



# MAPCS

Massachusetts Association  
of Private Career Schools

## Helping Teachers Teach: A Professional Development Workshop

March 5 or 6, 2009

### Why Attend?

- ✓ Identify problem students when they first enter your classroom.
- ✓ Understand the source of student's inappropriate behavior.
- ✓ Learn how to use your voice and your body language to improve classroom management.
- ✓ Communicate properly with the difficult student in a one-on-one situation.
- ✓ Understand the DISC assessment to help in classroom management.
- ✓ Learn how to manage the hostile-aggressive and the complaining student.
- ✓ Techniques to manage and maintain discipline in the classroom.
- ✓ Prevent students from getting out of control.
- ✓ Have fun while you learn!

### Registration Fees

Members: \$75  
 Non Members: \$125

### Sponsor Fees \*

Workshop: \$300  
 Lunch/Reception: \$150

\* Sponsor both workshops & deduct 20%.

See attached for more sponsorship information.

MAPCS is pleased to invite you to attend its next professional development workshop designed to help private career school teachers become more proficient in the classroom. For your convenience, the workshop will be held twice, once at Montvale Plaza in Stoneham, Mass. on Thursday afternoon, March 5th and again at Salter College in West Boylston, Mass. on Friday morning, March 6th. It will be conducted by **David Stanford**, VP Community Relations for Premier Education Group.

### Managing the Hard-to-Manage: Dealing with Difficult Students

Identifying the causes of poor student behavior and learning how to manage the classroom environment is the main objective of this seminar. This high energy, interactive workshop will equip instructors with techniques to manage the "difficult student". The session will reduce the frustration level of instructors while giving them clear examples and practical suggestions to improve their classroom management skills. Attendees will learn the essential skills needed to manage today's classrooms.

### About David Stanford



David Stanford is a dynamic motivational speaker and trainer who delivers a strong message of self-motivation to his audience. His presentations call for professional and personal action. David is a nationally known speaker on career schools issues, personal motivation, higher education, and creative problem solving. He is a frequent presenter to professional organizations, corporations, universities, national conferences and graduation ceremonies. He helps clients to think "out of the box" when seeking solutions to staff morale and school performance issues. David's enthusiasm and high energy are contagious to his audience.

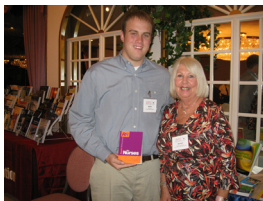
Currently, David is the Vice President of Community Relations for Premier Education Group, in Springfield, MA, which owns 23 career schools throughout New England and the Mid-Atlantic states.

David has over 20 years of experience as an administrator in higher education. He also has 12 years experience as a consultant with the private career school industry. In addition, David has eight years of major gift fund-raiser experience with the University of Toledo, Bowling Green State University and Bucknell University. He has 12 years of experience in Cooperative Education at BGSU, and has served as an admissions counselor for Thiel College in Greenville, PA.



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# MAPCS Sponsorship It's Good For Business!



Vendors can demonstrate their support for private career schools and increase their visibility in the Massachusetts marketplace by becoming a MAPCS workshop or luncheon/reception sponsor.

## Workshop Sponsor -- \$300

### What You Get:

- ✓ A table-top exhibit to promote your company products and/or services before and during the workshop.
- ✓ Access to a large number of the state's private career school faculty, owners, and administrators, all at one time and in one place.
- ✓ Your logo on the MAPCS website, linked to your company website.
- ✓ A sponsorship sign.
- ✓ Special recognition during the workshop, in the marketing materials and in the program booklet.
- ✓ Sponsorship ribbons for all company personnel attending the meeting.
- ✓ The workshop sponsorship fee covers a full meeting registration fee for two people. For each additional person, the cost \$25.

## Luncheon or Reception Sponsor -- \$150

### What You Get:

- ✓ Access to a large number of the state's private career school faculty, owners, and administrators, all at one time and in one place.
- ✓ Your logo on the MAPCS website, linked to your company website.
- ✓ A sponsorship sign.
- ✓ Special recognition during the lunch or reception, in the marketing materials and in the program booklet.
- ✓ Sponsorship ribbons for all company personnel attending the meeting.
- ✓ The luncheon/reception sponsorship fee covers a full meeting registration fee for one person. For each additional person, the cost \$25.

## How Do I Sign Up?

Just complete the meeting registration form then forward it with your check, company logo and website address to **MAPCS**. We'll take care of the rest of the details.

### For further information please contact

Catherine Flaherty, Executive Director  
11 Robert Toner Blvd., # 234  
North Attleboro, MA 02763  
Phone: (508) 695-3919  
Fax: (508) 232-6005  
[cflaherty@mapcs.org](mailto:cflaherty@mapcs.org)  
[www.mapcs.org](http://www.mapcs.org)

# Registration Form

## Managing the Hard-to-Manage: Dealing with Difficult Students

Thursday, March 5, 2009 • Montvale Plaza • Stoneham, MA

1:00 PM – 5:30 PM • A networking reception/buffet will be held following the workshop.

Friday, March 6, 2009 • Salter College • West Boylston, MA

8:00 AM – 12:30 PM • A networking reception/lunch will be held following the workshop.

### School/Company Information

School/Company Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

### Attendee Information

Attendees will receive a Continuing Education Certificate for the four-hour program.

Please register the following for:

March 5th

March 6th

Key Contact \* \_\_\_\_\_

Email \_\_\_\_\_

Name # 2 \_\_\_\_\_

Email \_\_\_\_\_

Name # 3 \_\_\_\_\_

Email \_\_\_\_\_

Name # 4 \_\_\_\_\_

Email \_\_\_\_\_

\* The key contact will be responsible for payment for all attendees.  
MAPCS will email a confirmation to each attendee, which will include directions.

### Sponsor Information

Please send your logo and website address to [cflaherty@mapcs.org](mailto:cflaherty@mapcs.org)

Please describe your product or services or the booklet. Description limit = 20 words.

March 5th

March 6th

### Fees Enclosed

Registration \$ \_\_\_\_\_

Tabletop Sponsor \$ \_\_\_\_\_

Lunch/Reception Sponsor \$ \_\_\_\_\_

Total \$ \_\_\_\_\_

Please make check payable to MAPCS and return to:

11 Robert Toner Blvd., # 234 • North Attleboro, MA 02763

Phone: (508) 695-3919 • Fax: (508) 232-6005

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