



# Training Catalog

July - September  
2025

Pg. 2 Training Policy and Procedures

Pg. 6 In person Training Descriptions

Pg. 9 Virtual Training Descriptions

Pg. 12 Training Registration Form



## Registration Information

### How to Register

Online: [www.rowan-smartstart.org](http://www.rowan-smartstart.org)

By phone: (704)-603-3433

By mail or in person: Send registration form and payment to Smart Start Rowan  
1329 Jake Alexander Blvd. S.  
Salisbury, NC 28146

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### Payment

Online: All major credit cards accepted.

[www.rowan-smartstart.org](http://www.rowan-smartstart.org)

By phone: Trainings that are more than \$10 can be paid by credit card over the phone.

By mail or in person: Participants can mail a check with the registration form or pay in person with cash, check, or credit card.

We are not able to hold spaces in class without Payment!

*\*Several trainings are provided by non-Smart Start Rowan employees. Registration instructions can be found on the training calendar.*

## Center Trainings

We are available to provide trainings off-site or at our office specifically for your center for a fee of \$50 per hour with a 2-hour minimum. Trainings that generate CEUs can be provided for a fee of \$35 per participant with a minimum of 8 participants.



# In-Person Expectation Overview

## Purpose

### ➤ **2. Attendance and Participation**

- Full Attendance: Participants must be present for the entire training to receive credit. Early departures may result in denial of credit.
- Sign-In: Participants must sign in at the beginning of session. Missing signatures may forfeit credit.
- Active Participation: Engage fully by asking questions, contributing to group discussions, and completing all required activities.

### ➤ **3. Professional Conduct**

- Respectful Behavior: Show respect toward the trainer and other attendees. Disruptive or inappropriate behavior will not be tolerated.
- Electronic Devices: Silence mobile phones and refrain from texting or using electronic devices during the training, unless directed as part of the session.
- Dress Code: Dress appropriately for a professional learning environment.

### ➤ **4. Credit Eligibility and Documentation**

- Verification: Trainers will verify participation through attendance logs and engagement in session activities.
- Pre and Post Questionnaire: you must complete a pre-questionnaire prior to attending the training and a post questionnaire at the end of the training to receive credit
- Evaluation Form: Completion of the post-training evaluation is required for certificate issuance.
- Accurate Information: Ensure that your name on the sign-in sheet matches your official DCDEE document
- **Full Expectations are available on our website**

# Virtual Expectations Overview

## 2. Attendance and Participation

- Timeliness: Join the session on time. Late arrivals may not be eligible for credit.
- Full Attendance: Stay for the entire duration of the training.
- Engagement:
- Camera must be on unless pre-approved due to technical or accessibility reasons.
- Participate in discussions, polls, breakout rooms, and other interactive activities.
- Avoid multitasking or engaging in unrelated activities during the session.
- **4. Credit Eligibility and Documentation**
- Verification: Attendance will be verified by log-in data, engagement tracking, and participation. Participants must be visible on camera and interactive during the session to be eligible for training credit.
- Pre and Post Questionnaire: you must complete a pre-questionnaire prior to attending the training and a post questionnaire at the end of the training to receive credit.
- Evaluation: A post-training evaluation form must be completed to receive credit or a certificate.
- Correct Name Usage: Log in using the same name used for registration and your official DCDEE documentation or enter your full name in this chat if this is not possible.
- **Full Expectations are available on our website**

## Training Policy and Procedures: continued

### Training Certificates

Training certificates are distributed to participants when the session concludes for most trainings.

For some **learning events, such as CEU courses, certificates are mailed** after successful completion of the training.

Some trainings are offered as a series with additional assignments to be completed outside of the scheduled training. Participants must attend all the sessions in the series and complete any assignments to receive the training certificate.

Replacement training certificates cannot be provided. Smart Start Rowan can, however, issue an official letter verifying participation in a training within 2 years from the date of the training. Please provide the title and date of the training, as well as the participant's name. There will be no charge for the first official letter verifying participation. Afterwards, a small fee of \$3.00 will be charged for this service.

**For more information on trainings, please contact Betty Trujillo the Early Education Program Manager at (704)-603-3351**

## Cancellations & Refunds

Participants may cancel up to 24 hours prior to the date of the training to receive credit toward another training. Participants may also send a substitute in their place. Failure to cancel within 24 hours of the date of the training will result in forfeiture of the registration fee.

**Registered participants** who do not attend a session, or series of sessions in its entirety, and have not canceled per the policy and procedure guidelines, will not receive a refund, nor will they be permitted to transfer registration fees to another learning event.

If Smart Start Rowan must cancel a training due to inclement weather, a staff emergency or lack of registered participants, the fee can be applied to another training or a refund can be requested. Money credited for canceled trainings will expire 1 year from the date it is issued.

If there are less than 8 participants registered, the training may be canceled. Registered participants will be notified by telephone if there is a cancellation.

**Smart Start Rowan** is committed to providing trainings that meet the needs of our community. We would love to hear your feedback!

Send your ideas for future trainings to:

[btrujillo@smartstartrowan.org](mailto:btrujillo@smartstartrowan.org)



# In Person Training Descriptions

## Child Abuse and Neglect

July 10th 6:30 pm - 8:30 pm  
Smart Start Rowan - In-Person  
Trainer: Kimberly Cruz  
**\$10 | 2 DCDEE credits**

This training will offer you the ability to learn and understand what child abuse and neglect is. How to identify if it is happening and your role as a child care provider in what you should do if you suspect a child is being abused or neglected

[Training Sessions - Smart Start Rowan](#)

## The Importance of play

July 21st 6:30 pm - 8:30 pm  
Smart Start Rowan - In Person  
Trainer: Betty Trujillo  
**\$10 | 2.5 DCDEE Credits**

This training is designed to provide child care providers at every level a basic understanding of Brain development as it relates to children in play. What children learn through play. As well as what the teacher's role in supporting play in early childhood classrooms

[Training Sessions - Smart Start Rowan](#)

## NCFELD

August 12th and 13th 6:00 pm - 8:30 pm  
Smart Start Rowan- In Person  
Trainer: Betty Trujillo  
**\$35 | 5 DCDEE Credits**

Join us for a 2 part NCFELD Training this training is great for new teachers who may need some understanding about developmentally appropriate activity's. This training will provide participants with an introduction to NC Foundations, North Carolina's new Early Learning and Development expectations. We'll discuss how they are structured and how to implement them in early childhood settings. Participants will construct knowledge by embedding the expectations in daily classroom planning and practice. We will engage in simulations, hands on practice, small and large group activities, discussion and lecture. Full participation is required and both session must be attended in order to receive credit. this is a 2 part training no partial credit given

[Training Sessions - Smart Start Rowan](#)



# In Person Training Descriptions

## Safe Handling

August 14th 6:30 pm - 8:30 pm

Smart Start - In Person

Trainer: Kimberly Cruz

**\$10 | 2 DCDEE Credits**

This training, developed by the North Carolina Child Care Health and Safety Resource Center, covers the safe handling of children in child care to promote child and educator wellbeing. Participants will learn about safe handling and classroom management strategies that can help reduce the risk of child handling injuries. They will also be able to recognize and prevent common injuries in children and adults in child care settings

[Training Sessions - Smart Start Rowan](#)

## What is Active Supervision

August 19th 6:30 pm - 8:30 pm

Smart Start – In Person

Trainer: Betty Trujillo

**\$10 | 2 DCDEE Credits**

This learning event will guide participants through the Six Steps to Active Supervision. You will learn how to incorporate those steps for use in your Early Childhood Setting.

[Training Sessions - Smart Start Rowan](#)

Once you have chosen the trainings that fit your need Please visit [www.rowan-smartstart.org](http://www.rowan-smartstart.org) to register or you can complete the training registration form and mail or bring it to our office with full payment.

## Gratitude is the best attitude!

August 26th 4:00 pm - 6:00 pm

Smart Start Rowan - In-Person

Trainer: Heather Morton

**\$35 | .2 CEUS**

Just say, 'thank you.' How many times do children hear parents and caregivers say that phrase? Let's teach our young children an 'attitude of gratitude' rather than just responding to reminders to say 'thank you.' Attend this learning event for the definition of gratitude, the stages of gratitude, four key social-emotional skills needed to practice gratitude, and activities to utilize in your program.

[Training Sessions - Smart Start Rowan](#)

## Strengthening Mental Health through Trauma-Responsive Care

September 9<sup>th</sup> 6:30 pm - 8:30 pm

Smart Start Rowan – In Person

Trainer: Betty Trujillo

**\$ 35 | .2 CEUS**

Join us in learning how stress and trauma impacts the brain and how early educators can benefit children and themselves in wellness strategies.

[Training Sessions - Smart Start Rowan](#)

# In Person Training Descriptions

## First Aid / CPR

August 18<sup>th</sup> 5:15 pm - 9:15 pm  
300 Webb Rd Salisbury - In Person  
Trainer: Kristin Zapata  
**\$75 | 0 DCDEE Credits**

After completing this session, participants should be able to demonstrate CPR and First Aid techniques for infants and adults. Participants will receive an Adult and Pediatric CPR and First Aid certification. DCDEE approved instructor. *\* Checks MUST be written out to the trainer: Kristen Zapata.*

[Training Sessions - Smart Start Rowan](#)

## ITS SIDS

September 18<sup>th</sup> 6:30 pm - 8:30 pm  
Smart Start Rowan - In-Person  
Trainer: Kimberly Cruz  
**\$10 | 2 DCDEE credits**

ITS-SIDS was developed by the NC Healthy Start Foundation's ITS-SIDS Project. This session meets state requirements for ITS-SIDS training. Participants will learn to reduce the risk of SIDS through safe sleep practices for infants. Participants will also review Safe Sleep Policy guidelines, NC Division of Child Development and Early Education licensing rules, and maintenance of the proper forms

[ITS SIDS - September 18th - In Person](#)

## Addressing Challenging Behaviors

September 23<sup>rd</sup> 6:30 pm - 8:30 pm  
Smart Start Rowan - In-Person  
Trainer: Betty Trujillo  
**\$10 | 2 DCDEE credits**

In this training we will go over Challenging Behaviors and some strategies that can help in the classroom environment as well as reasons that a child may exhibit these behaviors to help identify triggers that may help to stop the behavior.

[Training Sessions - Smart Start Rowan](#)





# Virtual Training Descriptions

## Rules Rock! Establishing Clear Expectations & Teaching Classroom Rules

July 15th 6:30 pm - 8:30 pm  
Smart Start Rowan – Virtual Zoom  
Trainer: Christian Sanon  
**\$10 / 2 DCDEE Credits**

During this training we will talk about the following areas • Creating and Introducing Developmentally Appropriate Rules  
• Teaching Expectations Through Modeling & Social Stories  
• Reinforcement Strategies for Encouraging Positive Behavior  
• Using Effective Praise & Reinforcement  
• Hands-on Training: Role-Playing Classroom Expectations

[Training Sessions - Smart Start Rowan](#)

## Changes from the ECERS-R to ECERS-3 Part 1

July 21<sup>st</sup> 12:00 pm – 1:00 pm  
Smart Start Rowan – Virtual Zoom  
Trainer: Betty Trujillo  
**\$5 | 1 DCDEE Credits**

[Training Sessions - Smart Start Rowan](#)

## Changes from the ECERS-R to ECERS-3 Part 2

July 28<sup>th</sup> 12:00 pm – 1:00 pm  
Smart Start Rowan – Virtual Zoom  
Trainer: Betty Trujillo  
**\$5 | 1 DCDEE Credits**

[Training Sessions - Smart Start Rowan](#)

Join us for an informative session on the key differences between what the Environmental Rating Scales (ERS) assess in the ECERS-3 compared to the ECERS-R. This training will provide a clear understanding of the updated expectations, helping educators and childcare providers align their practices with the latest assessment criteria. This session is ideal for early childhood educators, administrators, and anyone involved in quality improvement initiatives. You will gain insights into the major changes between the ECERS-R and ECERS-3, what the ECERS-3 focuses on, and strategies to enhance classroom environments to meet the updated standards. Don't miss this opportunity to deepen your knowledge and improve your classroom environment!



# Virtual Training Descriptions

## Playground Safety Part 1 and 2

July 29th – 30<sup>th</sup> 6:30 pm - 8:30 pm

Smart Start Rowan – Virtual Zoom

Trainer: Betty Trujillo

**\$20 / 4 DCDEE Credits**

Do you know what makes a playground safe? This session is designed to promote safe play areas for children in child care. Participants will learn about potential hazards on the playground and gain hands-on experience by completing a playground safety check. There is no partial credit for this training you must attend both part for credit!

[Training Sessions - Smart Start Rowan](#)

## Changes from the ITERS-R to ITERS-3 Part 1

August 18<sup>th</sup> 12:00 pm – 1:00 pm

Smart Start Rowan – Virtual Zoom

Trainer: Betty Trujillo

**\$5 | 1 DCDEE Credits**

[Training Sessions - Smart Start Rowan](#)

## Changes from the ITERS-R to ITERS-3 Part 2

August 25<sup>th</sup> 12:00 pm – 1:00 pm

Smart Start Rowan – Virtual Zoom

Trainer: Betty Trujillo

**\$5 | 1 DCDEE Credits**

[Training Sessions - Smart Start Rowan](#)

Join us for an informative session on the key differences between the ITERS-3 and the ITERS-R. This training will provide a clear understanding of the updated expectations and will help educators and childcare providers align their practices with the latest assessment criteria. This session is ideal for early childhood educators, administrators, and anyone involved in quality improvement initiatives. Participants will gain insights into the major changes between ITERS-R and ITERS-3; What the ITERS-3 focuses on; strategies to enhance classroom environments to meet the updated standards. Don't miss this opportunity to deepen your knowledge and improve your classroom environment!





# Virtual Training Descriptions

## What is Active Supervision

September 2nd 6:30 pm - 8:30 pm

Smart Start – Virtual Zoom

Trainer: Betty Trujillo

**\$10 | 2 DCDEE Credits**

This learning event will guide participants through the Six Steps to Active Supervision. You will learn how to incorporate those steps for use in your Early Childhood Setting.

[Training Sessions - Smart Start Rowan](#)

## ITS SIDS

September 25th 6:30 pm - 8:30 pm

Smart Start Rowan – Virtually Zoom

Trainer: Kimberly Cruz

**\$10 | 2 DCDEE credits**

This session will be delivered virtually and to attend you will need to submit your prior ITS sids Certification. You can only attend this session if you previously received this training. ITS-SIDS was developed by the NC Healthy Start Foundation's ITS-SIDS Project. This session meets state requirements for ITS-SIDS training. Participants will learn to reduce the risk of SIDS through safe sleep practices for infants. Participants will also review Safe Sleep Policy guidelines, NC Division of Child Development and Early Education licensing rules, and maintenance of the proper forms

[Training Sessions - Smart Start Rowan](#)

## What does a pyramid have to do with challenging behaviors

September 16th 6:30 pm - 8:30 pm

Smart Start – Virtual Zoom

Trainer: Jessica McQuillan

**\$10 | 2 DCDEE Credits**

An Overview of the Pyramid Model Are you hearing about a “pyramid model” and not really sure what that means? Do you wonder how a pyramid relates to challenging behaviors? Are you considering attending a CEU-level learning event about social-emotional development but are afraid to make the time commitment until you know a little more? If you answered “yes” to any of these questions, come to this overview of the *Teaching Pyramid Model*. During this session, participants will gain a deeper understanding of the importance of healthy social emotional development in young children, factors that influence behaviors, and causes of challenging behaviors in young children. A variety of activities will help participants understand each component of the Pyramid Model and how it can be used to promote healthy social behaviors and prevent challenging behaviors in preschool classrooms.

[Training Sessions - Smart Start Rowan](#)

Once you have chosen the trainings that fit your need Please visit [www.rowan-smartstart.org](http://www.rowan-smartstart.org) to register or you can complete the training registration form and mail or bring it to our office with full payment.





**Registration Form ( Please Use One Per Person)**  
**SMART START ROWAN**  
**July, August and September 2025**

First Name: \_\_\_\_\_ Last Name \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_ Cell: \_\_\_\_\_ Work: \_\_\_\_\_

Employed by: \_\_\_\_\_ Location (county): \_\_\_\_\_

Date	Topic	Format	Cost
Example July1, 2025	ITS SIDS	In Person	10.00