

## Radically Smarter. Fundamentally Safer. Necessarily Better.

Our focus remains on safety, innovation, and growth. In that spirit, **Sobel Affiliates** is excited to offer our clients special access to **Expert Online Training (EOT)**, the leading e-learning platform for youth development professionals.



**SOBEL AFFILIATES**  
A BROWN & BROWN COMPANY  
*Insurance since 1904*

### Benefits for Sobel Clients:

- **Healthier and Safer Programs:** Studies show that programs utilizing EOT, in conjunction with onsite training, have fewer accidents, injuries, and claims.
- **Financial Savings:** If 70% of your staff complete the *Safer Summers* course, you'll receive a 5% premium discount off your next property, general liability, and auto liability insurance renewal (in most states). The cost to participate is only \$29 per staff member. That means that in most cases, the course *pays for itself* and even better, you'll save *additional* money off your insurance renewal.
- **Early Access to Webinars:** You and your staff get complimentary access to EOT's indispensable youth leadership training webinar series featuring many of the most respected educators in youth development.
- **CEU's:** By studying beyond the *Safer Summers* course, your staff can earn continuing education units (CEUs) through the University of Southern Maine.

**What's In the Box?** ExpertOnlineTraining.com is home to 140 concise video training modules, featuring many of the most prominent and respected names in the youth development industry. Your subscription brings training videos by dozens of experts including **Dr. Cathy Scheder, Dr. Michael Thompson, Sarah Kurtz McKinnon, 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 Summers* course from EOT comprises 9 videos and related quizzes, averaging about 15 minutes apiece. 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, for a truly customized learning experience. You've got nothing to lose and everything to gain.

### **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 youth they serve?

### **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 ten years of anecdotal evidence and testimonials from domestic and international staff who reported enhanced confidence, leadership skills, and cultural understanding following their EOT coursework.

93% 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, 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](mailto:mlabadorf@sobelins.com). For a demo of Expert Online Training contact Josh Gadad, Director of Sales and Customer Success at 877-237-3931 or [josh@expertonlinetraining.com](mailto: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,



Michael Labadorf, CPCU  
Executive Vice-President  
**Sobel Affiliates, a Brown & Brown Company**