

De-Escalation Training for Educators

Programs, Costs & Deliverables

IDEA
**INTERNATIONAL
DE-ESCALATION
ASSOCIATION**



De-Escalation Training for Educators

Programs, Costs & Deliverables



Your Problem:

Does it feel impossible to meaningfully affect Suspensions and Chronic Absenteeism rates?

Does your staff have all the tools they need to De-Escalate anyone, including students and parents, in less than 90 seconds?

How helpful would you find a program that strategically integrates with, and enhances, your Social Emotional Learning as well as supports your Diversity, Equity and Inclusion curriculum?



Our Solution:

IDEA techniques aren't based on science, they ARE science. Your staff needs these proven, simple, intuitive tools to swiftly and PROPERLY deal with misbehavior, reduce liability and improve relationships.

All IDEA skills are easy to understand, easy to remember and even easier to implement to quickly calm an agitated person and rapidly resolve emotionally charged situations.

About Us

Calm An Angry Person in 90 Seconds or Less!

We show public service providers how to respond effectively in high conflict situations.

Our amazing community includes K-12 Educators and First Responders.

Dealing with people in a high conflict situation is dangerous, difficult, and draining!

If you're ready to learn innovative and realistic ways to persuade those that don't want to be persuaded and reason with those that seem to only want to yell at you, then you're in the right spot!

De-Escalate, Communicate and Negotiate using Science instead of Speculation!

Executive Director

OPTION # 1

ADMINISTRATORS RETREAT IN SAN DIEGO

Full Day Live In-Person Training

Investment: \$1997/person (min 10 people)

Includes:

- Venue -Breakfast -Lunch -Transportation to/from Airport & Hotel -Attendee Manuals
- Everything Listed Below



ONLINE COURSE ACCESS

- Any device - desktop, laptop, tablet, phone
- Video lessons
- Audio lessons - to save bandwidth or when not able to watch videos
- Transcription of videos - when audio is not an option, but reading is
- Downloadable PDF Exercise Sheets - to enhance learning and retention

FOLLOW-ON SUPPORT TRAINING

- 4 months Live Group Coaching / Training Calls
- 1 call per month, 1 hour long, on Zoom
- Replay of Calls available On-Demand within 24 hours
- Submit questions via email if not able to attend the Live Session; then watch On-Demand for answers
- 1 year On-Demand access to the monthly call replays
- 4 months personalized email & text support for 'Quick Questions'



UPDATE TRAINING

- One year of Update Lessons
- Snackable, easy to consume videos 5-10 minutes long, one per month
- Facilitator's Guide for each Lesson for Group Learning, Implementation & Discussion
- On-Demand access

BONUSES

- Weekly newsletter with content specific to training topics
- Free "Read It For Me" subscription - summarizes 3 books per week (156 books/year) into 12-minute videos, audios, and text (\$99/year value per person)
- Free 1-year Membership to International De-Escalation Association - IDEA
- 50% discount on Relationship Transformation Course
- 50% discount on Parenting Transformation Course
- 95% discount on Quickly Overcoming Fear Course
- 33% discount on all other IDEA Training Courses



OPTION # 2

CERTIFICATED & CLASSIFIED TRAINING AT YOUR SITE

Full Day Live In-Person Training

Investment: \$7500/day up to 75 attendees
(\$45/person each additional attendee)
(Volume Discount Pricing Available)

Includes:

- Up to 8 hrs training
- Additional Facilitators
- Attendee Manuals
- Everything Listed Below



ONLINE COURSE ACCESS

- Any device - desktop, laptop, tablet, phone
- Video lessons
- Audio lessons - to save bandwidth or when not able to watch videos
- Transcription of videos - when audio is not an option, but reading is
- Downloadable PDF Exercise Sheets - to enhance learning and retention

FOLLOW-ON SUPPORT TRAINING

- 4 months Live Group Coaching / Training Calls
- 1 call per month, 1 hour long, on Zoom
- Replay of Calls available On-Demand within 24 hours
- Submit questions via email if not able to attend the Live Session; then watch On-Demand for answers
- 1 year On-Demand access to the monthly call replays
- 4 months personalized email & text support for 'Quick Questions'



UPDATE TRAINING

- One year of Update Lessons
- Snackable, easy to consume videos 5-10 minutes long, one per month
- Facilitator's Guide for each Lesson for Group Learning, Implementation & Discussion
- On-Demand access

BONUSES

- Weekly newsletter with content specific to training topics
- Free "Read It For Me" subscription - summarizes 3 books per week (156 books/year) into 12-minute videos, audios, and text (\$99/year value per person)
- Free 1-year Membership to International De-Escalation Association - IDEA
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- 50% discount on Parenting Transformation Course
- 95% discount on Quickly Overcoming Fear Course
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OPTION # 3

HYBRID PART-DAY TRAINING (In-Person Plus Online)

Up To 3-Hour Foundational Training

Investment: \$2500/day up to 45 people
(\$45/person each additional attendee)
AND \$197/person Discounted Course Access
(Volume Discount Pricing Available)

Includes:

-Up to 3 hrs In-Person training -Everything Listed Below



ONLINE COURSE ACCESS

- Any device - desktop, laptop, tablet, phone
- Video lessons
- Audio lessons - to save bandwidth or when not able to watch videos
- Transcription of videos - when audio is not an option, but reading is
- Downloadable PDF Exercise Sheets - to enhance learning and retention
- Generous quantity seat licensing discounts available

FOLLOW-ON SUPPORT TRAINING

- 4 months Live Group Coaching / Training Calls
- 1 call per month, 1 hour long, on Zoom
- Replay of Calls available On-Demand within 24 hours
- Submit questions via email if not able to attend the Live Session; then watch On-Demand for answers
- 1 year On-Demand access to the monthly call replays
- 4 months personalized email & text support for 'Quick Questions'



UPDATE TRAINING

- One year of Update Lessons
- Snackable, easy to consume videos 5-10 minutes long, one per month
- Facilitator's Guide for each Lesson for Group Learning, Implementation & Discussion
- On-Demand access

BONUSES

- Weekly newsletter with content specific to training topics
- Free "Read It For Me" subscription - summarizes 3 books per week (156 books/year) into 12-minute videos, audios, and text (\$99/year value per person)
- Free 1-year Membership to International De-Escalation Association - IDEA
- 50% discount on Relationship Transformation Course
- 50% discount on Parenting Transformation Course
- 95% discount on Quickly Overcoming Fear Course
- 33% discount on all other IDEA Training Courses



OPTION # 4

VIRTUAL TRAINING

Online Course Access

Investment: \$297/person
(Volume Discount Pricing Available)

Includes:

-Everything Listed Below



ONLINE COURSE ACCESS

- Any device - desktop, laptop, tablet, phone
- Video lessons
- Audio lessons - to save bandwidth or when not able to watch videos
- Transcription of videos - when audio is not an option, but reading is
- Downloadable PDF Exercise Sheets - to enhance learning and retention

FOLLOW-ON SUPPORT TRAINING

- 4 months Live Group Coaching / Training Calls
- 1 call per month, 1 hour long, on Zoom
- Replay of Calls available On-Demand within 24 hours
- Submit questions via email if not able to attend the Live Session; then watch On-Demand for answers
- 1 year On-Demand access to the monthly call replays
- 4 months personalized email & text support for 'Quick Questions'



UPDATE TRAINING

- One year of Update Lessons
- Snackable, easy to consume videos 5-10 minutes long, one per month
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BONUSES

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What Our Clients Say...

Ann, Highpoint, NC

"I just completed your Ninja Communication Skills Webinar. It is the most interesting class I have ever attended in my 25 years in law enforcement. I am absolutely amazed. Thank you for your time and expertise! I feel today's course will make me a better manager, wife and mother."

Antonio Kenyatta

"I actually took what Kerry gave us in having talks with my spouse. Sometimes it's easy to flare. I just said, "Hey, can we just pause for a moment? I'm kind of curious about something here."

I'll tell you, it was just like dumping water on the fire. It just killed it - tones it down, gets rid of the egos, the excitement and really brings it back to the common things.

Kerry, Thank you. That is magic and I will plagiarize that forever."

Teachers, Redding, CA

What I learned from the training...

"I have the power to move myself from Survival to Executive & then help someone else move from Survival to Executive."

"Don't try to communicate or engage with students that aren't in Executive State. Use the strategic Pause."

"The amygdala's function and how it determines if a person is in Executive or Survival State based upon what is happening in the environment"

"I am going to use Labeling to help De-Escalate angry parents that come in or call in. I will then use Pause or SALT to further the conversation."

"When arguing, I am in Survival State. I have never looked at it from this point of view. It helps me to understand myself better and how I may be able to pull myself quicker into Executive State."

"I really learned how to De-Escalate an argument and stop it from getting violent."

WHICH OPTIONS WORK BEST FOR YOU?

- ✓ OPTION # 1 - ADMINISTRATORS RETREAT IN SAN DIEGO
- ✓ OPTION # 2 - CERTIFICATED & CLASSIFIED TRAINING AT YOUR SITE
- ✓ OPTION # 3 - HYBRID PART-DAY TRAINING (In-Person Plus Online)
- ✓ OPTION # 4 - VIRTUAL TRAINING

Call us today at (760) 515-3911 or Email us at Team@TheIdea.World

Message from Kerry

A little about how we train with you... and the Ebbinghaus Forgetting Curve...

We use Brain-centric Design (BcD) to deliver Learning with Deep Understanding.

Deep Understanding is to be able to put the pieces together and to use that understanding to do things; innovate, solve problems, create new ideas, and to predict. Brain-centric Design delivers this essential human 21st-Century model while instilling adaptive expertise and a growth mindset in all of our students.

BcD reverses the Ebbinghaus Forgetting Curve - retention actually INCREASES over time! How is that possible? Because we use Intrinsic Motivation and Agency in our training delivery, our attendees want to continue their learning AFTER the training is done!

Yet, IDEA's training doesn't end immediately! With World-Class Delivery & After Training Support that is unmatched, attendees continue learning and achieving an astonishing 90% (or greater) retention after 90 days! That translates into true transformations of employee perspectives, behaviors, attitudes and approaches to Conflict Resolution.

Kerry Mensior

Executive Director

