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## 2019 Offerings and Opportunities

The big reveal is here! Please take a look at our 2019 Calendar and notable changes for Positive Approach® to Care's (PAC's) Events. While this list does not include all of Teepa's Speaking Engagements, PAC Speaking Engagements, Webinars, or our Private Skills Days, we will have those up on the [website calendar](#) as we finalize those dates.

Here at PAC we work tirelessly to change the culture of dementia care, one mind at a time. Though we are mindful of the effect pricing shifts have on each mind, or person, after several years of fixed rates, we must adjust with the times to continue to offer the highest quality trainings, materials, and information. While we understand that for some, our prices can be a big investment, we are willing to work with you in order to make it possible for you to join us on this journey. Check out what is new, but also feel free to reach out **now** to book a 2018 event at the lower price! *All prices show in USD unless otherwise stated. Contact us via [email](#) or by phone at 877-877-1671 for additional details.*

### Certifications - US Public

A full, two-day course for individuals to become certified in one of four areas; Coach, Trainer, Consultant, or Engagement Leader. Please email the [Outreach Team](#) for more information or to sign up for a course.

- \$1900/person for all US based courses
- Start to grow your skills before you get to the course with Champion Courses
  - \$180/level (credited towards certification registration)

Use promo code **EARLYBIRD19** to receive \$50 off your registration fee if you sign up before January 1, 2019. Certification registration opens September 1, 2018, for the events listed below.

[January 28 – 29, 2019: PAC Coach Certification – Birmingham, AL](#)

[January 28 – 29, 2019: PAC Trainer Certification – Cary, NC](#)

[February 21 - 22, 2019: PAC Trainer Certification – Houston, TX](#)

[March 14 – 15, 2019: PAC Coach Certification – Baltimore, MD](#)

[March 21 – 22, 2019: PAC Trainer Certification – Louisville, KY](#)

[March 25 – 26, 2019: PAC Trainer Certification – Las Vegas, NV](#)

**Note: Registration for the remaining 2019 Certification Events will open on January 2, 2019. Check the September Edition of the Online Dementia Journal for details on how to reserve your seat with a \$250.00 deposit.**

### **Champion Courses**

Teepa will be offering some Level One and Level Two PAC Champion Courses in NC. PAC Trainer Mentors will offer them across the US, Canada and Wales. Contact [Beth Tesfay](#) for more information and schedule availability.

- One-Day Program – five hours and 30 minutes of content
- \$180 per person – materials included, meals not included

### **Community Evening Events**

Emphasis on “Building Dementia Competent Community Support” or “Fostering a Dementia Aware Community” – a program that is provided for a minimal or donation-based fee for attendees, with the use of sponsorships to cover expenses and fees.

### **Consulting Services**

Both individual and group support offered in person, by phone, and virtually using [Zoom Video Conferencing](#). Please [email us](#) to sign up for the Care Partner Support Series or to set up your first consultation.

#### **Consultations**

- Free 30-minute initial consultation
- \$45/hr for additional time with a PAC Consultant

#### **Online Care Partner Support Series**

- \$50 to register and participate in a series of five weekly sessions

#### **In Person Care Partner Support Series**

- Skilled facilitators have the option to purchase the rights/license
- \$500/year
- \$50 for facilitator training session
  - Discounts for PAC Certified Independent Professionals

### **E-Learning Options**

PAC is currently partnered with [It's Never 2 Late](#), [Relias Learning](#), and [Medbridge](#) as a way to share our content with the larger online learning community. We are looking to partner with additional LMS providers. Please [contact us](#) if you are interested in building an online learning relationship with PAC.

## International

PAC is expanding its reach even further around the world with Speaking Events, Skills Days, Certification Events, and more. In 2019, Teepa and the PAC Team will travel to Wales, Scotland, Poland, Australia, South Africa, and possibly Bulgaria to spread the PAC message. Please [email us](#) with questions or to book an event.

### Certifications - Canadian Public

- \$1700/person for all Canadian based courses
- Start to grow your skills before you get to the course with Champion Courses
  - \$180/level (credited towards certification registration)

### Certifications - International Public

- \$1900/person for all courses
- Countries outside the US and Canada

## Licensing

PAC has developed a very diverse library of video and printed content that may be utilized as awareness and knowledge resources for your organization or community group. If you are interested in learning more about licensing these materials, please [email us](#).

## Organization and Community Designation

Organizations and communities that truly embody the Positive Approach® to Care methods and philosophies may be recognized with a PAC Designation at one of four levels; **Aware**, **Knowledgeable**, **Skilled**, and **Competent**. Each level holds different certification requirements, levels of culture shifts and expectations, administrative support, and marketing offers with PAC. Interested organizations can begin the journey with a self-survey and a call with our relationship manager. Please reach out to [Deborah Tyler](#) to start your journey.

- \$50 for the initial 45 minute call and survey; fee waived if designation pursued
- \$1,000 for annual designation and \$2,000-\$3,000 per day depending on the size of the organization for two to three site visits – one planned site visit and one to two unplanned site visits
- Criteria is being revised and PAC will begin accepting applications January 1, 2019

## PAC Conference

Join us for our first, annual PAC Conference and Symposium. PAC will bring together our own PAC Team stars, the PAC Core Team of individuals who are living with dementia and would like to share their message, as well as others that share PAC's philosophy for speaker sessions, trainings, breakout activities, round table discussions, and more. Please connect with the [PAC Outreach Team](#) if you are interested in becoming a speaker or sponsor for this event. **Location and details will be finalized by January 1<sup>st</sup>, 2019.**

### **Private Certification**

A full, two-day course with an optional third day to extend the PAC energy and excitement with even more of your team. To build your team and start the journey towards becoming truly PAC Aware, reach out to [Deborah Tyler](#).

#### **Trainer/Coach Combo**

- \$1800/person + travel expenses for three PAC Mentors
- 16 hours of content
- Minimum of nine participants (three trainers and six coaches)
- Optional third day (On-the-floor coaching, PAC Speaker, or Private Skills Day)  
\$1000 - \$3000
- Discount on skills cards, content cards, companion cards, or Dementia Caregiver Guide at time of booking

### **Private Skills Days** *(not listed on the downloadable calendar)*

PAC has many skilled PAC Trainer Mentors who have been trained by Teepa directly to enter your facility and offer a taste of PAC skills in a larger group awareness day or a smaller group practical two-day event. Contact [Tracy Ouellette](#) for more information or to schedule your training.

#### **One-Day Skills Awareness**

- \$3,000 + travel expenses for two PAC Trainer Mentors
- Four hours and 30 minutes of content
- 45 learners maximum
- Discounts offered on many PAC Products at time of booking

#### **Two-Day Skills Intensive**

- \$6,000 + travel expenses for two PAC Trainer Mentors
- Four hours and 30 minutes of content per day
- 18 learners maximum
- Discounts offered on many PAC Products at time of booking

### **Policy and Payments**

PAC requires a twenty (20%) percent deposit of the total cost of any Agreement upon signing. Should you cancel the services described in an Agreement within thirty (30) days of the engagement, PAC will retain ten (10%) percent of the deposit fee, plus you will be held responsible to pay, in full, for any booked, non-refundable travel arrangements. The remaining ten (10%) percent of the deposit fee will be refunded to you after all non-refundable travel expenses are paid in full.

Please be advised that PAC requires payment of all outstanding invoices within thirty (30) days of the date of invoice. Further, any invoice remaining unpaid after the thirty (30) day time frame will accrue interest at the rate of two (2%) percent per month on the unpaid balance, up to a maximum of eight (8) months, for a total interest penalty of up to sixteen (16%) percent. Timely payment of invoices will ensure you will not be liable for any

additional interest fees. Please note that early pre-payment of fees will also guarantee no interest penalty will accrue to your account.

## **Products**

In 2019, you will see more PAC Resources available for purchase on [Amazon](#), some new GEMS® related resources, an expanded selection of digital offerings, both in video and downloadable content, and we will offer closed captioning as a new accessibility feature on [Creative Solutions to Challenging Situations](#), [Dementia Care Provision](#), [PAC Skills Make the Difference](#), and the [Seeing It From the Other Side Series](#). As we close 2018, we have created some educational licensing packages, for those required training hours, complete with quizzes, video content, and bonus materials - an offering that we will continue to expand as we move into 2019. Please reach out to the [Products Team](#) for more information.

## **Speaker Events – PAC Speakers** *(not listed on the downloadable calendar)*

If you've ever considered bringing Teepa to your area but hit budget or scheduling roadblocks, consider hosting a skilled PAC Speaker for your event. PAC Speakers are as close to Teepa as you can get, at a lower price point. All speakers work directly with Teepa to develop their content and style to reach the audience in the most engaging and exciting way. Contact [Tracy Ouellette](#) for more information or to book a speaker.

### **One Day Skills Awareness**

- \$2,500 per day + travel expenses
- Up to six hours of content
- Discounts offered on many PAC Products at time of booking

## **Teepa Snow Engagements** *(not listed on the downloadable calendar)*

PAC continues to accept offers for large groups looking for something a little bit different. We have a few more open dates in 2019 for those seeking Teepa with a side of PAC. [Email us](#) for more information or to check availability.

### **Teepa Talks**

- \$5,000 + travel expenses + optional additional Mentors/Sales/Products
- One-Day Program – up to six hours of content
- Live Streaming options available (please reach out if you have already booked a date for 2019 but would like to discuss this option),
- Discounts offered on many PAC Products at time of booking

**GEMS® Stage Show** - Previews from the 2017 event coming soon! [Email us](#) for more information or to book your own Stage Show with Teepa and the PAC Team.

**Virtual Live Events with Teepa** – Attend one of Teepa’s events virtually for a low fee. These events will be streamed live via [Zoom Video Conferencing](#) and you will be given access to the recording of the event. [Email us](#) for more information and schedule availability.

**Knowledge Intensives** - we will be offering these as a virtual series or full-day virtual option unless we find a host that can fit into Teepa’s 2019 calendar. [Email us](#) for more information or to learn more about hosting one of these courses.

### **Webinars - Private**

Work with the PAC Team and Teepa to create and offer webinars to your audience with real-time discussions that provide just the right match to the needs and preferences of your organization. [Email us](#) for more information.

### **Webinars - Public**

Teepa and the PAC Team will continue to offer multiple series and individual live and recorded webinars on various topics throughout the year. We will also keep running the ***Ask Teepa Anything*** series for free to answer some of those burning questions. [Email us](#) for more information, schedule availability, and sponsorship opportunities.