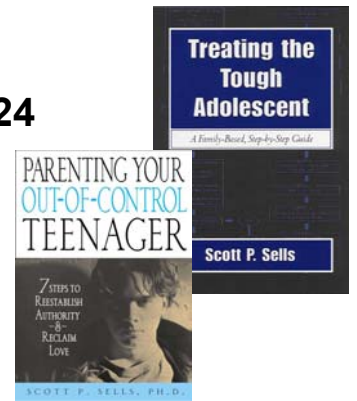




Savannah Family Institute
161 PASSAIC LANE • RICHMOND HILL, GA 31324
TEL (800) 735-9525 • FAX (912) 727-2840
WWW.DIFFICULT.NET



Thank you for your interest in Savannah Family Institute's workshops on treating the tough and defiant adolescent. We look forward to conducting a workshop for your organization in the near future!

Enclosed you will find information on planning a workshop, including...

- A workshop checklist
- Personal bios of each presenter
- Workshop Evaluations
- Learning Objectives for Each Workshop
- Sample course agendas for one- and two-day workshops

If you would like to receive a short video describing our workshops and what makes them unique, please call or e-mail us. We will be more than happy to send you a copy!

Once again, we look forward to working with you. If you have any further questions or would like to schedule a workshop, please contact us at the address or numbers above.

Sincerely,

Scott P. Sells, Ph.D.
Executive Director
Savannah Family Institute

Workshop Checklist

1. DECIDE ON A TOPIC FOR YOUR WORKSHOP

SFI currently conducts workshops on several different applications for treating tough adolescents and their families. A workshop can be tailored, however, to meet the needs of almost any agency or group. SFI currently offers the following four workshops:

Treating the Out of Control Teenager: A Step-by-Step Guide

Our most popular workshop is based on Dr. Sells' first book, **Treating the Tough Adolescent: A Family-Based Step by Step Guide** (Guilford Press, 1998) and his recent best-selling book, **Parenting Your Out-of-Control Teenager: 7 Steps to Reestablish Authority and Reclaim Love** (St. Martin's Press, 2001). We can complete an overview in one day, or an intensive workshop in two days (see attached agendas).

Your work with out-of-control kids is often made more complicated by the presence of rigid or demoralized parents who seemingly won't lift a finger to help their own child. This workshop offers a 7-step model that both educates parents about the reasons their teen is spinning out of control and shows counselors how to carefully coach them, step-by-step, as they take back their lost authority to change their kids.

Participants will learn a detailed, graduated process that helps parents identify trigger points with their child, learn effective contracting skills, create creative strategic consequences, and mobilize a system of family and community support. We'll pay special attention to the often-overlooked importance of restoring nurturance once a teen's behavior has been brought under control. You will also learn the specific consequences necessary to stop their seven big guns of truancy, running away, suicidal threats, violence, disrespect, sexual promiscuity, and drug and alcohol abuse.

Finally, we will explore the concept of "undercurrents" to bring about deep healing in the child and family. "Undercurrents" are underlying themes in the family's life, such as abandonment, fear, violence, family secrets, role confusion, suicidal thoughts, or intimacy versus distance, that lead to the re-birth and maintenance of horrific symptoms like teen violence, depression, and suicide.

Undercurrents: Unlocking Hidden Client Languages to Unstick Impossible Cases

With the current focus on quick-fix approaches to therapy, deeper issues such as un-mourned losses, fear, violence, and other family secrets can easily become undercurrents ignored in the treatment room. Yet until such problems are addressed and there is deep healing, apparent changes are usually short lived and relapse of symptoms, like eating disorders, substance abuse, and depression, are common. This workshop will teach clinicians how to spot hidden undercurrents and what questions to ask to bring them out. It will also identify the qualities a therapist must have to elicit

undercurrents, including a willingness to face intense conflict and an ability to break family rules without creating blame. Participants will learn techniques to help them disarm family defenses, generate therapeutic intensity within sessions, and choreograph enactments that bring avoided issues to the surface. The spirituality inherent in undercurrents will be highlighted throughout.

Participants will also be shown how to spot undercurrents through their client's body language and the specific questions you need to flush them out in the open. Once undercurrents are revealed, you will be shown techniques such as "fever-making" "process choreography," therapeutic rule breaking," and the "function of the symptom" to heal your client's undercurrents.

Video case examples will be used to demonstrate these key strategies. Ethical considerations, as well as the optimal timing of when and how to use undercurrent therapy will be discussed in detail.

Parenting with Love and Limits: Parent Training for the Defiant Teen

The goal of this program is prevention through proactive skill building. Based on Dr. Sells' new parenting program, **Parenting With Love and Limits**®, this workshop outlines a six-week training seminar for parents. The seminar has had enormous success in teaching parents the core skills they need to stop their teenager's behavioral problems and prevent their further occurrence.

We will teach participants how to implement this six-week educational seminar within their agencies, hospitals, classrooms, or private practice work settings. In addition, we will show participants how to market the program and how to get parental commitment to continue participation through the entire six weeks. We will also show participants the optimal use of handouts and how to get parents to complete essential homework assignments between classes. Finally, we will show participants how to use this course as a filter to determine which families need more intensive one-to-one treatment and those that need only periodic follow-up after the course is completed.

Combining the Out of Control Adolescent and Parent Training Programs

This program integrates the central concepts and strategies of both workshops into a full day or two-day overview.

2. CALL AND SCHEDULE A DATE FOR YOUR WORKSHOP

The first order of business is to call and schedule a date for the workshop. The calendar fills very quickly, so please call early. One suggestion -- from our experience, therapists working in agencies typically prefer workshops conducted during the workweek. On the other hand, professionals in private practice tend to prefer that at least one day of the workshop occur on a weekend so they do not have to miss two days of work.

If possible we recommend two days of initial training in the approach. Advanced level workshops can be completed, however, in a single day.

Savannah Family Institute is proud to have a highly skilled and experienced team of trainers, all hand picked and intensively trained by Dr. Sells (see the attached biographies).

To schedule your workshop, please contact:

Barry W. Lee, Business Manager
Savannah Family Institute
161 Passaic Lane
Richmond Hill, GA 31324
Toll Free 1-800-735-9525
Direct Line (912) 727-2840
Fax (912) 727-2847
Email: barry@difficult.net

3. WE WILL SEND YOU A TRAINING AGREEMENT

Once we have settled on a date and scheduled a trainer, we will mail you a simple Training Agreement outlining the details of our agreement. This memorandum will include the following information: (1) dates for the workshop; (2) statement of workshop fee; (3) statement indicating that all workshop expenses will be paid by the sponsor, including air, food, and lodging; (4) workshop topic; (5) statement of cancellation policy.

Please note that workshop dates are *not* guaranteed until the Training Agreement has been received and signed by both parties. You may fax the memorandum to SFI at: (912) 727-2847.

4. PRODUCE AND MAIL YOUR OWN BROCHURE

Upon your request, we will be happy to supply you with sample brochures. Please feel free to copy from these samples to create your own brochure. If you have any questions or would like our input, please call us at 1-800-735-9525.

About the Author

Due to the wide acceptance of his books, Dr. Scott P. Sells brings national recognition as an expert in the treatment of difficult teenagers. His ongoing lecture and workshop schedule is currently reaching thousands of professionals and parents.

Dr. Sells has been a practicing therapist for over 14 years, treating over 300 out-of-control teenagers and their families.

Background. Dr. Sells holds doctorate degrees in both Social Work and Family Therapy from Florida State University and a Master's degree in Social Work. Currently, he serves as a Full Professor at Savannah State University, teaching masters students in advanced clinical practice. Dr. Sells also serves as a consultant for the Department of Juvenile Justice, and as the Executive Director of the Savannah Family Institute.



Dr. Sells is receiving widespread media coverage for his work with an inner-city neighborhood, establishing a community center clinic that will treat at-risk children using the principles from his books.

Professional Memberships and Certifications

American Association for Marriage and Family Therapy - Approved Supervisor

Licensed Clinical Social Worker (Lic # 01790-C)

Licensed Marriage and Family Therapist (Lic # 01456)

Publications. Dr. Sells' first book, entitled Treating the Tough Adolescent: A Family-Based, Step-by-Step Guide (Guilford, 1998), was based upon a four year outcome study of 82 difficult teenagers and their families. This book was featured as the alternate main selection in the Behavioral Science Book Club.

Dr. Sells' wrote his second book, entitled Parenting Your Out-of-Control Teenager: 7 Steps to Reestablish Authority and Reclaim Love (St. Martin's, 2001), because current parenting books and counseling programs often did not address the special circumstances specific to the out-of-control teenager. This book is based upon a four year research study and contains the seven critical steps parents need to restore both love and limits with their teenagers.

In addition to these two books, Dr. Sells has had over a dozen major publications in preferred journals, plus a book chapter in the Handbook of Family Therapy Research Methods (Guilford, 1996).

Conference Presentations. Dr. Sells has extensive experience as a keynote speaker for national professional organizations like the American Association of Marriage and Family Therapy, the National Association of Social Workers and the Southeastern Psychological Association. He has also presented at national conferences for the Council on Social Work Education and at state conferences for the Nevada Association for Marriage and Family Therapy, the Georgia Association for Marriage and Family Therapy, the Clinical Social Workers' Association and the School Social Workers' Association of Georgia. Dr. Sells was invited to be one of six expert presenters at the American Association of Marriage and Family Therapy's prestigious Summer Institutes in Park City, Utah, and the Cape Cod Institute in Cape Cod, Massachusetts, honors given only to those in the field who are demonstrating cutting edge work in the field.

Trainer Bios

Scott P. Sells, Ph.D., LCSW has conducted seminars in over 80 cities for the past four years and spoken to over 10,000 professional counselors and parents based on his first book entitled, **Treating the Tough Adolescent: A Family-Based, Step-by-Step Guide (New York: Guilford Press, 1998)** and his second book entitled **Parenting Your Out-of-Control Teenager: 7 Steps to Reestablish Authority and Reclaim Love (New York: St. Martin's Press, 2001)**. He is a Full Professor at Savannah State University and the Executive Director of Savannah Family Institute. Over the past fourteen years, Dr. Sells has treated over 300 difficult children.

Greg H. Lindsey, M.A., L.P.C. has worked with families and youth for over 20 years. As a therapist, educator and administrator, Greg has been instrumental in the establishment of successful and respected treatment models, treatment programs and residential centers. His insight and experience in helping parents and difficult youth has led to his involvement as a board member for national organizations. As SFI's Clinical Director, Greg supervises therapists, conducts ongoing research, fulfills grants and contracts and trains and presents for the Savannah Family Institute.

Ted Stein, CPC has spent the last decade helping unhappy families and couples choose more effective behaviors that result in rediscovering lost love and tenderness. Ted maintains a private practice in La Crosse, Wisconsin called Stein Counseling & Consulting Services, Ltd. And he is the director of SFI Wisconsin. Ted specializes in family, couple, and adolescent counseling using a solution focused approach. He is an adjunct professor at Viterbo University where he teaches Effective Behavior. He has twice been nominated for the University of La Crosse, Wisconsin Rada Distinguished Alumnus award. Ted is a member of the American Counseling Association (ACA), the Association for Specialists in Group Work (ASGW), the International Association of Marriage and Family Counselors (IAMFC), and the Association for Counselor Education and Supervision (ACES). Ted is a member of the distinguished Red Cross Disaster Relief Team Mental Health Services. Additionally, he is a Certified Corrective Thinking Practitioner and Certified Multi-Cultural Competent. Locally, Ted serves on the Juvenile Justice Coalition and the Child Abuse Task Force. He provides clinical supervision and consultation to other mental health professionals in the La Crosse Area. In 2002, Ted had one of his adolescent group services programs objectively evaluated and it was rated in the top 8% in the country for effective treatment of high risk adolescents.

Karla Hillen, LCSW, is a family therapist working with military families and kids at Ft. Stewart, GA. Karla has been involved with the military for over 20 years. In 1994, Karla completed her Master's in Social Work at Norfolk State University, Norfolk, VA. Karla's clinical experiences include working with trauma survivors, kids and their families in a juvenile court system, teens and their families with drug and/or alcohol problems, and currently in an outpatient psychiatry clinic. Karla is a certified EMDR.

Workshop Evaluations

The evaluations of the workshops are overwhelmingly favorable based upon the written comments received and the standard evaluation forms returned. Written comments seem to center around a theme that the workshop is highly practical, easy to understand, and fills the need for a step-by-step approach. Sample written comments include:

"I came as a parent, a professional, and a student. Rarely has a workshop been so useful to all the hats I wear." – Dr. Cynthia Wilburn, Phoenix, Arizona, March 17, 2001

"Motivating, practical, respectful, clear, "do-able" model. I've never experienced such a touching workshop that fills me with therapeutic hope". - Dr. John Marque, Sydney, Australia, March 2002

"The presentation made me excited about new ways of working, something I haven't felt from a workshop for a long time". Dr. Lynn James, Jackson Mississippi, June 2002

"Great workshop. Showed us that there is light at the end of the tunnel! That there is a proven program to help my out-of-control teenager". Betty Rutherford, Parent, January 2002, Chicago, IL.

The results from the standardized evaluation forms are favorable. The following table gives a summary of the numerical ratings from our presentations at the American Association of Marital and Family Therapy (2002), the Georgia Association of Marital and Family Therapy (2002), and the Master's Therapy Series (2001). These scores are representative of the scores from other workshops, which are also available upon request. Ratings are based on a 6-point scale, with a score of 6 being the highest. Averages for all the participants for each question were calculated.

Conference Session	My Rating	Average Score
American Association of Marital and Family Therapy (>02)		
I acquired new skills or knowledge.	5.67	4.54
The presenter had sufficient knowledge and expertise.	5.57	5.05
The method used to present held my attention.	5.22	4.27
The stated learning objectives were met.	5.37	4.95
The presenter presented material in an organized manner.	5.45	5.05
Georgia Association of Marital and Family Therapy (>02)		
1. I acquired new skills or knowledge.	5.89	Not available
2. The presenter had sufficient knowledge and expertise.	5.65	
3. The method used to present held my attention.	5.77	
4. The stated learning objectives were met.	5.57	
5. The presenter presented material in an organized manner.	5.81	
The Master's Series Conference (>01)		
1. I acquired new skills or knowledge.	5.91	Not available
2. The presenter had sufficient knowledge and expertise.	5.95	
3. The method used to present held my attention.	5.87	
4. The stated learning objectives were met.	5.89	
5. The presenter presented material in an organized manner.	5.83	

Learning Objectives

Treating the Out-of-Control Adolescent: A Step-by-Step Guide

Participants who complete this workshop will be able to:

- ▶ Understand why adolescents are oppositional, learning how to effectively treat this population through the illustration of specific clinical markers (important moments of change) diagrammed within the 15-step treatment model.
- ▶ Learn and apply specific principles and guidelines on how to engage the uncooperative child or adolescent, empower the single parent, change parent-child communication and confrontational patterns, restore tenderness within the family and stop substance abuse.
- ▶ Learn the specific consequences necessary to treat oppositional teenagers and neutralize their five aces of truancy, running away, suicidal threats, violence and disrespect.
- ▶ Mobilize the parents' natural support systems (i.e., friends, neighbors, ministers, co-workers) to support the parent and stop the teenager's behavior problem.

Undercurrents

Participants who complete this workshop will learn how to:

- ▶ Identify the “undercurrents” or underlying themes in a client’s life, such as abandonment, fear, violence, family secrets, role confusion, suicidal thoughts, or intimacy versus distance, that lead to the re-birth and maintenance of horrific symptoms like eating disorders, substance abuse, and depression.
- ▶ Spot undercurrents through your client’s body language and the specific questions needed to flush them out into the open.
- ▶ Apply the specific techniques of “fever-making,” “process choreography,” “therapeutic rule breaking,” and the “function of the symptom” to heal these undercurrents in your clients and families through video examples.
- ▶ Apply undercurrent therapy to spirituality and the special treatment populations of conduct disorders, depression, substance abuse, eating disorders, and domestic violence.
- ▶ Evaluate ethical considerations as well as the optimal timing of when and how to use undercurrent therapy.

Parenting with Love and Limits

Participants who complete this workshop will learn how to:






- ▶ Help parents select from a menu of research-based techniques to stop their difficult child or teen in the areas of disrespect, lying, fighting, running away, negative peer influences, ditching school, failing grades, ADD, and drug or alcohol use.
- ▶ Use videos get resistant parents to complete essential homework assignments.

- ▶ Use "The Inner-Outer Circle" technique to make parents the experts in solving their own teenager's problems.
- ▶ Conduct mini-counseling sessions with parents from the class using actual principles (i.e., contracting) to solve current problems, thereby bridging the gap between video, discussion, and real life problems.
- ▶ Use this course as a filter to determine which families need more intensive one-on-one treatment and which only need periodic follow-up after the course is completed.
- ▶ Set-up, successfully market, and conduct their own six-week parent training classes.





Workshop Agendas

Treating the Out-of-Control Adolescent: A Step-by-Step Guide

DAY ONE

8:30 am – 9:30 am	Why the Out-of-Control Adolescent Misbehaves: The Top 7 Reasons  Video Demonstration <i>How Parents Get Defeated: Kids Play the Process Game Like A Master Chess Player</i>
9:30 am-9:45 am	BREAK
9:45 am-11:00 am	15-Step Treatment Model: An Overview Engaging the Resistant Teenager: Knowing the Stages of Readiness ◆ Pre-contemplation ◆ Contemplation ◆ Preparation ◆ Action ◆ Maintenance ◆ Termination
11:00 am- 12:00pm	Engaging the Resistant Parent: Defining and Redefining the Problem  Video Demonstration: <i>The Boy Who Heard Voices: The Devil Made Me Do It</i>  Video Demonstration: <i>What Happens When You Don't Have a Clear Contract</i>
12:00 pm-1:00 pm	Lunch on Your Own
1:00 pm-1:45 pm	7 Strategies to Set Clear Rules and Consequences <ul style="list-style-type: none">▶ How to get parents to agree on top three problem behaviors▶ Converting unacceptable behaviors to concrete rules▶ The top 10 consequences to stop disrespect, truancy, alcohol and drug abuse, violence, running away, teen pregnancy and threats of suicide▶ Using both positive and negative consequences▶ How to successfully incorporate the teen's input▶ Troubleshooting thinking two steps ahead of your teenager
1:45 pm-2:00 pm	Break
2:00 pm-3:00 pm	Showing Parents How to Win Arguments by Changing the Mood and Direction of Confrontations with Their Teenagers  Video Demonstration: <i>The Daughter That Cried Wolf</i>
3:00 pm-4:00 pm	How To Inject Nurturance Back Into the Parent-Teen Relationship <ul style="list-style-type: none">▶ Education and Normalization▶ Hugs▶ Special Outings  Video Demonstration: <i>I Became a Man Through My Father's Eyes</i>


DAY TWO

8:30 am – 9:30 am	<p>A Menu of Creative Consequences to Stop the Teenager's "Seven Aces" Ace #1: Truancy and Poor School Performance</p> <p> Video Demonstration <i>To Wear a Beanie or not Wear a Beanie: That is the Question</i></p> <p>Ace #2: Running Away Ace #3: Threats or Acts of Violence</p> <p> Case Study <i>Rebecca Be Good: A 16-year-old Out of Control and Suffering From Multiple Truancy Disorder</i></p>
9:45 am – 12:00 am	<p>Ace #4: Suicidal Threats Ace #5: Disrespect Ace #6: Alcohol or Drug Abuse Ace #7: Teen Pregnancy</p>
12:00 pm-1:00 pm	LUNCH
1:00 pm-2:00 pm	<p>Working with Outside Systems: Friends, Neighbors, Police, Probation Officers and Other Counselors</p> <p> Video Demonstration: Community Family Therapy  Video Demonstration: Foster Care A Different Kind of Animal</p>
2:00 pm-2:15 pm	Break
2:15 pm-3:15 pm	<p>Seven Strategies To Inject Nurturance Back Into the Parent-Teen Relationship</p> <ul style="list-style-type: none">◆ Creating Soft Talk◆ Education and Normalization◆ Opportunities to Build Trust◆ A New Approach To Criticism◆ Acceptance of Underlying Feelings◆ Physical Touch◆ Special Outings
3:15pm –4:00pm	<p> Video Demonstration: The Deep Healing of Love Overview of the Six-Week Parenting Program</p> <p> Video Demonstration: Inner-Outer Circle and Panel of Parental Experts</p>

UNDERCURRENTS: UNLOCKING HIDDEN CLIENT LANGUAGES

9:00 am – 10:00 am

What are Undercurrents and How Do You Spot Them

 Video Demonstration: Seeing Undercurrents


10:00 am-10:15 am

BREAK

10:15 am-11:15 am

Step One: Starting Where the Client is By Gauging Their Readiness For Change

- How to Remove the Cotton In Parents' Ears
- Using Scaling and Storytelling in a Very Creative Way
- How to answer their question "What's In It For Me?"

 Video Demonstration: *The Road Less Traveled*

11:15 am- 12:00pm

Step 2: Bringing the Undercurrent Themes to the Surface and Discovering Their Purpose and Function


 Video Demonstration: *Locating Undercurrents to Restore Attachment*

12:00 pm-1:00 pm

4. Lunch on Your Own

1:00 pm-2:00 pm

Step 3: Turning Up the Heat Through Fever Making

 Video Demonstration: *I Became a Man Through My Father's Eyes*

2:00 pm-2:15 pm

Break

2:15 pm-4:30 pm

Step 4: Bringing Undercurrents Into the Room and Moving From the Role of Therapist to Coach

Step 5: Predicting the Fallout of Change and Relapse Prevention

Step 6: Moving the Person or Family to the Experience of Healthy Undercurrents and Second Order Change

Step 7: Undercurrents and Spirituality

PARENTING WITH LOVE AND LIMITS: ONE DAY AGENDA

- 9:00 am – 10:00 am The Use of Icebreakers- Why is this a Good Beginning Intervention
Overview of Six Classes
- ▶ Class #1- Venting and Why Teens Misbehave
 - ▶ Class #2- Button Pushing and Button Busters
 - ▶ Class #3 - Contracting and Recruiting Outside Helpers
 - ▶ Class #4 – Inner-Outer Circle Contracting and Troubleshooting
 - ▶ Class #5 - Neutralizing the 7 Aces
 - ▶ Class #6 – Restoring Nurturance and Graduation
- 📺 Video Demonstration: The Inner-Outer Circle and a Panel of Parental Experts
- What Makes This Seminar Different From Typical Parent Educational Experiences
- ▶ The Inner Outer Circle
 - ▶ How the Teenager is Engaged
 - ▶ Breaking Parental Resistance
 - ▶ The 7 Aces Parents Only Night
- 10:00 am – 10:15 am **Break**
- 10:15 am - 12:00 pm Learn Process #1- The Art of Venting
- ▶ Empathizing Not Sympathizing (What's the difference?)
 - ▶ How do you gently neutralize a monopolizing or agitated parent or teen?
 - ▶ Can You Form Linkages?
- Learn Process #2- Inner/Outer Circle and Button Pushing
- ▶ Can You be playful and getting parents and kids to buy into your playfulness and produce their own buttons.
 - ▶ Can You set up and execute an inner outer circle?
- 12:00 pm -1:00 pm **Lunch on Your Own**
- 1:00 pm - 2:00 pm Learn Process #3- Demonstrate How to Construct Ironclad Rules
- ▶ Can You show parents how to “connect the dots” and go from a problem to a concrete and literal rule?
 - ▶ Can You take a complex concept like contracting and simplify it?
- 2:00 pm -2:15 pm **Break**
- 2:15 pm – 3:00 pm Learn Process #4- How to Construct a Positive Parent Report With Kids
- ▶ Can You convince the toughest of teens to be softer to their parents?
 - ▶ Can You orchestrate the use of a positive incident report
- 3:00 pm – 4:30 pm Learn Process #5- How to Inject Nurturance Back Into These Families
- ▶ Can You integrate Movie Clips Into learning?
 - ▶ Can You use experiential exercises like “nurturing a plant” to facilitate learning?
 - ▶ Can You sell a tough concept like nurturance?

References

Please feel free to contact any of the individuals listed below who have served as past sponsors of workshops by Savannah Family Institute.

Bill Bruinsma, Psy.D.
Executive Director
1000 S. Michigan St.
South Bend, In 46601
Phone # 219-235-5445
Email: bruinsma@jjconline.org

Emilyn Gipson
Circle of Care for Families
2200 35th Place
Valley, Alabama 36854
Phone # (334) 768-4091
Email: CircleOfCare@Mindspring.com

Carrell Dammann, Ph.D.
Open House, Inc.
11A Lenox Pointe
Atlanta, GA 30324
(404) 237-2826