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European Manager:
Vicki de Klerk-Rubin
c/o Embassy of the Netherlands
3 Abubakr Al Saraj Street
Abdoun – Al Shamali
P.O. Box 941361
11194 Amman, Jordan
Tel/fax: (962) (6) 592 2360
Email: vdeklerk@vfvalidation.org
PRICE LIST

For workshops where a fee is charged to participants:

* A full-day workshop: $1,700
  usually begins at 9 am and ends at 5 pm and includes one hour for lunch, plus two coffee breaks.

* A half-day workshop: $1,200
  is either a morning 9 am until 1 pm, including one coffee break, or an afternoon from 1 pm until 5 pm, including one coffee break.

For workshops where no fee is charged to participants:

* A full-day workshop: $1,200
  as described above.

* A half-day workshop: $950
  as described above.

Payment must be on the day of the workshop and can be made preferrably with a US dollar bank check, or in cash.
CONTRACT

Agreement between Naomi Feil, A.C.S.W., c/o Vicki de Klerk, European Manager, c/o Embassy of the Netherlands, 3 Abubakr Al Saraj Street, Abdoun – Al Shamali, P.O. Box 941361, 11194 Amman, Jordan, Tel/fax: (962) (6) 592 2360
Email: vdeklerk@vfvalidation.org

and

1. Naomi Feil will provide a _ day Validation Workshop in English or German on __________(dates), starting at __________ a.m. and ending at __________ p.m.

The workshop will take place at __________________________(Workshop site).

2. Validation Workshops include: films, tapes, demonstrations, lecture, role play and experiential exercises so that participants will learn to practice Validation with disoriented individuals to help restore their dignity; help families and staff achieve empathy with aging to reach a wise old age.

3. __________(Agency name) agrees to pay Naomi Feil the workshop fee of__________. Any taxes that may be charged by local governments (including value added taxes) are not included in this amount and these taxes must be paid by the sponsor.

___________(Agency name) agrees to pay for travel costs.

Payments of the fee and travel costs should be made in a U.S. dollar bank check or cash, no later than the day of the workshop.

___________(Agency name) agrees to pay overnight lodging (business hotel quality) for the day(s) of the workshop, plus the evening before and the evening after the workshop. If possible, please reserve a room with a bathtub. The lodging must have a restaurant attached. All meals will be paid for by the Agency.

4. ____________(Agency Name) will provide:
   - a DVD player (not a computer)
   - a screen
   - an over head projector
   - a travelling mike with a long cord or a cordless mike
   - a copy of the program describing the workshop
   - a room for Mrs. Feil to relax during her breaks, a toilet/WC should be easily available
   - coffee and hot water during the breaks, as well as cold, still water during the workshop.

5. Verification of train connections, and assistance with ground transportation, to and from the station/airport to the hotel, to and from the hotel to the workshop site, may be requested.

6. Video or audio taping of Naomi Feil's workshops are not permitted. However, we encourage organizers to make contact with local tv, radio and print media for interview coverage.

7. Cancellation of the workshop(s) may be done without charge up to 12 weeks prior to the workshop date. After that date, applicable travel expenses plus 10% of the workshop fee will be charged for cancellations up to 6 weeks in advance, thereafter, travel expenses plus 30% of the workshop fee.

8. Contact information including the name, address, telephone and fax numbers of the Agency may be given to publishers of Validation materials, Authorized Validation Organizations and other relevant,
professional organizations. No private or home contact information will be given.

9. Although Naomi Feil has until now never missed a workshop for any reason, it is advisable for the Agency to obtain appropriate insurance in the case there is a need to cancel the workshop due to unforeseen and unavoidable events such as flight cancellations or illness. Naomi. Feil will not be held responsible for any financial losses incurred under such circumstances.

10. For workshops that include a live demonstration, the following rules apply:
$ Naomi Feil will demonstrate Validation with a group of disoriented elderly. She will not demonstrate individual Validation.
$ In order to have a successful live demonstration, it is important for Naomi Feil to visit each potential group participant in their rooms before the demonstration, preferably in the morning, in order to determine if the disoriented person is appropriate for a group.
$ Naomi Feil needs to help escort the residents to the location where the group is going to be held.
$ Each resident must have a name tag and there needs to be something to eat and drink that is easily available during the group.
$ Naomi Feil will only demonstrate with one group per day.

11. This contract is governed by the laws of the United States.

I AGREE TO THE TERMS OF THIS CONTRACT:

_________________________________ (agency name and address)

_________________________________

_________________________________ (signature, name and title)

date


_________________________________ Naomi Feil

date
Points to think of when organizing a Validation Workshop with Naomi Feil.

1. Send signed contract to European Manager to confirm the date of your workshop.

2. Reserve the room/hall for the workshop date. Make sure that there is a room for Mrs. Feil to relax alone during the breaks, make sure that there is a toilet/WC easily available to her.

3. Contact the local distributor of Validation books and videos and plan to have them available on the day of your workshop. See the list of publishers in the enclosed VTI brochure. It is also recommended that you contact the local Authorized Validation Organization (see list in the enclosed VTI brochure) for assistance and follow-up information to your workshop. Many participants appreciate information on where they can continue their Validation education, which is available only through Validation Organizations or through VTI.

4. Reserve a hotel room for the day before and the day of your workshop. The hotel should have a restaurant or be close to a restaurant, hotel rooms should be non-smoking if possible, have telephone, tv and bath/WC. (A bath tub is preferable to a shower.) Please remember that the organization is responsible for all meals, in addition to the hotel costs.

5. Find a translator (if necessary) - We recommend A consecutive and not A simultaneous translation.

6. Create a program and send a copy to the European Manager. Mrs. Feil uses the program to prepare her workshop. If you decide to use a different program than what is recommended, please discuss this with the European Manager.

7. Arrange to have someone pick up Mrs. Feil from the hotel and bring her to the workshop site before the workshop (she likes to be there at least 1/2 hour before). Arrange to have someone bring her back to the hotel after the workshop. The organization is responsible for the costs of transporting Mrs. Feil to and from the airport or train station, as well as to and from the hotel to the workshop site.

8. Make sure that the necessary equipment is available and functioning on the day of the workshop. (Overhead projector, microphone, DVD player and screen)

9. On the day of the workshop please make sure that Mrs. Feil has plain water (not mineral water) and a quiet place to go to during breaks. She also needs easy access to a toilet. She does not have time to stand in a long line or walk a far distance.

10. Interviews etc. should be planned for after the workshop when ever possible.

11. For those of you who wish to organize a pleasant evening program for Mrs. Feil, please know that she enjoys theater, music (old jazz especially), and fun company.

12. Mrs. Feil travels with +/- 60 kilos of luggage. She generally travels to 8 different cities in a 21 day tour, giving 14 workshops or trainings. Please keep this in mind.

13. Prior to the workshop day, go to the bank for a bank check in US dollars to cover payment of the fee and travel expenses. If this is not possible, be sure to ask the bank for enough dollars.

14. Make contact with local media for possible interviews.
VALIDATION WORKSHOP CHECK-LIST

Please fill out this form and return to:
Vicki de Klerk-Rubin, European Manager, Validation Training Institute
c/o Embassy of the Netherlands, 3 Abubakr Al Saraj Street, Abdoun – Al Shamali, P.O. Box 941361, 11194 Amman, Jordan
Tel/fax: (962) (6) 592 2360
Email: vdeklerk@vfvalidation.org

Today's Date: ___________ Workshop Date(s): ______________________

Name of Sponsor: _________________________________________________________
Address of Sponsor: ______________________________________________________

Contact Name: ____________________________________________________________
Work Telephone: ___________________________________________________________
Home Telephone: _______________________________ (in case of emergency only)

Contract signed and returned
(please remember that the fee and travel costs should be paid to Mrs. Feil in a US Dollar bank check or cash, no later than the day of the workshop)

Travel arrangements to and from your city:
Pick up from airport or train station by _________________________________
(name)

Mrs. Feil will be brought to the airport/train station by ____________________________
(name)

Mrs. Feil will be brought to and from the workshop site by ____________________________
(name)

Name of Hotel: ___________________________________________________________
Address of Hotel: _________________________________________________________
Telephone of Hotel: _______________________________________________________
Reservations made for the nights of: __________________________________________

Description of workshop sent to V. de Klerk-Rubin

DVDs to be used in workshop
Naomi Feil needs to provide the DVD Sponsor has the necessary DVD

Titles: ___________________________________________________________________

Translator: _______________________________ (name)
Naomi Feil will give her workshop in ENGLISH or GERMAN

Check availability of:
large screen and DVD player- (not a computer) overhead projector
microphone with long cord or cordless microphone card-size table in front

Expected number of participants
Arrangements have been made to have the book, "Validation" by Naomi Feil, available during the

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workshop.
Material for a Program

NAOMI FEIL, M.S.W., A.C.S.W.
Ms. Feil grew up in the Montefiore Home for the Aged in Cleveland (USA) where her father was the administrator and her mother, the head of social work services. After earning a Master's degree in Social Work from Columbia University, Ms. Feil lived and worked as a group worker in New York City; she was also an actress in off-Broadway theaters. She returned to Cleveland in 1963 to work with the aged. Ms. Feil began the Validation method in response to her dissatisfaction with traditional methods of working with the severely disoriented old-old people. She developed Validation between 1963 and 1980, as a group worker at Montefiore Home and as an Adjunct Instructor at the School of Applied Social Sciences, Case Western Reserve University. Ms Feil now practices Validation with residents in nursing homes and day care centers throughout the world, and leads workshops on Validation throughout Europe, Australia and North America. She is executive Director of the Validation Training Institute, has authored two books on Validation, numerous articles and 10 award winning film scripts.

WHAT IS VALIDATION?
Validation is a tested model of practice that helps old disoriented people reduce stress, enhance dignity and happiness.

Developed from 1963 to 1980 by Naomi Feil, Validation accepts the old person who returns to the past. Often his/her retreat is not mental illness or disease, it is survival. In old age, people can survive through hind-sight. When eyes fail, they see with the mind's eye. When hearing fails, they hear sounds from the past. They see childhood scenes when recent memory and friends die. They restore the past to relive good times and resolve the bad in this final struggle to find peace. Validation helps them win!

Validation was developed to help those diagnosed with Alzheimer's and related disorders who are disoriented in the later stages of life. Older persons who are trying to "tie up loose ends" by retreating into fantasy or confusion are often brought closer to reality and security.

Using Validation both individually and in groups, we tune into the world of the elderly. Traveling back in time and space with them, we can begin to understand the underlying life themes that are being expressed. By careful listening, eye contact and touch, pacing body rhythms, the person trained can build a sense of mutual respect and trust with the elder. Most important, feelings and memories can be understood and interpreted.

Through Validation techniques we are able to enter the person's inner world. Empathy builds trust, trust gives strength, strength reduces stress, helping to restore well being and happiness.

OBJECTIVES FOR THE WORKSHOP
1. You will learn the physical, social and emotional traits that lead to change in old-old age.
2. You will recognize the different stages of disorientation.
3. You will learn the principles of Validation.
4. You will learn specific techniques for helping disoriented elderly.
5. You will learn the ingredients of successful aging, and how to prevent burn-out.
VALIDATION STATISTICS
January 1996

- Over 9,000 Agencies in the U.S., Canada, Europe, and Australia use Validation
- Over 80,000 persons have attended Naomi’s workshops
- 50 States, all Canadian Provinces, Austria, Holland, Belgium, Norway, Sweden, Finland, France, Denmark, Australia and Italy use Validation films and books
- Australia, Austria, Belgium, Denmark, France, Finland, Germany, the Netherlands, and Switzerland have Authorized Validation Organizations which teach Validation
- Over 70,000 books have been sold
- The book, *Validation: The Feil Method*, has been translated into Dutch, German, French, Swedish, Danish, Finnish and Italian
- 50 T.V. Stations have interviewed Naomi on Validation

REPORTED BENEFITS OF VALIDATION

- Decreased use of chemical and physical restraints
- Increased staff morale
- Increased staff productivity
- Decreased staff burn-out
- Staff stays on job; less staff turnover
- Residents gain dignity
- Residents gain controls and rolls in Validation groups
- Families gain empathy for Alzheimer’s Victims
- Staff and family learn Validation helping methods that prevent withdrawal inward and further disorientation
- Validation helps families keep relatives at home
- Alzheimer-type older people can remain in their own home
- Self-awareness of one’s own aging
- Families and workers learn how to cope with loss and prepare for their own mentally healthy old-old age!

ABOUT NAOMI FEIL

NAOMI FEIL, M.S.W., A.C.S.W., L.I.S.C., Certified Diploma in Clinical Social work, is the Founder and Director in Chief of the Validation Training Institute. She created Validation from 1963 to 1980, and wrote the text, *Validation: The Feil Method* in 1982 and *The Validation Breakthrough* in 1993. She has authored 10 award-winning film scripts, numerous articles on Validation, and has presented workshops throughout the world. She earned her M.S.W. from Columbia University, and is one of the most sought after speakers in her field.
Suggested Programs

VALIDATION

HALF-DAY WORKSHOP

9:00 - 10:00  Role play: the 4 stages of the Resolution versus Vegetation stage of life
Workshop goals
What is Validation
Characteristics of Malorientation
Principles of Validation
Empathy exercise
Validation techniques: Acentering@
Exercise in Acentering@

10:00 - 10:30  coffee break

10:30 - 12:00  Characteristics of Time Confusion.
The difference between early and late on-set Alzheimer disease
   The wisdom behind disorientation
Use of symbols
Why you do not lie
   Role play with audience participation

12:00 - 12:30  DVD: *Communicating with "Alzheimer-type" Populations*

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VALIDATION

DAY ONE PROGRAM

9:00 - 10:00  Role play: the 4 stages of the Resolution versus Vegetation stage of life
  Workshop goals
  What is Validation
  Viewing Age-specific behavior: characteristics of Malorientation
  Principles of Validation
  Empathy exercise
  Validation techniques: Acentering® and Arephrasing with empathy®

10:00 - 10:30  coffee break

10:30 - 12:00  DVD: (5 minute excerpt) what does not work
  Characteristics of Time Confusion.
  The difference between early and late on-set Alzheimer disease
  The wisdom behind disorientation
  Use of symbols

12:00 - 13:00  Lunch

13:00 - 13:30  Assessing the stage of disorientation

13:30 - 15:00  Verbal Validation techniques: APreferred Sense®, APolarity®
  Why you do not lie
  Role play with audience participation

  Erikson=s life stage theory - the beginning stages
  Role play: teenage life task

15:00 - 15:30  coffee break

15:30 - 16.00  DVD

16:00 - 16.30  Non-verbal Validation techniques for Time Confused and those in Repetitive Motion:
  Role play
  Exercises:

16:30 - 17:00  Questions
VALIDATION
DAY TWO PROGRAM
without demonstration

9:00 - 9:45  Erikson=s life stage theory - continued
             How to determine if a person is Maloriented
             Calibration: physical and emotional characteristics
             Exercise
             Description of Individual Validation, including how to end your Validation session
             Obstacles to effective Individual Validation

10:30 - 11:00  coffee break

11:00 - 12:00  Why you don=t analyze
                Role play
                Flexibility (preventing your own disorientation)
                Evaluating your progress

12:00 - 13:00  lunch

13:00 - 15:00  Validation techniques: ambiguity - kinesthetic memory
                Incontinent emotions: Piaget=s early learning theory
                Three basic human needs
                Individual Validation with a disoriented person
                Exercises: AMirroring@, ASay emotion with emotion@, ATouch@, AMusic@

15:00 - 15:30  coffee break

15:30 - 16:00  Non-verbal Validation techniques - continued
                Exercises and role play

16:00 - 16:30  DVD

16.30 - 17.00  Conclusion and Questions

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Naomi Feil: Advanced Validation Workshop Outline

Day 1 - morning

Goals of workshop:
  to integrate Validation theory with the practice - using practical exercises

Define Validation - an overview
  Validating attitude is non-judgmental, open & empathetic
  exercises:  Shoulder to shoulder
             Centering
             Energy Arm

Using verbal Validation techniques
  example of attitude in the context of Rephrasing exercise

Developmental Theory
  Final Life Stage: Resolution vs Vegetation
  Trust vs distrust: fear of losing control
  exercise on basic trust: Trust Circle

Beginning stage of Resolution: Malorientation
  physical characteristics

Verbal Validation Techniques continued:
  exercises:  Calibration
             Open Questions
             Rephrasing
             Polarity
             Imagining the opposite
             Finding a similar coping mechanism (reminiscence)

Lunch Pause

Characteristics of Time Confusion
  Story of Mrs. Gogolick
  Physical losses:
    Losing Clock Time: Balloon exercise
  Preferred Sense
    exercise: Word choice
    Role play: AI want to go home@
  Losing self-awareness
    story: Dr. Apelbaum, Mr. Trossler
    exercise: mirror movements
    Mirror song/voice

  Touch - demonstration of where to touch
  exercise: touching

Introduction of Repetitive Motion, stage 3
  Characteristics
    Exercise: The Attack
  Word Doodling - DVD clips

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Ambiguity
   Exercise: nursery rhyme
Movement precedes speech (Piaget theory)
Basic Human Needs expressed through movements
   Exercise: movement=need

Symbols
   Definition and description
   Exercise: object and personal symbolism

Centering with color exercise

Closing.
Naomi Feil: Two-day Advanced Validation Workshop Outline

Day 1 - morning

Goals of workshop:
- to integrate Validation theory with the practice - lots of exercises
- to introduce Group Validation

Define Validation - an overview
Validating attitude is non-judgmental, open & empathetic: exercises:
- exercises: Shoulder to shoulder
- Centering
- Energy Arm

Using verbal Validation Techniques
- example of attitude in the context of rephrasing exercise

Developmental Theory
- Final Life Stage: Resolution vs Vegetation
- Trust vs distrust: fear of losing control
- exercise on basic trust: Trust Circle

Beginning stage of Resolution: Malorientation
- physical characteristics
- calibration exercise

Developmental Theory:
- Intimacy vs Isolation
  - exercise: Say the Emotion With Emotion
  - Anchoring with Touch
- Generativity vs Stagnation
  - Story of Mrs. Gogolick
- Integrity vs Despair
  - exercise: circle

Day 1 - afternoon

Review verbal techniques for Maloriented Person:
- story: AI wish I were dead@

Techniques:
- exercises: Centering
- Open Questions
- Rephrasing
- Polarity
- Imagining the opposite
- Finding a similar coping mechanism (reminiscence)

Characteristics of Time Confusion
- Physical losses:
  - exercise: Losing Clock Time - Balloon
- Preferred Sense

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exercise: Word choice
   Role play: Al want to go home@
Losing self-awareness
   story: Dr. Apelbaum, Mr. Trossler
exercise: mirroring movements and song

Day Two - morning:

Continuation of Non-verbal Validation Techniques

Touch - demonstration of where to touch
   exercise: touching

Centering with color exercise

Role-play: Time Confusion

Introduction of Repetitive Motion, stage 3
   Characteristics
      Exercise: The Attack
   Word Doodling - DVD clips
   Ambiguity
      exercise: nursery rhyme
   Movement precedes speech (Piaget theory)
   Basic Human Needs expressed through movements
      Exercise: movement=need

Symbols
   Definition and description
   Exercise: object and personal symbolism

Day Two afternoon

DVD of a group
   Describe Validation Group Membership
   Describe Roles, Seating Order, Topics

How to assess the Stage of Disorientation for a Group
   exercise: Here and Now Questions

Discuss Validation Group Requirements
   how does it differ from other groups
DVD of a Validation Group

Questions and Answers