity@yahoo.com</a></td>
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<th>Age Groups Your Trainings Cover:</th>
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<td>☑ Infants</td>
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<td>☑ School-Age</td>
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**Trainer Summary:**

I am a private contractor who offers trainings and consultation to groups and individuals in the area of culturally responsive care. As a trainer and consultant my goal is to provide participants with concrete skills, personal exploration and the information needed to support the diverse families, children and staff in their programs. I am committed to equity in education and believe that in-depth work, over time can create lasting social change. I have been in the field of early care and education for 15 years working with both children and adults. I have an M.A. in Human Development, with a specialization in Bi-Cultural Development from Pacific Oaks College.

**Training Topics Offered:**

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [ ] Child Development
- [ ] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [ ] Other: Implementing an Anti-Bias Curriculum in Your Program
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [ ] Social-Emotional Development (pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- **☑** Other: Implementing an Anti-Bias Curriculum in Your Program

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Culturally Responsive Care

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Training/Coaching Description:
All of my trainings are based on the identified needs of the program and are based on anti-bias education principles. In this workshop participants are given the opportunity to imagine what a culturally responsive program looks like and the concrete steps needed to achieve that vision. In each training session, participants have the opportunity to look at their own perspective and experience with the topic and to take on the perspectives of others.

Price/hourly rate: $400 for a 2-hr. training; $1000-$1600 for 5 hours or more (depends on complexity and scope of work)

Participant Outcomes:
By the end of the workshop participants will:
- Leave with concrete strategies for assessing their level of cultural responsiveness and how to begin making their desired changes
- Be able to define cultural humility and how this concept impacts their work with children, families and co-workers
- Be able to broadly define culture and the many ways that it is expressed

Training methodologies:
Hands on Activities: 20%   Group discussions: 70%   Lecture: 10%   Other: ____%

Suggested length/frequency: 3 hours, 4 times per year   Suggested audience size: up to 30

Target audience: My workshops can be tailored for any of the following:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

Coaching Available on Topic?   Yes ☑   No ☐
### Training Topic Two: Involving Families is Culturally Responsive Care

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**Training/Coaching Description:**
All of my trainings are based on the identified needs of the program and are based on anti-bias education principles. In this workshop we look at how collaborating with families plays a vital role in supporting all families and children in the classroom. We will discuss ways to gather relevant family information and ways in which to use this information as the foundation for supporting children and families. Participants will also explore the steps needed to welcome all families into their programs and consider how their personal perspective and experiences influence their work with children, families and co-workers.

**Price/hourly rate:** $400 for a 2-hr. training; $1000-$1600 for 5 hours or more (depends on complexity and scope of work)

**Participant Outcomes:**
By the end of this workshop session participants will understand how to collaborate with families as a vital part of implementing an anti-bias curriculum. Specifically, participants will identify ways to gather culturally relevant family information and identify ways to use this information in implementation of an anti-bias curriculum.

**Training methodologies:**
- Hands on Activities: 20%
- Group discussions: 70%
- Lecture: 10%
- Other: ___%

**Suggested length/frequency:** 3 hours

**Suggested audience size:** up to 30

**Target audience:** My workshops can be tailored for any of the following:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

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<th>Coaching Available on Topic?</th>
<th>Yes ☑ No ☐</th>
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### Training Topic Three: Anti-Bias Education: How Do I Implement This Approach in My Program?

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**Training/Coaching Description:**
All of my trainings are based on the identified needs of the program and are based on anti-bias education principles. In this workshop we focus on taking the steps needed to implement the anti-bias educational approach in your program. Targeted at Program Administrators, we will look at the common obstacles to a successful program-wide implementation and then work on concrete strategies to address them.

**Price/hourly rate:** $400 for a 2-hr. training; $1000-$1600 for 5 hours or more (depends on complexity and scope of work)

**Participant Outcomes:**
By the end of the workshop participants will:
- Be able to define the 4 goals of an anti-bias education
- Leave with concrete strategies for assessing where their program currently stands with implementation
- Leave with concrete strategies for how to begin to make their desired change

**Training methodologies:**
- Hands on Activities: 20%
- Group discussions: 70%
- Lecture: 10%
- Other: ___%

**Suggested length/frequency:** 3 hours, 4 times per year

**Suggested audience size:** up to 30

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☐ Advanced Line staff
- ☑ Advanced Administrators

| Coaching Available on Topic? | Yes ☑ No ☐ |
**Training Topic One:** Culturally Responsive Care and Anti-Bias Education

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**Consulting Service Description:**

The focus of my consultation is to determine the steps needed to create a culturally responsive program. My consultation is based on anti-bias education principles and looks at the whole program. The focus of the consultation is based on the identified needs of the program and happens over several sessions. Consultation can include the workshops listed above as well as addressing program policies, staff dynamics and supervision. Staff and administrators are given the opportunity to imagine what a culturally responsive program looks like and work on the concrete steps needed to achieve that vision. This includes relationships with families, children and staff, as well as the classroom environment, curriculum and materials.

**Price/hourly rate:** $400 for a 2-hr. training; $1000-$1600 for 5 hours or more (depends on complexity and scope of work)

**Presenter References:**

Sue Britson, Director  
Step One School  
(510) 527-9021

Rey Almeida, Head of School  
Aurora School  
(510) 428-2606
Organization Information:

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
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<tr>
<td>The Link to Children (TLC)</td>
<td>Grace Manning-Orenstein, Ph.D.</td>
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<tr>
<td><a href="mailto:graceorenstein@sbcglobal.net">graceorenstein@sbcglobal.net</a></td>
<td><a href="http://www.thelinktochildren.org">www.thelinktochildren.org</a></td>
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Age Groups Your Trainings Cover:
- [x] Infants
- [x] Toddlers
- [x] Preschool
- [ ] School-Age

Organization Summary:
For the past 11 years TLC has work in with seven center-based programs to provide early intervention services to children 0-5, their parents and teachers. We have acquired an expertise in training teachers about the social/emotional aspects of young children, families, and themselves as they work with young children.

Training Topics Offered:
- [ ] Environments
- [x] Behavior Guidance for Various Age Groups
- [x] Child Development
- [ ] Circle Time Activities
- [x] Conference Planning/Coordination
- [x] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [x] Documentation and Observation
- [ ] Fiscal Management
- [x] Getting Families Involved
- [ ] Grant Writing
- [x] Infant/Toddler Care
- [x] Including Children with Special Needs
- [ ] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [x] Program Leadership
- [x] Reflective Practice
- [ ] Selecting and Supervising Staff
- [x] Social-Emotional Development (I/T)
- [x] Social-Emotional Development (pre-k)
- [x] Stress Management/Self Care
- [x] Stress Management For Children
- [x] Violence Prevention
Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
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- Program Leadership
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- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

Training, Coaching and Consultation Topic Descriptions:

Training Topic One: Managing Child Behavior in Social Settings – Ages 2-5

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Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
This training will instruct early care and educators and administrators in the psychology of child behavior in social settings in the early years, how to set up the environment and engage with children so that they begin to manage their own behavior, on the importance of communication and connection in fostering positive relationships with young children, in how to use positive reinforcement to increase desired behavior from children, and, how to correct problem child behaviors which are taking over the classroom. The focus of the infant/toddler training will be on relationship: holding and attachment. The focus of the early childhood training will be on creating self-motivated learners.

Price/hourly rate: $125

Participant Outcomes:
The participants will draw upon their own strengths to discover new relationship building skills to use with children and parents, acquire new empathy for children and parents as they learn about the meaning of child behavior in the classroom, cover the basics of classroom organization that fosters initiative and autonomy in young children.

Training methodologies:
- Hands on Activities: 70%
- Group discussions: 15%
- Lecture: 15%
- Other: ____%

Suggested length/frequency:
The training can be as long as 10 hours, or, reduced to 1½ hours over a period of sessions

Suggested audience size: 12

Target audience:
- New Line staff ☑
- New Administrators ☑
- Advanced Line staff ☑
- Advanced Administrators ☑

Coaching Available on Topic? Yes ☑ No ☐
### Training Topic Two: Psychology of the Family and Parenting--children ages 2-5

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**Training/Coaching Description:**
This training will instruct early care and educators and administrators on the positively adapted family dynamics of diverse cultures that support the child’s healthy emotional development. Then, it will provide providers with an understanding of the dysfunctional family, and how this type of family environment affects child behavior. Participants will have the opportunity to discuss and practice effective strategies and communication for eliciting cooperation from parents who have dysfunctional family issues.

**Price/hourly rate:**

**Participant Outcomes:**
Participants will acquire a deeper understanding of the dynamics of healthy and unhealthy families and how to engage parents whose children are having difficulty in the classroom. Also, a parent conference format will be introduced.

**Training methodologies:**

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<tr>
<th>Hands on Activities: 70%</th>
<th>Group discussions: 15%</th>
<th>Lecture: 15%</th>
<th>Other: _____%</th>
</tr>
</thead>
</table>

**Suggested length/frequency:**
The training can be as long as 10 hours, or, reduced to 1½ hours over a period of sessions.

**Suggested audience size:**

**Target audience:**

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**

- Yes ☑
- No ☐

### Training Topic Three: Maintaining Positive Professional Relationships in Early Childhood Environments

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<tr>
<th>Please select one:</th>
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<th>☐ Consulting</th>
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<tbody>
<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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</tbody>
</table>

**Training/Coaching Description:**
This training will instruct providers and administrators in professional relationship skills, such as job responsibility, communication, problem solving, and teamwork, so that stress and conflict are managed positively. The goal of this training is to create professional relationships that feel supportive and bring pleasure to the job.

**Price/hourly rate:** $125

**Participant Outcomes:**
Participants will understand the psychological dynamics of group care and its impact on the teacher, identify stress styles, practice self-reflection, safe listening and safe talk.

**Training methodologies:**

<table>
<thead>
<tr>
<th>Hands on Activities: 70%</th>
<th>Group discussions: 15%</th>
<th>Lecture: 15%</th>
<th>Other: _____%</th>
</tr>
</thead>
</table>

**Suggested length/frequency:**
The training can be as long as 10 hours, or, reduced to 1½ hours over a period of sessions.

**Suggested audience size:** 12

**Target audience:**

- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**

- Yes ☑
- No ☐
**Training Topic Four:** Emotional Disturbances of Early Childhood

<table>
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<tr>
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<th>☐ Consulting</th>
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<tr>
<td>Please list any languages this service is available in (other than English):</td>
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<td></td>
</tr>
<tr>
<td><strong>Training/Coaching Description:</strong></td>
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<tr>
<td>This training will instruct teachers and administrators in how to recognize when child behavior indicates a need for special intervention. A range of early childhood problems will be explained so that teachers begin to have an understanding of how children’s emotional life effects their behavior in social settings.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
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<tr>
<td><strong>Participant Outcomes:</strong></td>
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<tr>
<td>Participants will understand the concept of typical versus atypical behavior. They will have a new understanding of how their interactions with the child can restore the child’s mental health. They will practice working empathically with parents. They will develop criteria for making an outside referral.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Training methodologies:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hands on Activities: 70%</td>
<td>Group discussions: 15%</td>
<td>Lecture: 15%</td>
</tr>
<tr>
<td><strong>Suggested length/frequency:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The training can be as long as 10 hours, or, reduced to 1½ hours over a period of sessions</td>
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<td></td>
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<tr>
<td><strong>Suggested audience size:</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>Target audience:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
<td>☑ Advanced Line staff</td>
</tr>
<tr>
<td><strong>Coaching Available on Topic?</strong></td>
<td>Yes ☑ No ☐</td>
<td></td>
</tr>
</tbody>
</table>

**Presenter References**

Claire Bainer  
Blue Skies for Children  
510-261-1076  

Sherry Burrell  
4Cs Child Development Center  
510-272-0669, ext 113  

Beatriz Leyva-Cutler  
Centro Vida/Bahia  
510-525-1463
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
</thead>
<tbody>
<tr>
<td>The SPARK Programs</td>
<td>Julie Frank</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address:</th>
<th>438 Camino Del Rio South, Suite 110</th>
</tr>
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<tbody>
<tr>
<td>City:</td>
<td>San Diego</td>
</tr>
<tr>
<td>State:</td>
<td>CA</td>
</tr>
<tr>
<td>Zip:</td>
<td>92108</td>
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<table>
<thead>
<tr>
<th>Phone:</th>
<th>800-772-7573</th>
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<tbody>
<tr>
<td>Fax:</td>
<td>619-293-7992</td>
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<table>
<thead>
<tr>
<th>Email:</th>
<th><a href="mailto:spark@sparkpe.org">spark@sparkpe.org</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Website:</td>
<td><a href="http://www.sparkpe.org">www.sparkpe.org</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**

- [ ] Infants
- [ ] Toddlers
- [x] Preschool
- [ ] School-Age

**Organization Summary:**

SPARK is a research-based physical activity program dedicated to creating, implementing, and evaluating programs that promote lifelong wellness. SPARK provides training, curriculum, equipment and lifetime support. The SPARK Early Childhood program is designed to provide high activity, academically integrated, enjoyable activities that enhance motor development and school readiness skills.

**Training Topics Offered:**

The SPARK Programs Early Childhood program offers training on early childhood physical activity and covers topics in the training that address those checked below:

- [ ] Environments
- [ ] Behavior Guidance for Various Age Groups
- [x] Child Development
- [x] Circle Time Activities
- [ ] Conference Planning/Coordination
- [ ] Culturally Responsive Care
- [ ] (DRDP) Desired Results Assessment
- [ ] Documentation and Observation
- [ ] Fiscal Management
- [ ] Getting Families Involved
- [ ] Grant Writing
- [ ] Infant/Toddler Care
- [ ] Including Children with Special Needs
- [x] Integrating Academics and Enrichment
- [ ] Job Coaching
- [ ] Managing Multiple Contract Sources
- [ ] Nutrition and Fitness
- [ ] Program Planning
- [ ] Program/Business Management
- [ ] Program Leadership
- [ ] Reflective Practice
- [ ] Selecting and Supervising Staff
- [ ] Social-Emotional Development (I/T)
- [x] Social-Emotional Development(pre-k)
- [ ] Stress Management/Self Care
- [ ] Stress Management For Children
- [ ] Violence Prevention

- Other: Physical education/activity—Our training also covers topics such as nutrition, fitness, social development, child motor skill development, and academic integration/enrichment, and covers planning on how to institutionalize the program—keep it going at your site!
Training Topic Descriptions:

Training Topic One: SPARK Early Childhood Program (Physical Education/Activities)

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): n/a (few materials in Spanish)

Training/Coaching Description:
The focus of Early Childhood staff development is to train the preschool teacher on age appropriate activities that motivate and encourage young children to be physically active. SPARK workshops are fun and "hands-on." Preschool teachers learn by doing and are motivated by SPARK’s dynamic and knowledgeable trainers.

Price/hourly rate: $2,499 or $4,499 for training + manual & equipment

Participant Outcomes:

Training methodologies:
Hands on Activities: 75% Group discussions: 15% Lecture:10% Other:___%

Suggested length/frequency: 6-12 hrs
Suggested audience size: Up to 40 participants

Target audience:
☑ New Line staff ☐ New Administrators ☑ Advanced Line staff ☐ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Presenter References:

Mr. Dan French, Physical Activity Program Coordinator, New York State Department of Health. SPARK has worked with the New York State Department of Health for approximately 5 years; primarily targeting Head Start and other Preschool centers in and around Albany. Dan has facilitated the implementation of the SPARK EC program at 13 sites and with a variety of demographics and diverse populations. Dan is familiar with SPARK’s project coordination, EC curriculum, training, follow-up support, equipment sets, and their delivery.

NAME: Mr. Dan French
TITLE: Physical Activity Program Coordinator
ORGANIZATION: NY State Department of Health
ADDRESS: Riverview Center, 3 West, 150 Broadway, Albany, NY 12204
PHONE: 518-408-5116
E-MAIL: djf05@health.state.ny.us

Victoria Penny, Early Childhood Services Coordinator, Early Childhood Resource and Referral Center. Victoria and her colleagues facilitated the implementation of SPARK EC in 19 Head Start Centers. Their children are approximately 50% African American, with a small Latino population, living in a low-low middle class region of Mississippi. Victoria can speak of Faith Grinder, an EC, K-2, 3-5, and AS trainer who will be used frequently on this project, and the well-coordinated delivery of SPARK curriculum, training, and equipment.

NAME: Victoria Penny
TITLE: Early Childhood Services Coordinator
ORGANIZATION: Early Childhood Resource and Referral Center
ADDRESS: 370 West Commerce Street, Hernando, Mississippi 38632
PHONE: (662) 429-4439 x101
E-MAIL: vpenny@first.lib.ms.us
**Organization Information:**

<table>
<thead>
<tr>
<th>Organization Name:</th>
<th>Main Contact:</th>
</tr>
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<tbody>
<tr>
<td>Through the Looking Glass</td>
<td>Megan Kirshbaum, Ph.D.</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>Address:</th>
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<tbody>
<tr>
<td>2198 6th Street, Suite 100</td>
<td></td>
</tr>
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<table>
<thead>
<tr>
<th>City:</th>
<th>State:</th>
<th>Zip:</th>
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<tbody>
<tr>
<td>Berkeley</td>
<td>CA</td>
<td>94710</td>
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<table>
<thead>
<tr>
<th>Phone:</th>
<th>Fax:</th>
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</thead>
<tbody>
<tr>
<td>(510) 848-1112</td>
<td>(510) 848-4445</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Email:</th>
<th>Website:</th>
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</thead>
<tbody>
<tr>
<td><a href="mailto:Megan_Kirshbaum@lookingglass.org">Megan_Kirshbaum@lookingglass.org</a></td>
<td><a href="http://www.lookingglass.org">www.lookingglass.org</a></td>
</tr>
</tbody>
</table>

**Age Groups Your Trainings Cover:**

- ☑ Infants
- ☑ Toddlers
- ☑ Preschool
- ☑ School-Age

**Organization Summary:**

Since 1982 TLG has served infants, children and parents with and without disabilities, providing infant/parent/family therapy and relationship-based developmental services, and training child care, early intervention providers and other professionals nationally--approximately 6000 in 2006. Ten Early Head Start and Head Start centers receive training and mental health consultation from TLG.

**Training Topics Offered:**

- ☑ Environments
- ☑ Behavior Guidance for Various Age Groups
- ☑ Child Development
- ☐ Circle Time Activities
- ☐ Conference Planning/Coordination
- ☐ Culturally Responsive Care
- ☐ (DRDP) Desired Results Assessment
- ☐ Documentation and Observation
- ☐ Fiscal Management
- ☐ Getting Families Involved
- ☐ Grant Writing
- ☐ Infant/Toddler Care
- ☑ Including Children with Special Needs
- ☐ Integrating Academics and Enrichment
- ☑ Other: Including Parents with Disabilities or Deaf Parents
- ☐ Job Coaching
- ☐ Managing Multiple Contract Sources
- ☐ Nutrition and Fitness
- ☐ Program Planning
- ☐ Program/Business Management
- ☐ Program Leadership
- ☐ Reflective Practice
- ☐ Selecting and Supervising Staff
- ☑ Social-Emotional Development (I/T)
- ☑ Social-Emotional Development (pre-k)
- ☐ Stress Management/Self Care
- ☐ Stress Management For Children
- ☐ Violence Prevention
### Consulting Topics Offered:

- Environments
- Behavior Guidance for Various Age Groups
- Child Development
- Circle Time Activities
- Conference Planning/Coordination
- Culturally Responsive Care
- (DRDP) Desired Results Assessment
- Documentation and Observation
- Fiscal Management
- Getting Families Involved
- Grant Writing
- Infant/Toddler Care
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Including Parents with Disabilities or Deaf Parents

- Job Coaching
- Managing Multiple Contract Sources
- Nutrition and Fitness
- Program Planning
- Program/Business Management
- Program Leadership
- Reflective Practice
- Selecting and Supervising Staff
- Social-Emotional Development (I/T)
- Social-Emotional Development (pre-k)
- Stress Management/Self Care
- Stress Management For Children
- Violence Prevention

### Training, Coaching and Consultation Topic Descriptions:

#### Training Topic One: Child Development

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):** Spanish

#### Training/Coaching Description:
The training will cover typical child development from infancy through five years of age, and discuss how the provider can facilitate development through child-care routines and activities.

**Price/hourly rate:** 1 trainer $250 for 1.5 hours & $500-600 for 3 hours; 2 trainers $1000-1500 for 3 hours & $3000-5000/day

#### Participant Outcomes:
Participant will increase understanding of all developmental areas and how children grow and learn in different ways. Participants will be able to identify key developmental milestones in each area.

#### Training methodologies:
- Hands on Activities: 30%
- Group discussions: 20%
- Lecture: 20%
- Other: 30% (Video)

**Suggested length/frequency:** 3-6 hours, 1-2 sessions

**Suggested audience size:** flexible—higher fees for large groups

#### Target audience:
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

#### Coaching Available on Topic?  Yes ☑ No ☐
### Training Topic Two: Including Children with Special Needs

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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</table>

**Training/Coaching Description:**
The training will briefly review typical development and discuss behaviors that may indicate developmental delay. Common conditions that may cause developmental delays will be discussed and how these conditions present in the child’s behavior. The various therapeutic professionals and agencies that may serve children with special needs will be discussed as well as their purpose. Simple ways to adapt the classroom setting to meet the needs of children with various developmental needs will be discussed. Participants will have a chance to problem-solve how to integrate a child with special needs into group activities and feel part of the child-care setting.

**Price/hourly rate:** 1 trainer $250 for 1.5 hours & $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours & $3000-5000/day

**Participant Outcomes:**
Participants will understand commonly seen medical conditions or environmental factors that may cause disabilities. Participants will become aware of the county agencies and types of therapeutic professionals that serve children with special needs and how they can be of use to the child care provider. Participants will be given a chance to problem solve environmental adaptations in the classroom for children with various special needs. Participants will problem-solve ways of integrating children with special needs into the classroom and group activities.

**Training methodologies:**
- Hands on Activities: 30%
- Group discussions: 20%
- Lecture: 20%
- Other: 30% (Video)

**Suggested length/frequency:** 3-6 hours; 1-2 sessions

**Suggested audience size:** flexible—higher fees for large groups

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Three: Including Parents with Disabilities and Deaf Parents

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<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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</table>

**Training/Coaching Description:**
Training will focus on the importance of understanding disability and Deaf cultures, adaptations and access issues in relating to parents with disabilities or deafness. Differences in developmental needs or patterns will be identified in the children of parents with disabilities. Adaptations and community resources will be covered that are helpful for fully including parents.

**Price/hourly rate:** 1 trainer $250 for 1.5 hours & $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours & $3000-5000/day

**Participant Outcomes:**
- Increased understanding of how to communicate with and include parents with disabilities.
- Awareness of cultural and family perspectives in understanding the child’s needs.
- Knowledge of where to get support to work with children and their parents with disabilities or deafness.

**Training methodologies:**
- Hands on Activities: 20%
- Group discussions: 30%
- Lecture: 20%
- Other: 30% (Video)

**Suggested length/frequency:** 3-6 hours; 1-2 sessions

**Suggested audience size:** flexible—higher fees for large groups

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

### Training Topic Four: Social-Emotional Development of Infants and Toddlers
<table>
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<tr>
<th>Please select one:</th>
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<th>□ Consulting</th>
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<tbody>
<tr>
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<td></td>
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<tr>
<td>Training/Coaching Description:</td>
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<tr>
<td>Training will explore varied aspects of social-emotional development and will include: understanding attachment, observing and supporting separations and reunions, observing and supporting interactions with parents, teachers and other infants and toddlers, supporting social-emotional development through reflective practice, and knowing when to be concerned about a child’s social-emotional functioning.</td>
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<tr>
<td>Price/hourly rate:</td>
<td>1 trainer $250 for 1.5 hours &amp; $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours &amp; $3000-5000/day</td>
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</tr>
<tr>
<td>Participant Outcomes:</td>
<td></td>
<td></td>
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<tr>
<td>• Participants will learn to identify children who may be having social-emotional problems.</td>
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<tr>
<td>• Participants increase their ability to support children in their interactions with peers and staff.</td>
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<tr>
<td>Training methodologies:</td>
<td></td>
<td></td>
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<tr>
<td>Hands on Activities: 20%</td>
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<td>Target audience:</td>
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<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
<td>☑ Advanced Line staff</td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☑ No □</td>
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Training Topic Five: Behavior Guidance for Various Age Groups

<table>
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<tr>
<th>Please select one:</th>
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<th>□ Consulting</th>
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<tr>
<td>Training/Coaching Description:</td>
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<tr>
<td>This training will look at behavior in the context of the child’s developmental level, sensory make-up, communication issues, personality, and life circumstances. There will be a practical focus on communicating with parents around their children’s behavior, on strategies to reduce behavioral difficulties in the classroom setting, and on when it’s important to refer for further assessment and intervention.</td>
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<tr>
<td>Price/hourly rate:</td>
<td>1 trainer $250 for 1.5 hours &amp; $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours &amp; $3000-5000/day</td>
<td></td>
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<tr>
<td>Participant Outcomes:</td>
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<td></td>
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<tr>
<td>• Participants will learn to consider different sources of behavioral problems such as sensory issues and communication difficulties.</td>
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<tr>
<td>• Participants will learn strategies to reduce behavioral difficulties in the classroom setting.</td>
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<tr>
<td>• Participants will learn how to communicate with parents around their children’s’ behavior difficulties.</td>
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<tr>
<td>• Participants will learn when to refer for further assessment and services.</td>
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<tr>
<td>Training methodologies:</td>
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<td></td>
</tr>
<tr>
<td>Hands on Activities: 20%</td>
<td>Group discussions: 30%</td>
<td>Lecture: 20%</td>
</tr>
<tr>
<td>Suggested length/frequency:</td>
<td>flexible</td>
<td>Suggested audience size:</td>
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<tr>
<td>Target audience:</td>
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<td>☑ New Administrators</td>
<td>☑ Advanced Line staff</td>
</tr>
<tr>
<td>Coaching Available on Topic?</td>
<td>Yes ☑ No □</td>
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</table>
Training Topic Six: Social-Emotional Development of Preschool Children

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching Description:
The training will support providers in helping children with age-appropriate development of relationship/social skills, helping them talk about and manage feelings, discuss and resolve conflicts, express views and opinions, pay attention and enjoy exploration, imaginative play and learning.

Price/hourly rate: 1 trainer $250 for 1.5 hours & $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours & $3000-5000/day

Participant Outcomes:
- Participants will gain skills to help children talk about and manage feelings.
- Participants will learn strategies to help children discuss and resolve conflicts.

Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
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<tbody>
<tr>
<td>20%</td>
<td>30%</td>
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Suggested length/frequency: flexible

Suggested audience size: flexible—higher fees for large groups

Target audience:
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐

Training Topic Seven: Stress Management/Self-Care

Please select one: ☑️ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Spanish

Training/Coaching Description:
The goal of this training is to provide support and practical self-care tools to help teachers and providers better deal with the stressors of their profession. In this workshop, participants will have an opportunity to learn how to identify levels of stress, how to use exercises for stress management and how to implement self-care tools both during their work routine and after work.

Price/hourly rate: 1 trainer $250 for 1.5 hours & $500-600 for 3 hours, 2 trainers $1000-1500 for 3 hours & $3000-5000/day

Participant Outcomes:
- Participants will learn to identify levels of stress
- Participants will learn practical self-care exercises and tools to manage stress

Training methodologies:

<table>
<thead>
<tr>
<th>Hands on Activities</th>
<th>Group discussions</th>
<th>Lecture</th>
<th>Other</th>
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<tr>
<td>60%</td>
<td>20%</td>
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Suggested length/frequency: flexible

Suggested audience size: flexible—higher fees for large groups

Target audience:
- ☑️ New Line staff
- ☑️ New Administrators
- ☑️ Advanced Line staff
- ☑️ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
**Consultation Topic One:** Behavior Guidance for Various Age Groups

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>Training &amp; Coaching</th>
<th>☑ Consulting</th>
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<td>Please list any languages this service is available in (other than English):</td>
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<tr>
<td><strong>Training/Coaching Description:</strong></td>
<td>The training will look at the particular behavior in the context of the child’s developmental level. The staff will be helped to problem-solve their approach to the child’s behaviors, taking into account environmental issues, unique sensory make-up, personality, communication, and circumstances of the child’s life. Staff will be supported to develop and implement appropriate goals.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$113/hour + $55/hour transportation time</td>
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**Consultation Topic Two:** Child Development

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<tr>
<td><strong>Training/Coaching or Consulting Service Description:</strong></td>
<td>Consultant can provide developmental screening or assessment for a particular child and discuss how to facilitate the child’s development.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$113/hour + $55/hour transportation time</td>
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**Consultation Topic Three:** Including Children with Special Needs

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<tr>
<td><strong>Training/Coaching Description:</strong></td>
<td>Staff will receive site and programmatic adaptation ideas that will foster increased participation of children with disabilities, medical issues or delays.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$113/hour + $55/hour transportation time</td>
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**Consultation Topic Four:** Social-Emotional Development of Infants and Toddlers

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<td></td>
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<tr>
<td><strong>Training/Coaching Description:</strong></td>
<td>Consultant can screen or assess a child’s social-emotional development, help staff develop appropriate goals and strategies for the center setting, and, if necessary, appropriate referrals for the child and family.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$113/hour + $55/hour transportation time</td>
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**Consultation Topic Five:** Social-Emotional Development of Preschool Children

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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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<tr>
<td><strong>Training/Coaching Description:</strong></td>
<td>Consultant can screen or assess a child’s social-emotional development, help staff develop appropriate goals and strategies for the center setting, and, if necessary, appropriate referrals for the child and family.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$113/hour + $55/hour transportation time</td>
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Consultation Topic Six: Behavior Guidance for Various Age Groups

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<td>Please list any languages this service is available in (other than English):</td>
<td>Spanish</td>
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**Training/Coaching Description:**
The consultant would look at the particular behavior in the context of the child’s developmental level. The staff would be helped to problem-solve their approach to the child’s behavior, taking into account environmental issues, the unique sensory make-up, personality, communication issues and circumstances of their life. They would be assisted with developing and implementing appropriate goals.

**Price/hourly rate:** $113/hour + $55/hour transportation time

Consultation Topic Seven: Including Parents with Disabilities and Parents who are Deaf

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<tr>
<td>Please list any languages this service is available in (other than English):</td>
<td>American Sign Language</td>
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**Training/Coaching Description:**
Participants will receive adaptation ideas to support full inclusion of parents with diverse disabilities and parents who are deaf in center activities.

**Price/hourly rate:** $113/hour + $55/hour transportation time

**Presenter References:**
Bobby Carpenter
Early Head Start Foothill Square
510-553-1202

Cherae Cockerham
City of Oakland Head Start
510-238-3165

Joan Suflita
Spanish Unity Council
510-553-9926

Zero to Three National Training Institute (evaluations available)
Trainer Information:

Organizational Name: Marcia Walsh
Main Contact: Marcia Walsh

Address:

City: State: Zip:

Phone: (510) 289-9734 Fax: n/a
Email: dreamingjustice@hotmail.com Website: n/a

Age Groups Your Trainings Cover:
☑ Infants ☑ Toddlers ☑ Preschool ☐ School-Age

Organization Summary:
We provide relationship-based training and consultation services in early childhood education settings. Our unique approach invites the experience and expertise of the staff, as the basis for how we deliver our services. We believe this to be the most effective way to assist programs in meeting the individualized needs of the children and families served. Additionally, we weave our extensive knowledge and experience with cultural sensitivity into all the services we provide.

Training Topics Offered:

☑ Environments ☐ Job Coaching
☑ Behavior Guidance for Various Age Groups ☐ Managing Multiple Contract Sources
☐ Child Development ☐ Nutrition and Fitness
☐ Circle Time Activities ☐ Program Planning
☐ Conference Planning/Coordination ☐ Program/Business Management
☑ Culturally Responsive Care ☐ Program Leadership
☐ (DRDP) Desired Results Assessment ☐ Reflective Practice
☐ Documentation and Observation ☐ Selecting and Supervising Staff
☐ Fiscal Management ☑ Social-Emotional Development (I/T)
☐ Getting Families Involved ☑ Social-Emotional Development (pre-k)
☐ Grant Writing ☐ Stress Management/Self Care
☑ Infant/Toddler Care ☑ Stress Management For Children
☐ Including Children with Special Needs ☐ Violence Prevention
☐ Integrating Academics and Enrichment
Consulting Topics Offered:

☑ Environments
☑ Behavior Guidance for Various Age Groups
☐ Child Development
☐ Circle Time Activities
☐ Conference Planning/Coordination
☑ Culturally Responsive Care
☐ (DRDP) Desired Results Assessment
☐ Documentation and Observation
☐ Fiscal Management
☐ Getting Families Involved
☐ Grant Writing
☑ Infant/Toddler Care
☐ Including Children with Special Needs
☐ Integrating Academics and Enrichment
☑ Other: Infant/Toddler Curriculum, Working with Parents

☐ Job Coaching
☐ Managing Multiple Contract Sources
☐ Nutrition and Fitness
☐ Program Planning
☐ Program/Business Management
☐ Program Leadership
☐ Reflective Practice
☐ Selecting and Supervising Staff
☑ Social-Emotional Development (I/T)
☑ Social-Emotional Development (pre-k)
☐ Stress Management/Self Care
☐ Stress Management For Children
☐ Violence Prevention

Training and Consultation Topic Descriptions:

Training & Consultation Topic One: ENVIRONMENTS

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<tr>
<th>Please select one: ☑ Training &amp; Coaching ☑ Consulting</th>
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<td>-----------------------------------------------------</td>
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<tr>
<td>Training/Coaching or Consulting Service Description:</td>
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Workshop, coaching and consulting services offered to support teachers and administrators in developing imaginative interest areas, culturally sensitive environments, soft spaces and age-appropriate material displays. Teachers will reflect on the effects different environments have on themselves and use that information to design spaces that best meet the needs of the children. Behavior management, appropriate stimulation and curriculum implementation will also be addressed. Support in rearranging the environment, after careful planning and reflection is also offered. |
| Price/hourly rate: $125.00 / hour |
| Participant Outcomes: |
Participants will learn about environmental affects on behavior and strategies for behavior management through the use of the environment. They will be guided in developing age appropriate interest areas (learning centers), use of open-ended materials, connecting curriculum to the environment and creating imaginative spaces. |
| Training methodologies: |
Hands on Activities: 50% Group discussions:) 20% Lecture 20% Other: 10% |
| Suggested length/frequency: |
2-3 hour training, 1-2 follow-up trainings recommended | Suggested audience size: |
| Flexible |
| Target audience: |
☑ New Line staff ☑ New Administrators ☑ Advanced Line staff ☑ Advanced Administrators |
| Coaching Available on Topic? Yes ☑ No ☐ |
### Training & Consultation Topic Two: BEHAVIOR GUIDANCE FOR VARIOUS AGES

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<th>Please select one:</th>
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Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**
Workshop, coaching and/or consulting services designed to support teachers and administrators in reflecting upon their environments and classroom systems as they affect the behavior of the children enrolled. Teachers will be supported in reflecting upon their individual and group teaching styles, cultural influences, teaching strategies and classroom systems to assist their success as behavior role-models, and the children’s success in acting in behaviorally appropriate ways. Management systems for challenging behaviors is an option as well.

**Price/hourly rate:** $125.00 / hour

**Participant Outcomes:**
Participants will explore classrooms systems, environments, children’s behavior, and the effects their teaching styles have on individual and groups of children. Reflection, planning, implementation and documentation will be used to assist teachers in developing systems for children’s behavioral success!

**Training methodologies:**
- Hands on Activities: 50%
- Group discussions: 20%
- Lecture: 20%
- Other: 10%

**Suggested length/frequency:**
- 2-3 hour training, 1-2 follow-up trainings recommended

**Suggested audience size:**
Flexible

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐

### Training & Consultation Topic Three: CULTURALLY RESPONSIVE CARE

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Please list any languages this service is available in (other than English):

**Training/Coaching or Consulting Service Description:**
Workshops offered will assist teachers and administrators in reflecting upon their own cultures as a basis for understanding the cultures of the children and families in their care. Additional focus areas include culturally sensitive environments, exploration of independence and interdependence styles of learning, and/or cultural responsiveness when communicating with parents.

**Price/hourly rate:** $125.00 / hour

**Participant Outcomes:**
Participants will explore how their own cultural upbringings affect their teaching and communication styles. They will experience that cultural difference is not solely something to be studied, but that by reflecting on their own cultural backgrounds, they become more effective communicators and teachers in diverse settings.

**Training methodologies:**
- Hands on Activities: 50%
- Group discussions: 20%
- Lecture: 20%
- Other: 10%

**Suggested length/frequency:**
- 2-3 hour training, 2-3 follow-up trainings

**Suggested audience size:**
Flexible

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?**
- Yes ☑ No ☐
### Training & Consultation Topic Four: INFANT TODDLER CARE

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<td>Please list any languages this service is available in (other than English):</td>
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<tr>
<td><strong>Training/Coaching or Consulting Service Description:</strong></td>
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<tr>
<td>Workshops will utilize the latest research on attachment theory and brain development to assist teachers and administrators in reflecting upon current infant caregiving practices in their programs. Topics such as primary care, individualized care, routines as curriculum and small groups will be addressed in supporting staff in creating changes based on the strengths and needs of the infant, and best practices in infant and toddler care.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$125.00 / hour</td>
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<tr>
<td><strong>Participant Outcomes:</strong></td>
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<tr>
<td>Participants will learn current infant and toddler research and apply that information to their infant toddler setting. They will be supported in reflecting on what the infant truly needs, and how to manage the needs of the individual infant, and the group, and also take care of their own needs as well!</td>
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<tr>
<td><strong>Training methodologies:</strong></td>
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<tr>
<td>Hands on Activities: 50%</td>
<td>Group discussions: 20%</td>
<td>Lecture: 20%</td>
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<tr>
<td><strong>Suggested length/frequency:</strong></td>
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<tr>
<td>2-3 hour training, 2-3 follow-up trainings</td>
<td>Suggested audience size: Flexible</td>
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<tr>
<td><strong>Target audience:</strong></td>
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<tr>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
<td>☑ Advanced Line staff</td>
</tr>
<tr>
<td><strong>Coaching Available on Topic?</strong></td>
<td>Yes ☑ No ☐</td>
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### Training & Consultation Topic Five: SOCIAL-EMOTIONAL DEVELOPMENT FOR INFANTS AND TODDLERS

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<tr>
<td><strong>Training/Coaching or Consulting Service Description:</strong></td>
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<tr>
<td>Workshop, coaching and/or consulting will focus on socialization and guidance with infants and toddlers. Temperament, social-emotional milestones and age appropriate environments will be addressed as a way to support teacher and administrators in developing practices that truly support healthy infant and toddler development.</td>
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<tr>
<td><strong>Price/hourly rate:</strong></td>
<td>$125.00 / hour</td>
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<tr>
<td><strong>Participant Outcomes:</strong></td>
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<tr>
<td>Participants will learn about current attachment theory and brain development and how it applies to group infant toddler care. They will be supported in reflecting on their current practices, and will be encouraged to adapt these practices to truly meet the social-emotional needs of each infant and toddler in their care.</td>
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<tr>
<td><strong>Training methodologies:</strong></td>
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<tr>
<td>Hands on Activities: 50%</td>
<td>Group discussions: 20%</td>
<td>Lecture: 20%</td>
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<tr>
<td><strong>Suggested length/frequency:</strong></td>
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<tr>
<td>2-3 hour training, 1-2 training follow-up</td>
<td>Suggested audience size: Flexible</td>
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<td><strong>Target audience:</strong></td>
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<tr>
<td>☑ New Line staff</td>
<td>☑ New Administrators</td>
<td>☑ Advanced Line staff</td>
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<tr>
<td><strong>Coaching Available on Topic?</strong></td>
<td>Yes ☑ No ☐</td>
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Training & Consultation Topic Six:  SOCIAL-EMOTIONAL DEVELOPMENT FOR PRE-K

Please select one:  ☑ Training & Coaching  ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Training, coaching and/or consulting services will support teachers and administrators in exploring how classroom systems and interactions affect the social-emotional development of preschoolers. Staff will explore independent and interdependent caregiving strategies as they relate to communication, environments and activities within the program. The purpose of socialization, guidance and discipline will also be explored and applied to current practices within the classrooms.

Price/hourly rate: $125.00 / hour

Participant Outcomes:
Participants will learn different strategies for supporting the healthy social-emotional development of preschool-aged children. Positive communication and limit setting techniques will be reflected upon and practiced by the staff. Participants will be supported in reflecting upon how the environment affects behavior and healthy development.

Training methodologies:
Hands on Activities: 50%  Group discussions: 20%  Lecture: 20%  Other: 10%

Suggested length/frequency: 2-3 hour training, 1-2 follow-up trainings

Suggested audience size: Flexible

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☐ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐

Training & Consultation Topic Seven:  INFANT TODDLER CURRICULUM

Please select one:  ☑ Training & Coaching  ☐ Consulting

Please list any languages this service is available in (other than English):

Training/Coaching or Consulting Service Description:
Training, coaching and/or consulting will support teachers and administrators in implementing a curriculum that INCLUDES the infant. Rather than using pre-made curriculums, staff will be supported in reflecting upon what the individual and group interests of the group are, and creating curriculum, which scaffolds upon that learning, with fun and open-ended activities. Using the environment and routines as part of the curriculum will also be addressed. Connecting curriculum planning to the DRDP-R is also an option.

Price/hourly rate: $125.00 / hour

Participant Outcomes:
Participants will learn strategies for implementing individualized and group curriculum based upon what the child is interested in, rather than a fixed curriculum. They will be supported in reflecting upon children’s interests, curriculum web development, planning and documentation. Resources for activity ideas will also be provided.

Training methodologies:
Hands on Activities: 50%  Group discussions: 20%  Lecture: 20%  Other: 10%

Suggested length/frequency: 2-3 hour training, 2-3 follow-up trainings

Suggested audience size: Flexible

Target audience:
☑ New Line staff  ☑ New Administrators  ☑ Advanced Line staff  ☑ Advanced Administrators

Coaching Available on Topic?  Yes ☑  No ☐
**Training & Consultation Topic Eight: WORKING WITH PARENTS**

| Please select one: | ☑ Training & Coaching | ☑ Consulting |

| Please list any languages this service is available in (other than English): | |

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<tr>
<th><strong>Training/Coaching or Consulting Service Description:</strong></th>
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<tr>
<td>Training, coaching and/or consultation will address positive communication with parents. Teachers and directors will reflect upon their strengths and challenges within communication, and learn specific strategies to improve interactions and enhance confidence. Reflections, role-plays and games will be used to assist staff in utilizing newly learned techniques.</td>
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| **Price/hourly rate:** | $125.00 / hour |

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<tr>
<th><strong>Participant Outcomes:</strong></th>
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<tr>
<td>Participants will learn specific strategies to assist them in communicating with parents. They will practice these strategies and observe the strategies used by others, to find which ones work specifically well for them. They will also explore how their current and newly learned communication strategies affect others.</td>
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<tr>
<th><strong>Training methodologies:</strong></th>
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<tr>
<td>Hands on Activities: 60%</td>
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<th><strong>Suggested length/frequency:</strong></th>
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<tr>
<td>2-3 hour training, 2-3 follow up trainings</td>
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<tr>
<th><strong>Target audience:</strong></th>
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<tr>
<td>☑ New Line staff</td>
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| **Coaching Available on Topic?** | Yes ☑ No ☐ |

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<tr>
<th><strong>Presenter References:</strong></th>
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<tr>
<td>*** References available upon request!!</td>
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People can call me and I will individualize references based upon their interests.
Organization Information:

Organization Name: WestEd, Center for Child & Family Studies  
Main Contact: Janet L. Poole, Director, Program for Infant/Toddler Care (PITC) Partners for Quality

Address:  
180 Harbor Dr.

City: Sausalito  
State: CA  
Zip: 94965-1410

Phone: 916-543-6697 office  916-543-316-3276 cell  
Fax: 916-543-6918

Email: jpoole@wested.org  
Website: www.pitc.org

Age Groups Your Trainings Cover:  
☑ Infants  ☑ Toddlers  ☐ Preschool  ☐ School-Age

Organization Summary:  
PITC is the largest trainer of infant/toddler care teachers in the US. Partners for Quality provides on-site training, coaching, and reflective action planning to centers and family child care providers serving children birth to three.

Training Topics Offered:

☑ Environments  ☑ Job Coaching  
☑ Behavior Guidance for Various Age Groups  ☐ Managing Multiple Contract Sources  
☑ Child Development  ☐ Nutrition and Fitness  
☐ Circle Time Activities  ☑ Program Planning  
☐ Conference Planning/Coordination  ☐ Program/Business Management  
☑ Culturally Responsive Care  ☐ Program Leadership  
☐ (DRDP) Desired Results Assessment  ☑ Reflective Practice  
☑ Documentation and Observation  ☑ Selecting and Supervising Staff  
☐ Fiscal Management  ☑ Social-Emotional Development (I/T)  
☑ Getting Families Involved  ☐ Social-Emotional Development (pre-k)  
☐ Grant Writing  ☐ Stress Management/Self Care  
☑ Infant/Toddler Care  ☑ Stress Management For Children  
☑ Including Children with Special Needs  ☐ Violence Prevention  
☐ Integrating Academics and Enrichment  
☑ Other: Facilitating Early Learning, Culturally Responsive Care, Early Brain Development, Culture Language and Communication, Responsive Care Giving, Temperaments, Socialization & Guidance, Understanding Children’s Behavior, Environments, Creating Small Groups, Primary Care, Individualized Care, Continuity of Care, Protective Urges
Consulting Topics Offered:

- Environments
- Job Coaching
- Behavior Guidance for Various Age Groups
- Managing Multiple Contract Sources
- Child Development
- Nutrition and Fitness
- Circle Time Activities
- Program Planning
- Conference Planning/Coordination
- Program/Business Management
- Culturally Responsive Care
- Program Leadership
- Desired Results Assessment
- Reflective Practice
- Documentation and Observation
- Selecting and Supervising Staff
- Fiscal Management
- Social-Emotional Development (I/T)
- Getting Families Involved
- Social-Emotional Development (pre-k)
- Grant Writing
- Stress Management/Self Care
- Infant/Toddler Care
- Stress Management For Children
- Including Children with Special Needs
- Integrating Academics and Enrichment
- Other: Facilitating Early Learning, Culturally Responsive Care, Early Brain Development, Culture Language and Communication, Responsive Care Giving, Temperaments, Socialization & Guidance, Understanding Children’s Behavior, Environments, Creating Small Groups, Primary Care, Individualized Care, Continuity of Care, Protective Urges

Training, Coaching and Consultation Topic Descriptions:

Training Topic Group One: Social Emotional Growth and Socialization and Group Care Topics:
- Temperaments
- Social Emotional Milestones
- Socialization and Guidance
- Understanding Children’s Behavior & Responsive Caregiving
- Caregiving Routines as Curriculum
- Primary Care
- Continuity of Care
- Individualized Care
- Small Groups and Environments

Please select one: ☑ Training & Coaching ☐ Consulting

Please list any languages this service is available in (other than English): Spanish and Cantonese

Training/Coaching Description:
A PITC certified infant/toddler specialist will provide training, coaching and reflective action planning to both administrative and teaching staff serving children birth to 3 years in centers and family child care homes.

Price/hourly rate: All inclusive rate of $125 per hour

Participant Outcomes:
Participants will gain an understanding of the uniqueness of the infancy period and the skills necessary to create close caring relationships with each infant/toddler and their families and to create environments that support exploration and early learning opportunities for each child.

Training methodologies:
- Hands on Activities: 25%
- Group discussions: 25%
- Lecture: 25%
- Other: 25%

Suggested length/frequency: 2-4 hours

Suggested audience size: 10-20

Target audience:
☑ New Line staff
☑ New Administrators
☑ Advanced Line staff
☑ Advanced Administrators

Coaching Available on Topic? Yes ☑ No ☐
**Training Topic Group Two:** Learning and Development Topics:
- Facilitating Early Learning
- Discoveries of Infancy
- Early Brain Development
- Culture, Language and Communication, Special Needs
- Culture, Family and Providers
- Harmonizing Cultural Diversity
- Responding to Families in Culturally Sensitive Ways
- Protective Urges

<table>
<thead>
<tr>
<th>Please select one:</th>
<th>☑ Training &amp; Coaching</th>
<th>☐ Consulting</th>
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</table>

**Please list any languages this service is available in (other than English):** Spanish and Cantonese

**Training/Coaching Description:**
A PITC certified infant/toddler specialist will provide on-site training, coaching and reflective action planning to both administrative and teaching staff serving children birth to 3 in centers and family child care homes.

**Price/hourly rate:** An all-inclusive rate of $125/hour

**Participant Outcomes:**
Participants will gain an understanding of the uniqueness of the infancy period and the skills necessary to create close caring relationships with each infant/toddler and their families and to create environments that support exploration and early learning opportunities for each child.

**Training methodologies:**
- Hands on Activities: 25%
- Group discussions: 25%
- Lecture: 25%
- Other: 25%

**Suggested length/frequency:** 2-4 hours bi-weekly

**Suggested audience size:** 10-20

**Target audience:**
- ☑ New Line staff
- ☑ New Administrators
- ☑ Advanced Line staff
- ☑ Advanced Administrators

**Coaching Available on Topic?** Yes ☑ No ☐

**Presenter References:**
- Paul Miller, Executive Director
  Kidango
  Administrative Office
  4522 Mattos Dr.
  Fremont, CA 94536
  510-744-9280 x24

- Vicky Tsakoyias-Mendes, Evening Director
  Chabot Community College Child Development Program
  20319 Summerglen Place
  Castro Valley, CA 94552
  915-249-0342

- Laura Reno, Director
  Lawrence Livermore Laboratory
  Child Development Center
  162 El Padro Dr.
  Livermore, CA 94550
  925-449-8905