

Smarter Means Safer and Safer Means Better



Sobel Affiliates, a Brown & Brown Company, is proud to be the first insurance provider to offer clients access to **Expert Online Training (EOT)**, the leading e-learning platform for youth development professionals.

Benefits for Sobel clients:

- 1) **Immediate Savings:** Receive a free EOT Director's Dashboard (normally \$399). Enjoy access to the leading pre-camp training program at no expense.
- 2) **Future Discount:** If 70% of your staff complete the *Safer Summer Course*, you'll be eligible to receive up to a 5% premium discount off your next property, general liability, and auto insurance renewal.
- 3) **Early Access to Webinars:** Free access to EOT's premier staff-training webinar series for owners and directors.
- 4) **Unlimited Learning:** For the price of two lattes, your staff will enjoy full access to EOT's library of 120 video training modules. By studying beyond the *Safer Summer Course*, they can also earn continuing education units (CEUs) through the University of Southern Maine.



Why the Incentive?

Because enhanced education pays for itself, from both financial and liability perspectives. It's smart business for everyone. Staff members feel more confident after completing an EOT course. And with the skills and confidence to handle the most difficult leadership challenges, they will have the stamina to last the entire season.

Best of all, adding pre-season EOT courses to your staff training program makes for happier, healthier kids. And what could be more important to the health of your program than

the relationship between your staff and the campers they serve?

What's In the Box?

ExpertOnlineTraining.com is home to 120 concise video training modules, featuring many of the most prominent and respected names in the youth development industry. Your EOT subscription brings training videos by dozens of experts including **Dr. Michael Thompson, Dr. Chris Thurber, Scott Arizala, Dr. Deborah Gilboa, Niambi Jaha-Echols, and Steve Maguire** to every staff member's smartphone,

laptop, or tablet. Each video is followed by a quiz to test comprehension and a downloadable handout to reinforce learning.

The **Safer Summer Course** from EOT comprises 8 videos and related quizzes, averaging about 15 minutes apiece. Camps receive a free Director's Dashboard, a \$399 value, and are eligible for up to a 5% policy renewal discount, provided that 70% or more of their staff complete the **Safer Summer Course**.

Subscribers also have access to the full range of EOT's content, including modules on Leadership, Youth Development & Play, Physical & Emotional Safety, Mental Health & Behavior, Supervision, and Creative Literacy. You can even upload your own videos, documents, and quizzes to the online dashboard, for a truly customized learning experience. You've got nothing to lose and everything to gain.

Do Staff Like It?

Yes! Independent research by Dr. Zachary Wahl-Alexander at Northern Illinois University found that staff members who took an EOT course had greater perceived competency in communication and behavior management. This validates eight years of anecdotal evidence and testimonials from domestic and international staff who reported enhanced confidence, leadership skills, and cultural understanding following their EOT coursework.

83% of university-age students already engage in some form of online learning as part of their formal education. Why not upgrade your staff's youth leadership skills *before* they arrive for training? As an added value, the Certificates of Completion and transcripts your staff earn will strengthen their resumes and make them even more attractive to future employers.

Start the Health and Safety Course Today

To learn more about Sobel Affiliates or K&K Insurance, as well as how your camp can get access to EOT, contact Michael Labadorf CPCU, Executive Vice President at 516-880-9250 or mlabadorf@sobelins.com. For a demo of Expert Online Training contact Josh Gadad, Director of Sales and Customer Care at 877-237-3931 or josh@expertonlinetraining.com.

We are delighted to be leading the pack in camp safety and education and hope you will seriously consider the immediate benefits of participating in this powerful initiative.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Labadorf". The signature is fluid and cursive, with the first name being more prominent.

Michael Labadorf CPCU , for Sobel Affiliates