



April 2011

Contact Us

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Do you have access to standards based videoconferencing? If so, please contact [Sarah Altemus](#)

Hello,

Budget season. And not just any budget season but perhaps the most difficult budget season of your career.

The message from D.C. is "get used to the new normal." The message at the state level is "do more with less." And NCLB is demanding higher levels of student achievement.

There is hope. Change the conversation in your district. Don't talk about cost-cutting, talk about cost-effectiveness. Parents are motivated by their hope for the future. Teachers and administrators are motivated by a passion to help students achieve. Conversations about cost-cutting are hard to rally around. Dialogue about cost-effectiveness is motivating. If a dollar can be saved in operations, facilities, maintenance, assessment or anywhere else then that is one very valuable dollar that can be focused on a student. And if millions of dollars can be saved in those areas then those are very precious dollars that can be focused on students.

APQC Education can help. Through the North Star Project, we have helped dozens of school districts around the country save millions of dollars and return tens of thousands of hours to the classroom.

We presented at the NSBA conference in San Francisco this earlier this month. Please visit <http://schoolboardnews.nsba.org/2011/04/apcq-shows-how-to-uncover-waste-in-school-operations/> to see our feature in the SBN Conference Daily.

Read on to learn more!

Kindest Regards,
Fred A. Bentsen
Executive Director, Sales
APQC Education
fbentsen@apqc.org

A Great Opportunity to Join the North Star Community

APQC Education North Star Open Course
June 20-23

APQC Office – Houston, TX

Significantly drive efficiency and effectiveness gains in your district by joining the APQC North Star Community this June! You can do this by participating in an "open course" at our Center in Houston, Texas June 20 thru June 23. In our traditional delivery mode, school districts join

our Community by having us come on-site to deliver ground-breaking Process and Performance Management Professional Development to 4-5 project action teams.

An open-course is unique in that we offer the professional development at our Center and you send 1 or 2 project teams to us. This is a perfect solution for districts who cannot afford to train 4-5 teams at once or for districts that have already trained a cohort of teams but are looking for 1 or 2 more teams to learn Process and Performance Methodology. All teams will receive the same benefits as those who engage with us in our traditional model: ongoing coaching and mentoring, access to the APQC Education Knowledge Base, participation in North Star Community webinars, and, of course, **GUARANTEED SUCCESS** if you focus on projects that are designed to save your district money.

For more information please contact Fred Bentsen at fbentsen@apqc.org or 800-776-9676 x4745. Space is limited and the registration deadline is May 15th so please reach out to us soon if this interests you!

Create Your Own Success Story!

The North Star Project helped 10 districts save \$17,835,472 in one year! Do you have time to discover how your district can become a success story?

FREE Webinar! 4/21/2011 at 3:00 pm CST and 5/24/2011 at 1:00 pm CST

"I have been in education for 42 years and have never seen a project like APQC's North Star that has the potential to completely transform the educational system in this country." Dr. Michael Perich, Directory of Continuous Improvement, Montgomery County (MD) Public Schools.

Join Fred Bentsen, Executive Director of Sales, APQC Education, as he shares how the process and performance methodology is used in the North Star Project to improve processes to generate desired outcomes and create transformation and sustainable changes, all with the guidance and inspiration of the North Star Community.

"After 34 years of working on improvement in other sectors, and more than 10 years of involvement with K-12, I am totally convinced that there is only one thing that has the power to transform American education: Process and Performance Management," says Founder and CEO of APQC Education Dr. Jack Grayson.

Join this one hour webinar with Fred Bentsen of APQC as he discusses the power of process change in education. According to Fred, "If you don't improve the processes that generate outcomes, you can't improve the outcomes. Leading districts across the country are employing our methodology and seeing transformative and sustainable changes. Come

and discover how to create your own success story!"

FREE! 4/21/2011 at 3:00 pm CST and 5/24/2011 at 1:00 pm CST

Please email [Tonia Carriger](#) to register, specify the date you are interested in.

Knowledge Base

Fantastic new content has been added to the APQC Education Knowledge Base! The final report and all of the Knowledge Objects from the Fall, 2010 APQC Education Benchmarking study titled "Innovative Practices in Developing an Online Learning Framework" have been loaded to the APQC Education Knowledge Base. If you have access to the Knowledge Base you can download this information right away! If you do not have access to the Knowledge Base but are interested in pricing for this service, please contact Fred Bentsen at fbentsen@apqc.org.



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Exciting new partnership!



Are you interested in expanding your content resources and utilizing telepresence (videoconferencing) technology solutions to save time and money? [Check out the Center for Interactive Learning and Collaboration \(CILC\).](#)

CILC, established in 1994 as a not-for-profit, specializes in access to applications and the utilization of video conferencing for live interactive content and professional development as well as web based collaborative learning environments for K-20. CILC provides consulting expertise in video conferencing, integration, problem based learning projects, school-community partnerships and effective techniques for the delivery and development of quality programs.

With 17 years of experience in videoconferencing integration and applications, CILC can help you identify ways to maximize your investment in technology. Consultants work with your team to explore options in utilizing technology for training, coaching, meetings and more. To learn more about the integration of technology, as well as how to adapt presentations for videoconferencing, contact [Monica Cougan](#) 317-231-6526 or 866-826-2452 (toll-free).