

What works for you?



IEP Process Pitfalls & Payoffs

Who are we?

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- The Goldberg Center for Educational Planning™
- 3 decades of working with thousands of families
- Specializing in guiding struggling students
- We've seen it all!



How will this work?

1. Introductions
2. Our theme: Collaboration vs. Contention
3. IEP process pitfalls
4. IEP process payoffs
5. A challenge for you
6. Q&A

Collaboration vs. Contention

1. You are attacking problems, not people
2. The problem is truly a business problem
3. You won't solve every piece of this problem
4. Emotions are assets and liabilities
5. Build a bridge; don't dig a mote
6. Prepare for collaboration; don't posture for contention

The Pitfalls

1. Leading discussions with 'Legalese'
 - Know the law, but you are not your child's attorney
2. 'Bad English' and bad posture
 - Your tone and demeanor comprise your IEP language
3. Leaving not knowing
 - Who is doing what? When? How?
4. Disagreeing to disagree
 - Your ego is getting in the way
5. Unilateral maneuvers
 - No better way to dig a mote; no one likes surprises



Pictures of Pitfalls

- “I want it all” Irene
 - 9 pages of needs/demands

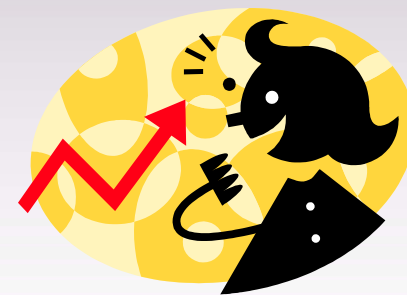
- “Clueless” Chris
 - No preparation, no follow-up

- “Hostile” Hallie
 - Accusatory at every stretch

- “Plotting” Pilar
 - Clandestine actions

The Payoffs

1. 'Professional development'
 - Educate yourself as if for business, not battle
2. Communicating for collaboration
 - Consistency in professionalism and courtesy
3. Knowing your own limitations
 - Do you need help? What type? How much?
4. Acknowledging an imperfect process
 - No one gets it all right the first time



Pictures of Payoffs

- “Educated” Eddie
 - Seeks knowledge on process and precedence

- “Patient” Polly
 - Teams to make adjustments

- “Count to ten” Catherine
 - Controls knee-jerk emotional reactions

- “Sensible” Suzie
 - Concedes she is too overwhelmed on her own

Take the Challenge!

Write your own 'business plan'

1. Executive summary
2. Define the problem
3. State rational goals/objectives
4. Outline specifically what has worked and what has not
5. Organize and present the supporting data
6. Prioritize resolutions
7. Propose your own contributions among those for the team
8. Explore risks and corresponding contingencies
9. Chart 'harvesting plan' – next steps, transitions, etc.



Questions & Answers



Thank You!

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