

2024-2025 Training Program Catalogue (Virtual and On-site)

All sessions will be conducted by Dr. Jesse W. Jackson III



Specialized Staff Development Training Programs





Urgent Intervention Required for Discipline (UIR-D) Program

Don't Kick Them Out! Student Behavior Institute

Right Approach * Right Policy * Right Practice

Suspension does not solve or correct negative student behavior! Educators need a different approach. This training series will empower professional educators with the knowledge, information and understanding they need to improve in school discipline practices and correct negative behavior of atrisk students. These are our objectives in this training program:

- To build teacher self-confidence
- To build teacher expectations for student behavior and performance
- To prevent toxic student behavior
- To implement effective behavior policies
- To build school and classroom structure
- To learn how to be a reliable teammate
- To develop consistent daily behavior practices
- To learn how to confront negative student behavior
- To increase student/teacher rapport
- To reduce the incidence of behavioral suspension and expulsion
- To improve disciplinary and behavioral practices with at-risk students
- To understand the root causes of disruptive student behavior
- To better understand the reality of the school-to-prison pipeline
- To better understand the race, culture, and school discipline disconnection
- To teach the behavior we want to see in students
- To learn how to communicate effectively with students
- To build students' confidence and self-esteem to improve their behavior
- To implement behavior strategies that work



Don't Kick Them Out!

School Leadership Behavior Institute



The Right Approach To Student Behavior

All Original Books & Training Sessions By Nationally Recognized Behavior Expert Dr. Jesse W. Jackson III

"Culturally Responsive School Leadership Training" How to Build and Maintain a Positive and Productive School Culture in the Suspension Ban Era

The objectives of this training program are to guide school leaders and administration on:

"Don't Kick Them Out!" The Appropriate School Leadership Approach to Managing Negative Behavior

This empowerment seminar will discuss:

- How to understand the appropriate school leadership approach to managing negative behavior
- How to support staff with effective behavior policy
- How to identify and correct toxic staff behavior
- How to promote consistent approaches to behavior plans and policy
- How to develop a healthy school culture & climate
- How to establish behavioral expectations and standards for staff and students
- How to reduce the incidence of behavioral suspension and expulsion
- How to improve leadership and management skills
- How to better understand how to support staff and students

This program for school administrators consists of four sessions:

- 1. Work Together: How to Build and Maintain an Effective Team Culture in Times of Crisis
- 2. How to Build a Powerful School Vision That Serves Students, Staff, and Our Surrounding Community
- 3. How to Improve Your Management and Leadership Skills: Getting Your School's Leadership Team on the Same Page

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 10 to 25

All sessions are facilitated by Dr. Jesse W. Jackson III.

Training Schedule

August or September	January or February
October or November	April or May





Urgent Intervention Required for Discipline (UIR-D) Program Don't Kick Them Out! (Pre-Kindergarten to 2) Student Behavior Institute Right Approach * Right Policy * Right Practice

The pre-K Don't Kick Them Out program focuses on the extreme need for behavior foundations in children who are 3 or 4 years old. We have seen an escalation in negative conduct among 3- and 4-year-old children. Pre-K educators will learn:

	How to recognize those deficits.
	The top emotional traumas of pre-K students.
	How to address them with the child.
	How to address them with the parent.
	How to maintain professional conduct when working with children who present with
	extreme traumatic behaviors.
	Common referrals for pre-K students.
	The wrong approach to correcting the behavior of a pre-K student.
	The dangers of pre-K educator burn-out?
	The personality types of teachers who work with pre-K students.
	Strategies for creating effective discipline programs in pre-k education.
	21 dos and don'ts for educators working with pre-K students.

This program consists of the following additional courses:

- 1. How to Improve Student and Teacher Relationships
- 2. How to Improve Teamwork and Build a Team Culture within a Professional Staff
- 3. "Who Is in Control?" The Pillars of Twenty-First-Century Classroom Management: How to Create a Powerful Learning Environment

Presentation Time: 90 minutes to 2 hours (per session)

Room Layout: On campus or on Zoom/Virtual training room

Anticipated Audience: Cap limit is 25 to 50.

All sessions are facilitated by Dr. Jesse W. Jackson III.

Training Schedule

August or September	January or February
October or November	April or May



Includes the parent session and student assembly. (See below) Includes 50 copies of these books for participants. Additional copies are only \$12.00

Book Title		Book Title	
Suspension Is No Longer an Option! (2017)	Supports of the Language and Language of Page - Orang the Language the Language	Don't Kick Them Out! Why Black & Latino Students Frequently Get Suspended (2014)	*Deer kick Then Cour
The Student Behavior Handbook (2017)	The Nazard State of the Control of the Control State of the Control of the Control of the Control of the Contro	Closing the School Discipline Gap! (2020)	



All Original Books & Training Sessions By Nationally Recognized Behavior Expert

Urgent Intervention Required for Discipline (UIR-D) Program

Don't Kick Them Out! © (3rd Grade to 6th Grade) Student Behavior Institute

Right Approach * Right Policy * Right Practice

The Don't Kick Them Out (3rd to 6th Grade) Student Behavior Institute focuses on the extreme need for behavior teaching and re-enforcement in adolescent students who are 6 to 11 years old. We have seen an escalation in negative conduct among 3- and 4-year-old children. Elementary educators will learn:

- How to identify traumatic behaviors in students
- How to maintain professional conduct when working with children who present with extreme traumatic behaviors.
- The top emotional traumas of students ages 6 to 11.
- Why at-risk students get suspended so frequently
- Anger management: why some at-risk students display hostile and angry dispositions
- Common behaviors for referrals
- The wrong approach to negative behavior
- 7 teacher personality types
- Why do students disrespect teachers?
- 21 dos & don'ts to solve disruptive classroom behavior
- How to communicate with at-risk students for consistent positive behavioral outcomes
- Methods of successful discipline with at-risk students
- What is the school leaders' role in the discipline process?
- Does race, age and/or gender matter in the discipline process?
- How to address behavioral issues of at risk students



This program consists of the following additional courses:

- 1. How to Improve Student and Teacher Relationships
- 2. How to Improve Teamwork and Build a Team Culture within a Professional Staff
- 3. "Who Is in Control?" The Pillars of Twenty-First-Century Classroom Management: How to Create a Powerful Learning Environment

Presentation Time: 90 minutes to 2 hours (per session)

Room Layout: On campus or on Zoom/Virtual training room

Anticipated Audience: Cap limit is 25 to 50.

All sessions are facilitated by Dr. Jesse W. Jackson III.

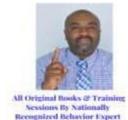
Training Schedule

August or September	January or February
October or November	April or May

Includes the parent session and student assembly. (See below) Includes 50 copies of these books for participants. Additional copies are only \$12.00

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The Student Behavior Handbook (2017)	The Markets Stocked St	Closing the School Discipline Gap! (2020)	





Urgent Intervention Required for Discipline (UIR-D) Program

Don't Kick Them Out! © (7th to 12th Grade) Student Behavior Institute

Right Approach * Right Policy * Right Practice

The Don't Kick Them Out (7th to 12th Grade) Student Behavior Institute is the last level of defense and of teaching appropriate conduct. The core of the program involves helping teachers support youth in learning to read, control themselves, and follow instructions. At this level, we help high school staff members develop patience and understanding of the traumas and the referrals that create the most common conflicts among high school students. The best approach to negative behavior is always being aware of teacher burn-out— understanding teachers' personalities and which ones might come into conflict with students'. The focus is on helping staff members maintain effective levels of teamwork and mutual support. Consistency at this level is vital to the success of the program. We deal in detail with the 21 dos and don'ts of resolving disruptive behavior in the classroom.

These are our objectives and topics discussed in this training program:

- How to identify traumatic behaviors in students
- The top emotional traumas of students ages 12 to 18.
- How to build teacher self-confidence
- How to build teacher expectations for student behavior and performance
- How to prevent toxic student behavior
- How to implement effective behavior policies
- How to learn how to be a reliable teammate
- How to develop consistent daily behavior practices
- How to learn how to confront negative student behavior
- How to increase student/teacher rapport
- How to reduce the incidence of behavioral suspension and expulsion
- How to improve disciplinary and behavioral practices with at-risk students
- Understanding the dangers of fighting and verbally assaulting behavior
- How to better understand the race, culture, and school discipline disconnection
- How to teach the behavior we want to see in students
- How to learn how to communicate effectively with students
- How to build students' confidence and self-esteem to improve their behavior
- How to implement behavior strategies that work

This program consists of the following additional courses:

- 1. How to Improve Student and Teacher Relationships
- 2. How to Improve Teamwork and Build a Team Culture within a Professional Staff
- 3. "Who Is in Control?" The Pillars of Twenty-First-Century Classroom Management: How to Create a Powerful Learning Environment



Presentation Time: 90 minutes to 2 hours (per session)

Room Layout: On campus or on Zoom/Virtual training room

Anticipated Audience: Cap limit is 25 to 50.

All sessions are facilitated by Dr. Jesse W. Jackson III.

Training Schedule

August or September	January or February
October or November	April or May

Includes the parent session and student assembly. (See below)
Includes 50 copies of these books for participants. Additional copies are only \$12.00

Book Title		Book Title	
Suspension Is No Longer an Option! (2017)	Sungarrai es se de la comp de la comp de la comp de la comp de la comp de la comp de la comp	Don't Kick Them Out! Why Black & Latino Students Frequently Get Suspended (2014)	*Doort Kick Them Out*
The Student Behavior Handbook (2017)	The Nazional Section 11 to Nazional Section 12 to Nazional Section 1	Closing the School Discipline Gap! (2020)	



The Best Man Company, LLC's

STUDENT TRAUMA INSTITUTE

Recognize * Resolve * Recovery

Closing the Trauma Gap! How to Help Teachers Better Understand Student Trauma (Identifying Trauma-Management Strategies that Decrease Negative Student Behavior) (Multiple Sessions)

In this detailed and extensive training, we will help school educators better understand the following:

- Fundamental trauma-management strategies
- How to help students build resiliency and adapt to and recover from their own trauma
- Adult barriers to helping students with trauma
- What trauma is and what it's not
- Negative student responses to trauma
- Five strategies for improving school-wide trauma-resolution practices in a trauma-zone school
- Signs of residual adult trauma
- Twelve principles for developing a trauma-sensitive culture
- Emotional-trauma management strategies that work
- Dos and don'ts for successful student-trauma management

This training will provide comprehensive awareness of the details that give birth to trauma, how traumas are often mismanaged by students and adults, and the most consistent and healthy ways for school staff to manage trauma for the most productive results.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 60 to 100

Training Schedule

May or June or July (Administration)	January or February
August (Back To School)	March or April
October or November	

Includes 50 copies of these books for participants:

Eliminating Excuses! How To Help And Teach Students Who Experience Trauma (2018)



Closing the Trauma Gap!







The Blueprint To Success For A First Year Teacher in A Trauma Zone School (Guiding New Teachers Through The First Three Years In Classroom) (4 Part Series)

The teaching profession has changed. Many teachers are leaving four-year college teaching programs with a lack of understanding of what is necessary to successfully teach in a school in a trauma zone. These are places where children come to school after experiencing emotional trauma and negative life events within their families and community. Many students in these environments suffer from ongoing emotional distress and emotional issues and often act out in unproductive and negative ways. It is imperative that new teachers and staff know how to manage the trauma of their students properly so that they do not become enablers of negative conduct. This training program will guide new teachers and staff in:

- How to increase their understanding of cultural differences
- How to develop their communication skills and learning approaches to deal with at-risk students
- How to proactively gain knowledge and insight of student backgrounds to develop and cultivate healthy, productive, and appropriate student-adult relationships
- How to reduce incidences of negative behavior resulting in suspension or expulsion
- 25 action steps to improve negative student behavior.
- The do's and don'ts of working with students with trauma.
- How to best understand students who experience trauma.
- How to best teach and support students who experience trauma.
- How to build a productive academic working relationship with students and continue the growth and development process beyond their first year on the job and throughout their teaching career.

This training program consists of multiple courses that will cover the critical issues a new teacher can face. This training program will guide teachers in the brutal realities of teaching in an impoverished environment, including how to manage a classroom in this environment, how to prevent teacher burnout, and how to properly manage relationships with their coworkers.

Presentation Time: 2-6 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 10 to 40

Training Schedule

July or August or September	February or March
October or November	April or May

Includes 50 copies of these books for participants:

Don't Kick Them Out! Why Black & Latino	"Dun't Kick Them Out!"	Suspension Is No Longer	Suspend on 6 to longer at remain
Students Frequently Get Suspended (2014)		An Option! (2017)	



Master Class for School Professionals in Relationship Building With Co-Workers, Students and Families



Workplace Relationship Institute

Developing Healthy Relationships With Students and Families



All Original Enoics & Training Sessions By Netionally Recognition Orbitos Culture Search, Gr. Issue W. Leckson III Relate * Connect * Identity

Building relationships with students has been at the epicenter of the education discussion for the past 20 years. Experts have widely believed that teachers who build strong relationships with their students achieve more productive academic and behavioral outcomes.

However, I have personally found that this may be true in some settings, just not in what you have seen. I have worked in more than 1,400 schools and trained over 600,000 professionals in 42 states, and such productive outcomes are not what I have observed. Like most things in the field of education, the idea of the benefits of good relations with students is presented with the best intentions but is limited and shortsighted. Many of the educational models assume a best-case scenario and build the training model around that assumption, which is what has occurred with training teachers to build relationships with their students. The problem with this is that it fails to highlight and acknowledge some fundamental truths. Encouraging teachers to build relationships with students sounds prudent, but it neglects the brutal reality that many teachers struggle in their own personal relationships and with their own social skills. It is a poor assumption that a teacher is automatically equipped with the social and relationship skills to build rapport with students, and this consistently puts many teachers in an uncomfortable, anxiety-laden position in the classroom. I have witnessed this firsthand. I have never met a teacher who does not care about students, but I have met thousands of teachers who do not like people. They got into teaching for personal reasons, which cannot be held against them. Telling teachers to build relationships with students assumes that the teacher understands boundaries and how to appropriately engage with a child who might be from a different race or social class and who has a completely different mentality, set of values, and approach to and view of the adult-child relationship. The overwhelming majority of our teaching faculty come from the working middle class or working poor and bring with them the mentality and values of those groups, and they are being asked to relate to students and families who have a mentality and values that come from poverty or welfare entitlement. The values of these groups preclude them from seeing education the same way. When we tell a teacher to build a relationship with a student whose ideas they do not relate to or understand, we are venturing down a dangerous path. Many teachers believe that allowing students to break rules or having low standards and permitting students to underachieve is acceptable because of some of the counterproductive messages that teachers have received in their training. I believe is one of the most unproductive pieces of advice that we have given teachers in the past decade of education. Teachers need training in how to better relate to their students before trying to build relationships. It is important to relate to people before building a relationship, and the truth is many teachers simply do not relate. This is not negative; it is reality but can be improved with proper training and guidance.

The Workplace Relationship Institute will focus on why relating to students is more important than building relationships. Teachers cannot help students in a teaching and learning situation to which they cannot relate. Relating is the first pillar of improving at-risk student academic performance and behavior issues.

This institute will help participants achieve the following:



- learn the difference between relating and relationships and which comes first;
- understand what it really means to build a relationship with students and the problems with the relationship model;
- learn what to say and what not to say when relating to and understanding students;
- understand how to relate to students;
- identify the obstacles of teachers' connecting with students;
- understand the social class disconnect;
- discern between middle-class teachers' values and impoverished students' values and mentality;
- discern between middle-class language and the language of poverty;
- understand workplace relationships;
- learn the art of workplace communication;
- understand the workplace communication pillars;
- understand how to rebuild students' belief in education; and
- learn the four things winning teachers do to ensure great results when relating to students.

This institute will help teachers better relate to their students and provide a path to building healthy and productive classroom relationships, which will ultimately aid and support us with positive academic results.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 6 to 20

Includes 50 copies of these books for participants:

Closing The Relationship Gap! (2020)



Closing The Communication Gap! (2020)

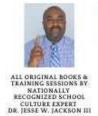


Training Schedule

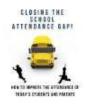
August (Back To School)	January or February
October or November	March or April



For School District & Central Office Personnel and Teams



THE SCHOOL ATTENDANCE & TRUANCY PREVENTION INSTITUTE



How to Improve Student Attendance

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How To Improve The Attendance Of Today's Students And Parents

Regular attendance at school is vital for a student's success. It is impossible to recover the time lost from a missed day, and the more a student misses, the farther they fall behind. This seminar will help school staff to take the best steps to improve attendance.

This empowerment seminar will help teachers to understand:

- Why Students Come To School Late
- How To Improve Attendance Of At-Risk Students
- How To Best Use A Truancy Department Staff
- Things That You Can Control (Or At Least Influence)
- Those Strategies That Have A Proven And Positive Impact On School Attendance
- 10 Power Methods To Teach And Work With Title I Students And Parents

Presentation Time: 2–3 hours (per session)

Room Layout: On Campus or in ZOOM/Virtual Training Room

Anticipated Audience: Cap Limit Is 25-50

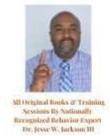
Training Schedule		
August or September (Back to School)		
October or November		
February or March		

Includes 50 copies of these books for participants:

Closing the School Attendance Gap! (2021)







All Students Can Learn! The At-Risk Student Instructional Improvement Institute



Closing the Instructional Gap: How to Improve Fundamental Instructional Practices for At-Risk Students

No one likes a boring teacher! Teachers themselves do not like to attend boring staff development workshops. College students hate boring professors, and even kindergarteners hate unengaging and dull kindergarten teachers. This is especially true of the at-risk population, which has really boomed over the last 10 years.

We are teaching a different kind of student today for many reasons. As society changes, students change. Today's society provides us with a tool that promotes attention deficits (social media), and keeping the attention of students can be difficult. This calls for instructors and schools to be skillful in delivering more comprehensive, culturally relevant content to students.

Instruction has always been a challenge. We have all experienced boring teachers who offered no mental stimulation and even prevented us from learning. As instructors, we must be aware of how we deliver content to our students. This book challenges teachers to evaluate their instructional practices and offers some basic guidance on how to improve teaching for today's ever-evolving student population. This book sheds light on the following:

- Components of a successful teacher;
- Top eight barriers to academic performance;
- How teachers can help students maximize their potential;
- Barriers facing young teaching professionals;
- Teacher personalities that create conflicts and those that work best with at-risk students;
- Fundamental daily classroom performance processes;
- Developing a healthy classroom culture;
- Avoiding being boring;
- Improving your consistency;
- Building your students' confidence;
- Four things that winning teachers do;



- Improving as a teacher;
- Keeping at-risk student focused on education and avoiding the dropout trap;
- 15 dos & don'ts for high classroom performance; and
- Improving classroom performance.

These fundamentals will help you improve your daily teaching and instructional practices that we must all be open to learning and improving. This book will give you some basics for preparing and engaging with the way today's students learn. Take careful notes, and use the ideas for discussion and personal growth.

This program consists of additional courses:

- 1. How to Avoid Being Boring
- 2. 21 Strategies to Improve Classroom Engagement of At-Risk Students
- 3. What Is Engagement?

Presentation Time: 2–3 hours (per session)

Room Layout: On Campus or in ZOOM/Virtual Training Room

Training Schedule

August or September	January or February
October or November	April or May

Includes 50 copies of these books for participants:

Closing the instruction Gap!	CLOSHING PRE- INCTRICEPTON CONTRIBUTION CONTRIBUTION	Pay Attention! 21 Strategies to Improve Classroom Engagement of At-Risk Students (2016)	
Closing the Test-Taking Gap!	supplied to the supplied to th		



Specialized Training Programs for Workplace Issues





How to Improve Teamwork and Build a Team Culture Among Professional Staff

Our objectives:

- Improve business and staff productivity.
- Improve teamwork.

Teamwork is a very critical part of organizational success. Whether you run a for-profit business or a school, working together is crucial to accomplishing the vision and mission of your organization. We live in a society that promotes individualism, and little emphasis is placed on the importance of working together. This training program was developed to help professional staff members understand how they should work together and why.

In this training, participants will learn:

- Four Ways to Build a Team Workplace Culture
- How to Develop a Team-Conscious Environment
- How to Work Together
- How to Be a Professional and Conduct Yourself in the Workplace

In this training, I want to share valuable principles that will help develop high levels of teamwork, a team-conscious environment, professionalism, and strong and appropriate leadership.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 60 to 100

Training Schedule

August or September (Back To School)

October or November

February or March

Includes 50 copies of these books for participants:

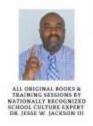
Work Together! How To Identify And Eliminate Toxic People From Your Workplace Environment



Closing The School Culture Gap!







Promoting A ZERO-Tolerance Culture For Toxic Adult Behavior

TOXIC WORKPLACE CONDUCT AWARENESS INSTITUTE

Gossiping * Negative Attitudes * Poor Work Ethic * Stealing * Abusive *Bullying *Tardiness * Absenteeism * Lying * Leadership disloyalty

How to Quickly Improve a Toxic Workplace Environment and Build Zero Tolerance for Internal Conflict Culture

Our objectives:

- Decrease workplace conflict
- Improve business and staff productivity
- Reduce employee turnover
- Decrease employee disciplinary action
- Help disgruntled employees find the right place for them
- Decrease sick days and absenteeism
- Improve professional conduct practices
- Improve staff cooperation
- Promote healthy relationships among coworkers

Workplace culture, by definition, is what we believe and how we behave in the workplace environment. In today's workplace, environment often dictates the productiveness of the workforce. It is wishful thinking to assume that staff will easily overcome a toxic work environment and still provide optimal results. A positive workplace environment is essential for the success of any organization. Disharmony and negative talk and comments toward others are the seeds of organizational failure.

In the past, employers have overlooked or ignored these dangerous, toxic staff behaviors, which often alienate good people and decrease production over time. In this training program, I will share valuable principles and action strategies to help eliminate toxic people and negative behavior in the workplace environment and improve staff workplace performance and outcomes. Participants will learn the following:

- How to identify unacceptable toxic workplace behaviors
- The effects of negative/toxic people on the workplace environment
- How to maximize employee potential
- How to improve and clean up a toxic workplace environment
- How employees can manage their personal issues at home
- How to focus on improving job performance
- How employees can be professional and conduct themselves in the workplace



- When employment termination is necessary
- How to recognize the signs and personalities of an unemployable employee
- How to promote zero tolerance for internal conflict culture

This training will improve workplace conduct and eliminate toxic adult behavior if management reenforces the training principles.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 30 to 60

Training Schedule

August or September (Back To School)

October or November

February or March

Includes 50 copies of these books for participants:

Work Together! How To Identify And Eliminate Toxic People From Your Workplace Environment



Closing The School Culture Gap!



Specialized Training Programs for School Leaders and Department Managers



The Best Man Company, LLC's

THE ELITE SCHOOL BOARD INSTITUTE

Vision* Leadership * Culture *Academic Achievement

How School Board Members Can Effectively Lead And Support School Administration, Teachers, Parents, And Students For The Most Productive Outcomes And Results

Elected school board members are critical to the success of any school district or charter school program. The common issue in most districts is a major disconnect between the school board, the superintendent's office, central office, and the building principals, the person executing the mission at the building level. It has become critical that all members of this process be aligned with the same vision, understanding and awareness of the process required to have success.

This training is a groundbreaking work that will provide an advanced level of training and guidance for school board members. This training will discuss in detail:

- What's the purpose of the school board?
- How to fully understand the population or school in which you serve.
- The signs of a failing or marginal school district.
- How to develop a vision for your school district and what your mission should be
- Understanding the trauma of our student and staff population.
- The 17 success principles of a legacy school board.
- The 14 dos and don'ts of a school board member.
- How a school board member can best partner and support the school superintendent.
- The appropriate school board leadership approach to appropriate behavior policies, (expulsion and suspensions)
- How to build and maintain an effective team culture in times of crisis
- How to hire and choose the right superintendent for your district.

This training and book will take you step by step and lay out details of critical issues that every school board member must learn and understand.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 6 to 20

Includes 50 copies of these books for participants:

Closing The School Board Gap! (2020)

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Training Schedule

August (Back To School)	January or February
October or November	March or April



Post Covid-19 School Principal Institute

Student Behavior * Race Issues * Trauma * COVID-19
* Enrollment * State Testing * Staff Morale & Culture

OBJECTIVES

- Ensure health and safety protocol post-COVID-19
- Wisely and professionally address race in the workplace
- Develop a productive workforce culture
- Improve customer service practices during post-COVID-19
- Understand how to maximize employees' workplace performance
- Consistently address needs of the staff, students, and parents post-COVID-19
- Improve Teamwork
- Improve State Testing Results
- How to Improve Your Management and Leadership Skills
- How to Keep the School Leadership Team on the Same Page
- How To Deal With Stress

The – school year will be the most challenging in history for many. This training will provide school executives with advanced crisis leadership strategies and skills to successfully navigate post- COVID-19 and civil unrest and avoid many of the pitfalls of the upcoming school year. This program consists of additional courses:

- 1. The Appropriate School Leadership Approach to Managing Negative Behavior post-COVID.
- 2. School Leadership Trauma Management: How to Help and Support a Staff Experiencing Life Trauma Post -COVID (Dos and Don'ts for Helping Staff in Crisis)
- 3. Workplace Management: Identifying And Eliminating Toxic Adult Conduct In The Workplace Environment Post-Covid
- 4. Work Together: How to Effectively Build And Maintain Team Culture In Times of Crisis
- 5. Work and Family: How Administrators Can Effectively Manage the Demands of Their Jobs and the Requirements of Their Marriages and Families.

Closing The Leadership Gap! (2019)	三	Raising The Standards (2017)	3
Social Distance!			

Training Schedule

August (Back To School)	January or February
October or November	March or April



For Current & Aspiring Assistant Principals

THE ASSISTANT PRINCIPAL LEADERSHIP DEVELOPMENT INSTITUTE

Discipline * Management * Loyalty * Support * Academics

How Assistant School Administrators Can Effectively Support Their Principal and Coworkers for the Best School Outcomes

Our objectives in this training program are as follows:

Understanding the appropriate school leadership approach to managing negative behavior
Reviewing how to best support your principal
Learning how to build a winning team culture
Recognizing the roles and responsibilities of an effective assistant principal
Improving leadership and management skills
Supporting the mission of the school leader
Working as a team
Decreasing complaints
Managing and correcting discipline problems
Improving relationships between students and parents
Appreciating the process of loyalty

The assistant principal job is a midlevel management position that requires a high degree of people and communication skills. The typical assistant principal is hired because they were a good classroom teacher. However, these two jobs and the skills required to be successful in both are completely different. Teaching is primarily about communicating with students. An assistant principal has to communicate with coworkers, the district office, parents, their principal, and the building secretaries. This is not an easy adjustment for most teachers, and they require effective training and guidance to be successful. Unfortunately, much of that training and guidance is nonexistent or delivered by a principal who relies on what worked for them. We often hear, "They will figure it out!" This type of attitude and approach has ruined the confidence and working relationships of hundreds of assistant principals and stagnated their careers. A mismanaged assistant principal can become a lifetime appointment. No assistant principal should get into the role to be a lifetime assistant. This stagnation defeats the purpose of the job and ultimately becomes a drain on the organization because there are no qualified leaders in the organization's pipeline.

Assistant principal is one of the most challenging jobs because it is a thankless one. It is a job that requires the individual to sacrifice their career and aspirations for the benefit of their school leader. Most assistant principals take this job not realizing the amount of sacrifice required to excel in the role.

Every organization must have a leadership training program for aspiring and future administrative personnel. Post-COVID-19, this will be more important than ever. Many principals feel they were not prepared for their first principal job and made many unnecessary errors.



This multiple-session training program provides assistant principals with critical understanding of how to honorably support their building principal and develop valuable leadership and management skills and strategies for successful school management.

This program consists of these additional courses:

- 1. "Don't Kick Them Out!": The Appropriate School Leadership Approach to Managing Negative Behavior (Four-Part Series)
- 2. How to Improve Your Management and Leadership Skills
- 3. The Roles and Responsibilities of an Effective Assistant Principal
- 4. The Seven Areas Where Your Principal Needs Support: Seven Steps to Prepare to Become a Great Principal

Presentation Time: Four training sessions

Room Layout: Training Room Anticipated Audience: 10 to 25

Training Schedule

August or September	January or February
October or November	April or May

Staff Book List (All attendees get these books)

Start book List (All attendees get these books)			
Book Title		Book Title	
Suspension Is No Longer An Option! (2017)	Suspense of treat course an order treat a treat treat a treat tre	Don't Kick Them Out! Why Black & Latino Students Frequently Get Suspended (2014)	*Dun't Kick Them Out!*
Raising The Standards (2017)	Raising The Standards'	Work Together! How To Improve Teamwork, Be Professional And Eliminate Toxic People From Your Workplace Environment	Work



For School and District Leadership Teams

THE SCHOOL LEADERSHIP TEAM INSTITUTE

Culture * Teamwork * Loyalty * Roles * Competency * Management Skills

How the School Leadership Team Can Effectively Support Their Principal and Coworkers for the Best School Outcomes

Our objectives in this training program are as follows:

	Understanding the appropriate school leadership approach to managing negative behavior
	Reviewing how to best support your principal
	Learning how to build a winning team culture
	Recognizing the roles and responsibilities of an effective assistant principal
	Improving leadership and management skills
	Supporting the mission of the school leader
	Working as a team
	Decreasing complaints
	Managing and correcting discipline problems
	Improving relationships between students and parents
	Appreciating the process of loyalty
3 0 1	padarship team is a midleyal management role that requires a high degree of people ar

The leadership team is a midlevel management role that requires a high degree of people and communication skills. A leadership team must communicate with coworkers, the district office, parents, their principal, and the building secretaries. This is not an easy adjustment for most teachers, and they require effective training and guidance to be successful.

This multiple-session training program provides the school leadership team with critical understanding of how to honorably support their building principal and develop valuable leadership and management skills and strategies for successful school management.

This program consists of these additional courses:

- 1. "Don't Kick Them Out!": The Appropriate School Leadership Approach to Managing Negative Behavior (Four-Part Series)
- 2. How to Improve Your Management and Leadership Skills
- 3. The Roles and Responsibilities of an Effective Leadership Team
- 4. The Seven Areas Where Your Principal Needs Support

Presentation Time: Four training sessions

Room Layout: Training Room Anticipated Audience: 10 to 25

Training Schedule

August or September	January or February
October or November	April or May



For School District & Central Office Personnel and Teams



Culture * Teamwork * Vision * Roles * Competency * Management Skills

A public-school district's central office is the lifeline where all company operations are housed. If the central-office executive directors do not fully understand their roles and work together as a cohesive unit, the district will operate at a marginal capacity. In my career, I've had the privilege of working with over 1,375 schools and hundreds of school districts. I've seen the best organizational business practices and the worst. Among the successful school districts I've worked with, an overwhelming number have shown the same pattern. These districts work together and complement each other's departments and objectives. There is no negative competition among the administrative cabinet. After fully evaluating my experiences, I know that the continuity of a school district's central-office administration is critical to its success.

This training institute's purpose is to be a resource for central-office and district-office staff nationwide and to provide a basic blueprint of the best ways to help your building principals, in turn who help your students (your clients) and your teachers (your primary salespeople). It is vital that the district office be connected and have a good understanding of the populations we serve and the best methods to achieve success.

This training institute will deal with critical issues such as the following:

- Primary purpose of central-office personnel;
- Brutal reality of the students we serve today;
- Top three indicators of your climate and culture;
- Twelve signs of a failing or marginal school district;

This training institute will provide some priceless training to those in central offices. A broken culture can cost a school district millions of dollars and even put it out of business. This training institute will be one of the most valuable resources for your personal use and training.

Presentation Time: 2-3 hours (per session)

Room Layout: On Campus or in ZOOM/Virtual Training Room

Anticipated Audience: Cap Limit Is 10 to 25

Training Schedule

August or September (Back to School)

October or November

February or March

Includes 50 copies of this book for participants:

Closing the Central Office Gap!





Specialized Training Programs for Parents and Students



The Best Man Company, LLC's

PARENTAL GUIDANCE & LEADERSHIP INSTITUTE

Plan * Direction * Support

Parent Training Services

Our objectives in this training program are the following:

- To improve the parent- child relationship;
- To help parents and teachers to partner in the students' academic success;
- To help educators increase their understanding of cultural differences and diversity; and
- To teach students how to conduct themselves in a classroom setting for the best possible academic results.

Post-Covid-19 Parenting Education Blueprint Post- Covid-19 Parenting Strategies for Keeping Your Kids Focused on Their Education and Future

Participants will learn about the following:

- Helping children at home during this crisis or other traumatic times;
- Hygiene practices to help your kids stay healthy;
- Resolving past hurts and disappointments;
- Disciplining children for the best results; and
- Planning for your child's academic and economic future.

The Covid-19 crisis has presented parents and families with many challenges. Families have been affected personally, often by illness and even death. Schools have been closed, forcing families to turn to e-learning and home schooling. This training will provide parents and caregivers with some fundamental guidance on getting through the crisis and helping their children succeed in education and life post-Covid-19.

Presentation Time: 1-1.5 hours

Includes 50 copies of these books for participants:

Parents Are the Difference (2017)



Watch Your Mouth!



Training Schedule

August or September	February or March
October or November	April or May



The Best Man Company, LLC's

STUDENT SUCCESS INSTITUTE





Avoiding Destructive Behaviors Institute School Student Enrichment Program (Monthly Student Development Program)

Objectives/Sessions include the following:

- Understanding how to set success goals;
- Understanding why education is important and how to become a scholar;
- Increasing self-awareness;
- Healing from past life traumas;
- Providing students with the necessary life and coping skills to manage past and current life traumas;
- Improving emotional wellness and life outlook;
- Improving student motivation; and
- Ensuring high school graduation,

This program is designed to help students better understand and process negative life events and past traumas. **Group topics will include but are not limited to the following:**

- Substance Abuse ;
- Mental & Emotional Abuse;
- Depression;
- Being a Better Student; and
- Planning Your Academic and Financial Future.

Presentation Time: 30–45 minutes.

Room Layout: On Campus or in ZOOM/Virtual Training Room

Anticipated Audience: Cap Limit Is 60-100

Training Schedule

August or September	January or February
October or November	April or May

Includes 50 copies of these books for participants:

The Student Behavior Handbook (2017)





Specialized Training Programs for Support Staff





Administrative Office Staff Training Services

Our objectives in this training program include the following:

- Helping office staff increase their understanding of cultural differences and diversity;
- Helping office staff improve their communication and supportive approaches to staff, parents, and students;
- Improving communication and business skills; and
- Improving basic skills, such as proofreading/editing, filing, record keeping, and conference and meeting planning.

Office staff are essential to the success of any school. It is critical office personal understand the importance of their job and the details the job encompasses. No school can be successful with a suboptimum office staff. This seminar will help office staff to understand how to effectively:

- Run a school front office:
- Help the principal to be successful;
- Improve customer service;
- Deal with difficult parents;
- Deal with difficult students:
- Deal with difficult staff; and
- Respond in a crisis protocol.

Presentation Time: 2–3 hours (per session)

Room Layout: On Campus or in ZOOM/Virtual Training Room

Anticipated Audience: Cap Limit Is 20-40

Training Schedule August or September (Back to School) October or November February or March

Includes 50 copies of this book for participants:

Team Effort: Why All School Staff Is Important (2017)





Our goal is to empower bus drivers with the necessary social and emotional skills to work our students. Our objectives in this training program are the following:

- Helping bus drivers increase their understanding of cultural differences and diversity;
- Helping bus drivers improve their communication and learning approaches to students;
- Reducing bus incidences; and Improve disciplinary and behavioral practices.

Who Is in Control?" The Pillars of 21st-Century Bus Management: How to Create a Safe Bus Environment/ How to Manage and Address Behavior Problems on the Bus (3-Part Series)

Bus drivers need a dynamic approach. This seminar will empower professional bus drivers with the knowledge, information, and understanding they need to improve on the bus practices to avoid negative behavior. This empowerment seminar includes the following topics:

- Why Do Students Disrespect Bus Drivers?
- 21 Dos and Don'ts for Solving Disruptive Bus Behavior
- How to Communicate With At-Risk Students for Consistent Positive Behavioral Outcomes
- How to Address Behavioral Issues of At-Risk Students
- How to Deal With Parents

This seminar will help bus staff to understand how to effectively:

- Maintain order among students;
- Maintain good interpersonal relationships;
- Observe and report incidents and other problems;
- Get along with students, coworkers, bus drivers, parents/guardians, and the general public;
- Maintain confidentiality of information as required by school policy;
- Maintain control and peace on the bus at all times; and
- Supervise orderly loading and unloading of students.

Presentation Time: 2–3 hours (per session)

Room Layout: On Campus or in ZOOM/Virtual Training Room

Anticipated Audience: Cap Limit Is 20–50

Training Schedule

August (Back To School) February or March

Includes 50 copies of this book for participants:

Team Effort: Why All School Staff Is Important (2017)





Specialized Training Institutes





Leadership * Enrollment * Results

The –22 school year will be the most challenging in history for many schools. Many charter schools will need to fight to save their businesses, or they may experience massive growth (as a result of other schools closing). Recognizing the effects of COVID-19; civil unrest; ongoing trauma; students' learning loss; permanent distance learning; and high levels of depression, grief, and loss will be mandatory for every charter school organization to thrive and survive post–COVID-19.

This training program will wisely guide and advise large and small charter school organizations regarding the best approaches and action plans for charter school success (during and after COVID-19) in . The training will boldly and accurately address:

- how to sell your charter school to clients and the community
- the art of hiring and dealing with staff-related issues and much more
- how to approach academic services post-COVID-19
- how to maintain and increase school enrollment post-COVID-19
- how to take advantage of another school's failure to successfully educate its students
- how to address issues of student and staff trauma
- how to appropriately address the issue of race in the workplace
- when and how to recruit students
- how to manage toxic staff members in a crisis and during the rest of the year
- how to improve customer-service practices
- how to position your school to be competitive and attract new students
- how to make parents happy and use them to market your school

Presentation Time: 3 hours (per session)

Room Layout: On Campus or in ZOOM/ Virtual Training Room

Anticipated Audience: Cap Limit is 30

Training Schedule

July (Administration)	January or February
August (Back To School)	March or April
October or November	

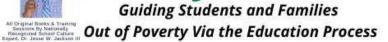
Includes 50 copies of these books for participants:

Closing the Charter School Gap! (2020)





Poverty Institute





How Teachers Can Help Impoverished Students Defeat the Poverty Mentality

Poverty is one of society's major ills, yet it is also one of the most misunderstood issues that we face in education. We have been misled that poverty is just a financial state, but poverty is also an emotional condition that influences our values and our views of the world. Many of our students were born and raised and developed in our human services system, which provides entitlement benefits like food, resources, and medicine. In the middle-class working lifestyle, we believe that the things that we obtain come through the theory of hard work and effort. This creates both a fundamental difference of perspective about the value of education and a great conflict between our day-to-day beliefs about what education should be and how we should approach life. In this training, Dr. Jackson will boldly provide clarity, understanding, and answers for the following questions:

- What are the common challenges of impoverished students?
- What is poverty?
- What are poverty's effects on the classroom and students' ability to learn and connect with their teachers?
- What is the real cultural disconnect?
- What does it look like when middle-class values and lower-class values meet?
- How does poverty emotionally impact teaching staff?
- How does poverty impact students' behavior?
- How should teachers approach the issue of poverty?
- What are the right and wrong ways to approach poverty?
- How can we overcome the poverty mindset?

Presentation Time: 2-3 hours

Room Layout: Training Room or Online

Anticipated Audience: 20-40

Training Schedule

August or September	February or March
October or November	April or May

Includes 50 copies of these books for participants:

Closing the Poverty Gap!



Training Program Resources

Staff Book List (All books are by Dr. Jackson)

Book Title		Cost
1. Closing The Relationship Gap! (2018)	Chaing The Gradual The Gradual Annual Control	\$14.95
2. Closing The Leadership Gap! (2019)		\$14.95
3. Warning Signs of a School Shooter (2016)	COLUMN TO THE STATE OF THE STAT	\$10.00
4. Pay Attention! 21 Strategies to Improve Classroom Engagement of At-Risk Students (2016)		\$12.00
5. Respect The Game (2011)	Respect The Game	\$12.00
6. Educators & Marriage: 10 Steps to Maintaining a Successful Marriage with an Educator (2016)	EDUCATORS IN MACHINES	\$10.00
7. The Student Behavior Handbook (2017)	The Market of The Market of Market one of Ell and Decode of Ell and Decode	\$10.00



8. Work Together! How To Identify And Eliminate Toxic People From Your Workplace Environment	Work	\$10.00
9. Parents Are the Difference (2017)	Parents Defleyment	\$10.00
10.Success Or Failure, Teachers Are The Difference!	Success Or Failure	\$10.00
11.Momma Issues! The Oppressive Mother Syndrome (2015)	Momma Issues United the Control of t	\$10.00
12.Eliminating Excuses! How To Help And Teach Students Who Experience Trauma (2018)	2	\$10.00
13.Suspension Is No Longer An Option! (2017)	Suspension 5 to tonday at remain	\$10.00
14.Raising The Standards (2017)	Raising The Standards!	\$10.00
15."I'm Not A Victim!" 8 Dos & Don't To Heal And Move Forward From Molestation (2012)	61 Am Not A Victim! 2002000000000000000000000000000000000	\$10.00
16.White Teachers, Black Students! How To Improve Our Communication, Cultural Awareness And Learning Approaches For Black Students & Parents (2014)	White Peachers, Black Studentsel us - means us daths of the studentsel to be seen to be to be to be seen to be seen to	\$10.00



17.Team Effort: Why All School Staff Is Important (2017)	Don't K. Team Effort!	\$10.00
18.Don't Kick Them Out! Why Black & Latino Students Frequently Get Suspended (2014)	Dem's Kick Them Out!"	\$16.95
19.College Or Prison, The Male Crisis of the 21st Century: How to Educate, Discipline and Keep At-Risk Males in the Classroom & Out of Prison	College Prison	\$14.95
20.Daddy Issues: Why Fathers Are Important (2009)	Daddy Issues	\$10.00
21.Closing The Race Gap! How An Educator Can Appropriately Address The Issue Of Race In A School Workplace Environment	Closing The Race Gap!	\$15.00
22. Closing The Communication Gap! (2019)	AND	\$15.00
23.Closing The Poverty Gap! (2020)	Closing The Poverty Gapl	\$15.00
24.Closing the Trauma Gap! ()	CANADA SE TENNA SE TE	\$25.00
25.Closing The School Culture Gap!	The second of th	\$15.00



26.Closing The School Discipline Gap!		\$25.00
27.Social Distance!	Partial Partia Partial Partial Partial Partial Partial Partial Partial Partial	\$15.00
28.Closing The Central Office Gap!	9991 (1909) 	\$15.00
29.Closing The Test Taking Gap!	Special field states of the special states o	\$10.00
30.Closing The School Board Gap!	51,0000 HT 55000 HUAND 5600 WAND 5600	\$25.00
31.Watch Your Mouth!	MATCH YOUTH!	\$10.00
32.Watch Your Mouth!(Spanish)	CUIDADO DECAL PROPERTOR OF THE PROPERTOR	\$10.00



The Best Man Company, LLC is a professional development company that specializes in training resources for schools to address student trauma, race and cultural issues, and COVID-19 school re-entry trauma, and to foster better student-teacher relationships and improve students' behavior and academic performance.

We provide onsite and virtual trainings, books, school executive coaching and consulting, and professional development training for all K-12 school staff, administrators, school board members, students, and parents.

The Best Man Company, LLC's mission is to support schools in graduating students and producing taxpaying citizens.

The Best Man Company's Goals

- Increase student achievement and high school graduation rates.
- Help students discover the life paths that match their skill sets.
- Help students, parents, and professionals recover from life trauma and emotional setbacks and repair their family relationships.
- Provide professional development training for staff members and parents who work with at-risk students

The Best Man Company, LLC has provided professional development training throughout the nation since 2007.

The Best Man Company, LLC Po

Box 251722

Plano, TX 75025

Contact: Jesse W. Jackson III

Office: 469-755-9801 Fax: 888-215-6481

Email: info@bestmancompany.com



Dr. Jesse W. Jackson III is an internationally recognized school executive coach and trainer who specializes in at-risk student achievement and in changing organizational culture.

Dr. Jackson has been in private practice since 1998 and is currently one of the most requested staff-development trainers in the United States on the topics of negative student behavior, staff problems, and decisive workplace leadership. His organization has trained thousands of professional staff members, parents, and students worldwide. As a keynote speaker, seminar leader, coach, and professional counselor, Dr. Jackson addresses more than 300,000 people each year.

He has written seventy books, several of which have become international bestsellers, including *The Best Man; Daddy Issues: Why Fathers Are Important; College or Prison: The Male Crisis of the 21st Century; "Don't Kick Them Out!"; Suspension Is not an Option! Closing the Poverty Gap!; How to Help and Teach Students Who Experience Trauma; How to Prevent Educator Burnout;* and Success or Failure: Leaders Are the Difference.

Dr. Jackson has visited and trained staff at more than 1,300 schools throughout the United States, establishing a reputation as a difference-making game-changer for the organizations he has worked with. Schools that partner with Dr. Jackson commonly see lower suspension rates, higher graduation rates, improved standardized test scores, better student-teacher relationships, and more productive staff performance.

During the covid-19 pandemic and school crisis, Dr. Jackson has become one of the most trusted sources for school leadership by developing the Covid-19 School Re-Entry Process Training Program, which more than 200 schools and districts have used to provide an emotionally safe blueprint for returning staff and students.

Dr. Jackson continues to travel weekly throughout the United States, providing students with hope and options, giving parents confidence and teachers clarity, and offering school leaders an irrefutable blueprint for school success.



Recently, Dr. Jackson has developed the Culture Awareness Institute to provide guidance for school leaders, teachers and staff to address the issue of race in their school. During the 2020- school, Dr. Jackson provided training and consulting services for over 12,000 professionals (via in-person and Zoom) in the United States, maintaining an consistent training rating of a perfect four by 94% of all attendees.

In addition, Dr. Jackson has developed the *New Teacher Orientation* training program in order to better prepare teachers for the Non-Suspension Era and the realities of teaching in impoverished school environments. The program focuses on running the classroom; preventing teacher burnout; and managing workplace relationships with coworkers and family members.

Dr. Jackson's goal is to equip one hundred thousand schools with the necessary professional skills and understanding required to teach and meet the growing needs of today's students.

- Dr. Jackson is a nationally recognized educational consultant in the area of at-risk student graduation and learning practices.
- As a keynote speaker, seminar leader, and licensed professional counselor,
 Dr. Jackson has addressed over 600,000 people in his career.
- Dr. Jackson has given over 225 successful trainings on race and diversity issues in the workplace.
- Dr. Jackson has conducted professional development training in 43 U.S. states.
- Dr. Jackson delivered over 100 virtual sessions has conducted professional development training during pandemic with over 100,000 participants sessions during pandemic. in 43 U.S. states.
- Dr. Jackson conducts over 200 in-house training programs and keynote events per year.
- Dr. Jackson is a practicing licensed counselor. Dr. Jackson has been in private practice since 1998.
- Through his counseling program, Dr. Jackson directly supports over 1,000 clients per month with some form of counseling services.
- Through his leadership guidance program, Dr. Jackson directly supports over 100 organization leaders per month.
- Dr. Jackson has authored seventy-two books, eleven of which have become international bestsellers, including the male development classics *The Best Man, College or Prison: The Male Crisis of the* 21st *Century, Don't Kick hem Out!, Can We*



Keep Black Boys Out of Prison?, Closing The Race Gap!, and Success or Failure: *Leaders are the Difference.*

• Dr. Jackson has had over 400,000 readers of his books worldwide. Dr. Jackson has been the full-time managing partner of The Best Man Company, LLC since 2011. Dr. Jackson will be the sole trainer on this project.