

trainerswarehouse.com
800.299.3770 • Order TODAY!

build **ENGAGEMENT**

EXCLUSIVES

Silver Series Thumballs™

Catch the ball and discuss the prompt under your thumb!

Spark interesting conversations

Forming connections is critical to creating a warm, welcoming, learning-friendly environment. Our unique Silver Series Thumballs help participants break down barriers, introduce content and explore learning goals. Toss the soft, 6" stuffed vinyl balls and get to know colleagues a little better.

- A. Getting to Know You: Probing prompts that get to your phobias, wishes and favorite moments #BLTHAG6
- **B. Session Openers:** Questions about goals, motivations and aspirations **#BLTHAS6**
- C. Which are You and Why?: Discuss where you fall on a variety of fun spectrums #BLTHAW6
- D. Shaped by Our Past: Share past experiences and understand what makes your group tick #BLTHAP6
- **E.** Favorites: Share all your favorites pastimes, places, preferences, and more #BLTHAV6
- F. Common Ground: Identify experiences and interests you share with others #BLTHAE6
- H. What Makes You You: Discover fascinating facts about one another #BLTHAM6

Silver Series Thumballs \$31.95 each

G. Icebreaker: Break the ice and start conversations the easy way
#BLTHBK6 \$19.99



The more the merrier!

Arm yourself with a set of Thumballs, so you're ready for any gathering. Each 6-ball set comes in a free convenient tote.

- **I. Getting Acquainted Set:** Build community, identify goals, and explore common interests and experiences.
- J. Team Development Set: Dive into conversations about diversity, stress, happiness, ethics, leadership, and team dynamics.
- K. Emotional Intelligence Set: Learn about others, build trust, develop resilience, and improve EQ (available online).

Wellness Set: Reduce stress, manage change, promote happiness, develop resilience, and get moving (available online).

Thumball Sets

#BLTHAAG	Getting Acquainted	\$191.70
#BLTHAAT	Team Development	\$191.70
#BLTHAAE	Emotional Intelligence	\$191.70
#BLTHAAW	Wellness	\$191.70

"Lightens the room"

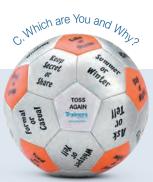
It's a great tool for getting people to talk about themselves. And, it lightens the room tensions.

~J2the



















start rich CONVERSATIONS



BUILD COMMUNIT



Ask each participant to illustrate an aspect of themselves, something they'd like to learn, a goal, a favorite activity, you-name-it. Invite them to share the creation, then assemble the pieces into a colorful mosaic representing the group's diversity.

Community Mural

C. #GACJPG Community Puzzle (48 pieces) \$17.95

D. #GACJPM Community Mosaic (43 pieces) \$16.95



Learn the vocabulary of implicit bias

You've heard the term, implicit bias. Use the card deck to learn more about what it is with simple definitions and examples.

52 Essentials for Implicit Bias E. #RDEIMB \$24.99



TRAINER'S TIP!

When digging into deeper topics, set yourself up for success:

- · Start with easier conversation prompts first
- · Begin in small, safe-feeling groups
- Develop a common vocabulary and understanding of bias

Silver Series Thumballs™

Respond to the prompt under your thumb. Get active. Build community. Have fun!

EXCLUSIVES

Make important discussions fun

Developed in conjunction with subject matter experts, the 32 prompts on each of these soft, 6" vinyl Thumballs will help draw out participants' experiences and encourage forward thinking. Each ball includes facilitation tips.

- F. Safety Toolbox Talks: Chat about topics of workplace safety #BLTHAH6
- G. Be a Leader: Explore leadership qualities and experiences #BLTHAN6
- H. Developing Resilience: Foster patience, acceptance, kindness & forgiveness #BLTHAR6
- I. Get Happy at Work: Emphasize the positive - goals, achievements, hopes, and dreams #BLTHAJ6
- J. Team Dynamics: See what enhances or undermines team success #BLTHAT6
- K. Stress Management: Discover causes of stress and ways to manage it #BLTHAK6
- L. Change Management: Discuss topics to help you move onward and upward #BLTHAU6
- M.Emotional Intelligence: Build self-awareness, empathy, motivation and social skills #BLTHAEQ
- N. Building Trust: Build bridges and explore issues of interpersonal trust #BLTHAB6

Silver Series Thumballs \$31.95 each





F. Safety Toolbox

CONVERSATION DECKS on pages 8-9!

AMAZING FACILITATION

start to finish



"Session Opener Thumball"

We are using the Thumball in our leadership development classes. After the first class, we give each new leader a ball of their own, to take back and use in their safety and staff meetings.

~Miss A

\$31.95 each

Session Trio

Make learning playful at the start, middle, and end of your learning days:

- A. Session Openers set goals, build relationships, and clean the slate #BLTHAS6
- B. Session Debriefs tease out lessons from group learning experiences #BLTHASD
- C. Session Closers increase retention with end-of-day reinforcement #BLTHASC

Session Thumballs Trio D. #BLTHAAS All three, plus bag \$95.85 Sold separately

> MORE THUMBALLS on pages 2-5!



TRAINER'S TIP!



Take an energy break

Keep your group's blood flowing and ensure their brains remain ready for learning by carving your session into 20-minute chunks. Break it up with quick energy breaks and stay focused all day.

Get Movin' Thumball E. #BLTHAY6 \$31.95

Reinforce learning

You know best what concepts and questions need reinforcement. Tailor a Thumball to meet your specific goals. Fill in the blank panels with your own provocative prompts. Includes a permanent marker.

Create-Your-Own Thumball F. #BLTHAC6 \$31.95



Not looking for a big game, but still want great discussion starters to stimulate conversation and build relationships? Unzip the playful pocket (6"x 8") and pull out a prompt. The 36-card decks (3½" x 2½") include the same great prompts that populate the Silver Series Thumballs™ (pp 2-5), as well as a few customizable blank cards too.

More online!

G. UNZIP-it! Pocket and Deck \$29.95 each Professional Development #BLZPAD Diversity #BLZPAN Be a Leader #BLZPAQ Workplace Ethics **#BLZPAT** Team Dynamics

#BLZPAK Stress Management

Get Better Acquainted #BLZPAE Common Ground #BLZPAG Getting to Know You **#BLZPAS** Session Openers

#BLZPAP Shaped by Our Past #BLZPAB Building Bridges

See Tip on page 9!

ever okay

indulgence

1000s of conversation prompts

Customize the Trainers Exchange to the needs of your group — in person or online. Choose from discussion prompts, famous quotations, games, memory boosters, energizers, closers, and more! This online, on-demand program lets you:

- Select all the prompts from a theme or just a handful of prompts
- Choose from 30+ themes
- Shuffle up to 6 themes
- Favorite your most-liked themes

Trainers Exchange Annual Subscription #TRXCHG \$399.95/yr



EXCLUSIVES

GET DECKED OUT



EQ & Leadership

Develop strong leadership skills with decks that explore EQ, coaching, and organizational challenges. Plus, practice having difficult conversations.

A. #GAMEEQ	Emotional Intelligence Game	\$99.99
B. #RDRMEI	Developing Emotional Intelligence	\$47.00
C. #RDLMK	Leadership Metaphor Explorer	\$175.00
D. #RDSFT	Shift This Deck	\$79.99
E. #RDELV	Everyday Leadership	\$18.99
F. #RDEEQD	52 Essentials for EQ	\$24.99
G. #RDERES	52 Essentials for Building Resilience	\$24.99
#RDFTWC	Feedback that Works (not shown)	\$56.00







LEGO® Team Building Decks

Try a LEGO® Activity to break the ice, build communication skills, or develop strong teams. Each activity (described on a single 4x6 card) includes easy instructions for set-up and debriefing. With the Brick Master Story Game, players select 3 People cards and 3 Place cards, then build a structure and story around them. Afterwards, discuss how well the team worked together and communicated.

\$34.95

\$64.95

H. #RDLEGBM Brick Master Story Game (3 teams per deck) I. #RDLEGTA Lego Activities for Training (21 games)

Develop rapport

Find the perfect question to develop relationships and jump into meaningful conversations. The We Connect 60-card deck features 20 fun and light questions, 20 self-reflection questions and 20 deeper questions sure to spark conversation and build trust. 3" x 3". The **Toolkit** includes We Connect cards, We Engage cards, a Pocket Guide, and Ask Powerful Questions book.

We Connect

J. #RDWECT Toolkit \$149.95 K. #RDWECC Deck Only \$29.95





Fabulous Facilitation

Form teams, debrief learning experiences, draw out learning metaphors and tons more. Each facilitation deck will equip you with tools to manage your group professionally and playfully.

*	1 / /	
L. #RDUBUN	Ubuntu Card Deck	\$37.00
M. #RDULCD	ULead Cards	\$20.00
N. #RDTWTP	TeamWork & TeamPlay	\$30.00
O. #RDCLM	Climer Cards	\$29.95
P. #RDREXD	Express Pack	\$48.00
Q. #RDFAC	Facilitator Cards	\$74.99







TRAINER'S TIP!

Have each player pick a card, find a partner & share their answers. Then players swap cards and find a new partner. And so on...

BRAIN TIPS page 44

trainers warehouse.com





"So easy to use!"

At our district-wide Battle of the Books event, finding a fair way to run the trivia contest between three schools has been a challenge. The Me First Buzzers have totally solved our issue! I highly recommend these buzzers.

Tisaac in Troy MI





Buzzers for small groups

Don't worry about competitive groups claiming that their buzzer sounded first. The Me First! Four-Player Set removes all the guesswork and determines unequivocally who buzzed in fastest - the one that did shows up green. It's that simple! Plus, the facilitator remote includes sound effects for the right and wrong answer.

Me First! v.3 Wireless 4-player Set #GAMFB4 4-player set, with facilitator pad

PLEASE NOTE: v3 and v2 P.A.D.s do not integrate

\$220.95

lets you block out students who have already responded or reset the system so that everyone can answer. 3 AAA batteries included in each pad.

Let smart electronics

determine who goes first

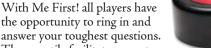
• Easy set-up – it's up and running in minutes

- End arguments simply see who answers first
- Identify the "winner" with the most correct answers
- Accommodate up to 36 users
- * 80-foot wireless range

Me First! v.3 Wireless 12-player Set #GAMFBB 12-player set, with facilitator pad

Additional Pads #GAMFBP Player pad \$39.95 **#GAMFBF** Facilitator pad

PLEASE NOTE: Player Pads will not operate without a Facilitator Pad. v3 and v2 P.A.D.s do not integrate.



EXCLUSIVE

answer your toughest questions. The versatile facilitator remote

Easily facilitate game shows

- · Reset all players
- Block previous responders
- Indicate Right/Wrong answers
- Press "continue" to block previous responders

maximize FRIENDLY COMPETITION!

"Beyond Grateful"

I am beyond grateful for Who's First?® v3 Wireless Game Buzzer System w/ Light Tower system. The investment is well worth the hours upon hours of fun, learning, and self-discovery for both the students and the trainer! Easy to use! And it does exactly what it says. Just an awesome treasure added to my teaching repertoire.

~ Dr. Sandra Maria Anderson-Spencer, Ed.D

Focus on your content, not game logistics!

Reap the benefits of competitive play as teams race to be first to answer your questions. Our Who's First?" Wireless Game Buzzer is an easy-to-use, stand-alone system that adds excitement and camaraderie to any fast-action Q&A game by quickly registering who "buzzed in" first – and second.

• Take the guesswork out of determining who answers first and second

 \bullet USB interface to work with select game show software (p 15)

· Plug it in and it's ready to play; no software needed

* Random team selection

- * Accommodate 6 teams or individuals
- Optional buzzer sound
- * 80-foot wireless range
- Measures 19" H and weighs 3 lbs.

Who's First? Wireless Buzzer

#WHOR8W Wireless Buzzer System \$36

Includes: 6 team buzzers, reset pad, AC adapter for Light Tower, USB cable for software integrations, AAA batteries, and backpack.

This was the first time I [shopped at Trainers Warehouse] but they can expect to see me again and again.

Maxine Pruitt

Compare Game Show Buzzer Sets

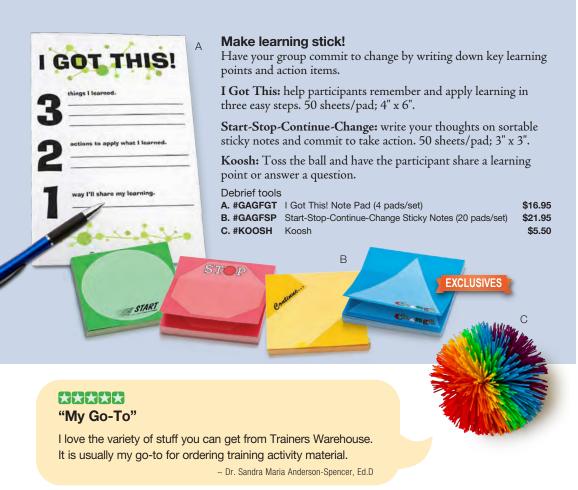
Compare dame onew Buzzer Colo				
Me First!® (pp 10-11)		Who's First?®		
Ideal Use	Q&A review – EVERYONE can answer	Gameshow-style – for team competitions		
Touchpads	One for each player	One for each team or person		
Capacity	Up to 36 individuals	Up to 6 teams		
Light Display	1st responder turns green; all others turn red	1st responder flashes; 2nd responder shows solid		
Facilitator Buttons	Reset all or block out previous responders	Reset buzzers or toggle to random selection mode		
System	Wireless; no software required	Wireless; no software required		
Add'l Features	Sounds for right and wrong answers; USB link	USB link is integrated with select game show software		





800.299.3770 / **trainers**warehouse.com / fax 508.651.2674

REINFORCE LEARNING



Host Hollywood-style game shows

Captivate trainees' attention, increase participation, engage emotions, and deliver extraordinary learning experiences.

- Customize questions
- Set up game boards, teams, timers, and more
- Integrate with Me First! Game Buzzers
- Play as teams or let everyone answer





Gameshow Pro's "Bells and Whistles"

- Play Categories, Feud, and Tic-Tac-Toe
- Use PowerPoint to customize questions and easily import player-sourced questions

Trivia Time's "Back to Basics"

- Play Categories, Feud, Squares, and Fortune
- No internet connection required

Gameshow Software

#GAGAJB Gameshow Pro Starter Edition (Categories, in-person only)
#GAGAVS Gameshow Pro Online Edition (3 TV gameshows)

\$295.00 \$295.00 \$1190.00

#SOTBP Trivia Board (4-game suite)



TRAINER'S TIP!

Get the most out of your game show experience.

- Have teammates consult one another before stating an answer.
 Or, require them to take turns answering consecutive questions.
- Limit play to 2-5 teams, making it easier for each team to collect points.
- Consider "all-play" formats that get every participant thinking.
- Rely on a buzzer system to eliminate arguments over who rang in first.

WHO'S FIRST? GAME BUZZER #WHOR8W \$369.95 (p 13) ME FIRST GAME BUZZER #GAMFBB \$411.95 (p 11)



\$299.00



INCREASE PARTICIPATION

Pick the participation tools that are best for your group

What's my goal?

Introduce Material

Avoid being the "sage on the stage." Ask guestions and have people think through

the material before divulging answers.

- EVENTS MEETINGS MEMORY FUN (p 20)
 - Answer Boards
 - Game Shows (p 15)

Discuss Learning

Make it easy to be vocal by providing discussion prompts.

- Thumballs (pp 2-6)
- Photo Decks (pp 8-9)



Check Understanding

WRITE-ON WIPE-OFF!

Use a tool that will allow every person to answer. Be sure to give your group time to think!

Answer Boards (p 20)

Get Physical

Invite movement by integrating experiential or content-reinforcement games:

- Create Your Own Thumball (p 6)
- Tabletop Jeopardy (p 14)
- Team Building Games (pp 40-43)
- · Walk & Talk Conversation Decks (pp 8-9)



Have Fun

Encourage participation by giving prizes to the brave souls who open up!

- Prize Wheels (p 17)
- Scratch & See (online)



Practice & Quiz

Play quick-response games to improve memory and retention.

- Game Shows & Buzzers (p 10-13)
- Koosh Toss & Recall Games (p 14)
- Create-Your-Own Thumball (p 6)

Commit to Action

Ensure that learning is applied by asking participants to write down (and commit to) next steps.

- Start-Stop Sticky Notes (p 14)
- I Got This Notes (p 14)

Motivate groups, award prizes, select questions & more

Use these heavy-duty molded plastic prize wheels to energize your group, choose question categories or pick prizes. Downloadable templates (available online) allow you to customize your own sections. For maximum dazzle and excitement, try the Light-Up Prize Wheel, which sparkles and flashes as long as the wheel is spinning! Tabletop model: extends to 41"; 11½ lbs. Floor/Table model: extends to 73½"; 14 lbs.

12 to 24-slot Prize Wheel, 31" diameter #GAWP24F Floor/Table Model #GAWP24T Table Model

#GAWP18F Floor/Table Model

12-slot Tabletop Prize Wheel, 26" diameter (online) #GAWP26T Basic Tabletop Wheel \$409.75 18-slot Prize Wheel, 31" diameter (online)

12-slot Prize Wheel, 31" diameter (online) #GAWP12F Floor/Table Model \$503.50 #GAWP12T Table Model \$475.75

Light-Up Prize Wheel, 12 to 24 slots (online) #GAWP24FL Floor Model, 731/2" H





Choose prizes, questions, and categories

Customize Plinko with prizes or use it as a reinforcement game and put a question card in each of the 8 bottom cardholders. With the editable software templates add your logo too! Plinko includes three pucks and arrives fully assembled. Mini measures 36" H x 25" \hat{W} , and weighs 6.5 lbs. Large measures 50.5" H x 31.75" W, and weighs 12.5 lbs. Black or White.

#GAPM Mini \$292.25 #GAPL Large \$429.25



Customize wheels with participation prizes

All it takes to customize this sturdy spinning wheel is a dry-erase marker (not included)! The lightweight wheel won't break your back or your budget. Use the center magnet on the front to adhere your own logo. Because it's so easy to write on, you can easily add and update prizes, teams, question categories, lunch options and more.

Spin-to-Win 24" Prize Wheel #GAWSPK \$79.95

WHO'S WHO?

never get caught forgetting a name





According to Maslow's Hierarchy of Needs, individuals' lower order needs (physiological, safety and belonging) must be satisfied before they can attend to higher-order needs, like self actualization so take time to put people at ease!

> **MORE BRAIN FACTS** on page 28





Equip your meeting rooms with dry-erase tents

Save yourself from pre-printing formal name cards and let participants write their preferred name on these erasable, reusable name cards.

A. #TCLBSET Space Saver (31/2" x 83/4") \$115.95 30/set w/Tote, 15 Black Markers

and 15 Mini-Erasers

Large (4" x 11")

\$96.95 24/set w/Tote, 12 Black Markers

and 12 Mini-Erasers

Tent Card Sets #TCLSET **EXCLUSIVE**

My parcel arrived very quickly, and the products are great - better than expected.

Dr. Chris Taua

Save time and money with reusable name tents

The high-quality, two-sided, molded **EXCLUSIVES** plastic tents let you see names from the front or back of the room. Use standard Dry-Erase Markers and they'll clean up easily, so you can use them again and again. If space is an issue, Mini Table Signs will do the trick!

Table Signs

B. #TCLSE12 Large Tents (12/set w/erasers) C. #TCLBME10 Space Saver Tents (10/set w/erasers)

Mini Table Signs (12/set)



Tent Card Accessories

Mini-Erasers 21/2" x 11/4" (30/set) F. #DEMNN12 Black Dry-Erase Marker (12/set) \$8.75/set LARGE
(for conference rooms) SPACE SAVERS (for classrooms)

\$42.95

\$32.50

increase ENERGY and PARTICIPATION!



"Gets everyone involved"

Just used these for a few instructor-led courses in a manufacturing environment. Typically, I have the same people participating in Q&A/review questions but this gets everyone involved which is great.

Manufacturing Trainer

WATCH THE VIDEO ONLINE



Pause. Give everyone time to think of answers.

EXCLUSIVES





I've been very pleased with the products and service from Trainers Warehouse, I am particularly impressed with the thoughtful "extras" included in each order.

> **Evelyn McClain** Houston Community College

See who's getting it... and who's not!

BUNDLE &

Encourage participation with dry-erase Quick Response Whiteboards. They are a huge hit with students and educators, because every individual can write an answer, cast a vote, ask a question or offer an opinion. Whiteboards

Quick Response Whiteboards

B. #WBHNB 30 Boards & Erasers, bagged \$122.50

are two-sided and measure 6" x 734".

A. #WBOD 12 Boards & Erasers, boxed

Encourage self-expression

Try "whiteboards" that are as colorful as your groups' answers. Dry-erase "Briteboards" add dynamic fun and learning to any event. Two-sided; 6" x 73/4".

Briteboards

#WBOC 10 Boards & Erasers, boxed

\$39.95

See Who ! Knows What! TWO-SIDED STURDY.

HANDLE

Keep your boards pristine

Mini-Erasers: super-thick personal erasers, 2½" x 1¼". Dry-Erase Markers: bold, fine-tip markers wipe clean!

C. #DEMNN12 Black Dry-Erase Marker (12/set) D. #WBER Mini-Erasers (30/set)

\$8.75/set \$10.95/set



ERASE

EASY

STORAGE

how to pick the best FIDGET TOYS



10 WAYS to choose the tool that's best for YOUR NEEDS!

Pick materials that are personally pleasing! Firm, flexible, furry, hard, smooth, squishy - whatever floats your boat!



simple sounds suitable? Respect your environment and save loud fidgets for more boisterous settings.



Buy a bunch at a

low cost or choose

one snazzy favorite!

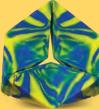


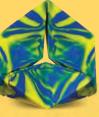
Personal use? Community use?

If you plan on sharing, choose fidgets that can be easily cleaned. Avoid putty, sand and clay.

Do you like to twist, twirl, bend, flex or squeeze?

Become a master of movement with fidgets you can mold, manipulate, click, squeeze or rotate.





Are users rough or gentle?

For fidgeters who put their toys to the test, avoid gel balls and other items that can be punctured or snapped.

Find fidgets for any budget. Low-cost

on therapeutic toys that won't get lost!

fidgets are great giveaways. Spend more



Prefer pocket toys, bigger handfuls or one-handers?

Go incognito and hide your fidget in a pocket or under a desk. Or, engage more muscles with a chunkier choice.



Need some heft or is lightweight better?

Heftier fidgets can feel more substantial and satisfying. Stay clear of flimsy fidgets.



EYE-CANDY Are good looks a plus or distracting?

Colorful, eye-catching fidgets set a playful tone, but fidgets shouldn't be too distracting or mesmerizing.



Sometimes you just want your fidget to make you smile.

FIDGET to FOCUS



TRAINER'S TIP!



Mastermind memorable moments! Fidget toys, a.k.a. "Fiddles," serve a myriad of training needs. They may strike you as frivolous accessories, but consider their

benefits and uses:

- 1. Engage "floating attention" we're wired to be easily distracted (to protect us from predators)
- 2. Promote a relaxed, playful mindset set a creative, friendly tone in your class.
- 3. Improve focus kinesthetic learners will focus better and absorb your material more quickly if they have something to do with their hands.
- 4. Relieve stress playing with toys and hand-held manipulatives is shown to
- 5. Engage the whole brain big picture, little picture, emotional, visual and tactile.
- 6. Metaphorically relate learning topics to a fidget toy, to make the memory stickier.

Be prepared for every learner

The Kitchen Sink Set is a colossal collection with a few of everything, to satisfy the varying tactile needs of your group. (84/set in a convenient tote bag, contents may vary)

Kitchen Sink Fiddle Set #FISETS \$228.95



MORE FIDGET SETS on pp 26-27!

IMPROVE CONCENTRATION



ONE-OF-A-KIND, AWARD-WINNING FIDGET TOYS BY TRAINERS WAREHOUSE



keep groups FOCUSED



Stay focused, engaged, and stress-free

Keeping your hands busy can reduce stress and improve focus. Floating attention is thought to be an evolutionary trait. No matter where you work, find a set of fidget toys (a.k.a. Fiddles) that's just right.

The scoop on Koosh

The Koosh patent expired in 2022. Now lots of companies are making koosh-like balls. Ours have the same look, feel, and rubbery strands that we've all come to love!

A. #KOOSHB Bundle o' Koosh (10/set) #KOOSHM Koosh

Something for everyone: A popular assortment of fidget tools

Deluxe (24/set in drawstring bag) #FISETA

B. Super Deluxe (48/set in drawstring bag) #FISETB \$139.95

People really enjoy having something to "fiddle" with during the meetings. I've seen increased engagement and focus as a result.

Jana Oolev

Tangle: Swivel Tangle Toy's smooth arcs into amazing shapes.

C. Tangle Toy Set (50/Set) #FITAN50 \$315.00 #FITAN

Exclusives: Every TW Exclusive fidget toy is durable, quiet, not-too-distracting, and feels good. 3 each of 8 different tools.

D. TW Exclusives (24/set in zippered bag) #FISETK \$55.95



In prehistoric times, the ability to focus 100% on a single task was not entirely desirable. WATCH THE VIDEO ONLINE

Introduce toys with purpose

and professionalism



EXCLUSIVE



BRAIN BITES

Use brain science to improve your training

"Memory is the residue of thought."

THE MEMORY CYCLE

we take in

ENCODING

Remembering requires F.O.U.R. focused Our brains evolved to **forget** much of what

RETRIEVAL

remembered if you can't recall information, you also re-encode it!

STORAGE

memories are off-loaded from the hippocampus to the cortex, for long-term storage.

BRAIN STORAGE

These brain parts are most critical in storing memories.



HIPPOCAMPUS

Behind your ears and shaped like memories, but has limited capacity. Read below about sleep!)

CORTEX

At the back of your head, it stores long-term memories.

PREFRONTAL CORTEX

Near your forehead, it's the "CEO" of your memory system.

RETRIEVAL BOOSTERS



RESEARCH SHOWS...*



Sleep on it! First, it's hard to pay attention when you're tired. Second, although the hippocampus has limited storage capacities, the day's memories efficiently move from the hippocampus to the cortex during sleep cycles.

Music activates the brain's motor system & makes you feel good.

Exercise can enlarge the size of your hippocampus.

Positive Attitudes aid memory.

*pp 265, 283, 232, 287

F.O.U.R. **FOR ENCODING**



Desire. We must want to remember and work at it. The more effort, the more memorable!

ORGANIZE

Chunking material into groups of related information helps, because we only remember 4-7 things at a time. And it forces us to FOCUS (see above)!

UNDERSTAND

Spending time to make sense of the material also takes effort (see FOCUS).

RELATE

Tie the learning to something you already know or create a new "mental scaffolding" to hold those memories. [PSST: this is why learning something brand new is so difficult.]

5 MEMORY SYSTEMS

DISTINCT SYSTEMS WORK TOGETHER!

WORKING MEMORY Top of mind info,

(number, date or appt time)

Events that

happen in

vour life.



SENSORY MEMORY Sights, sounds, & smells

usually fade in a few minutes.



SHORT-TERM MEMORY

LONG-TERM MEMORY







MEMORY Facts, info, names, dates...

SEMANTIC

Repetition of movements or steps, unconscious habits. a.k.a. muscle memory.

© Trainers Warehouse *from Why we Forget and How to Remember Better: The Science of Memory Andrew E. Budson, MF and Elizabeth A. Kensinger, PhD

MAKE EVERY MINUTE COUNT!



Ordering was easy with a real person on the other end of the phone.

JoAnn Meyer

Encourage small-group discussions

Many prefer trying out new ideas in a smaller group. Enable smallgroup sharing and processing by setting a whiteboard on each table. They're perfect for breakout activities, games and more. The 13" x 18" two-sided boards fold flat for storage. At 2 lbs., it's light enough to carry with you, but still sturdy and durable. Includes black dry-erase marker with VELCRO®.

Tabletop Whiteboard with Marker C. #EATTC Portrait D. #EATTD Landscape \$31.95





29

share just right RECOGNITION

Find the best way to say "Great Job" for any effort.



YOU GOT CAUGHT!

What's my goal?

Team TREATS

Team success sometimes takes more effort than solo missions. When teams work well together, make a fuss!

inspire team success

- Award a team lapel pin (p 31)
- Make peer-to-peer recognition easy (p 33)
- Present the same prize to every team member
- Invite everyone to share a "Slice of Nice" with a teammate (p 33)

UNITE

Grandiose ACHIEVEMENTS

Celebrate large achievements in public, with lots of fanfare!

every once in a while make it special



- Distribute certificates, plaques or diplomas (pp 46-48)
- Invite recipients to give a speech

REWARD

Everyday ACCOLADES

Don't save recognition for momentous events. Build engagement by acknowledging the little stuff too!

offer frequent feedback

- Catch someone doing something good (p 32)
- Share a Token of Appreciation (p 32)
- Jot a message on a sticky note (p 33)
- Check off a box on a playful Kudos Note (p 33)

MOTIVATE

Playful PRIZES

Small prizes can make a big impact when it comes to humor, fun, & levity.

encourage participation & have fun

- Try the Cracker Jacks approach small prizes can make a big impact
- Build excitement with a Prize Wheel (p 17)
- Toss our a Super Squeezie when the time is right (p 31)



PASS IT ALONG

Get the most out of any recognition program by inviting recipients to pass their reward along to another deserving friend.

SPREAD GOOD VIBES

Reap the benefits of happiness

Don't leave happiness to chance. Spread positive energy, enhance relationships, and improve customer service by reminding your team to smile, on the phone or in person.

Smile Mirrors (10/set)

A. #CSMIR Rectangle, 6" x 2½" \$39.95
B. #CSMMR Round, 2¼" \$24.95
C. #GABWY YES! Sound Button \$9.95



"I'd definitely buy this again!"

My team really enjoyed having smile mirrors on their desk. This worked well in customer service. Smile while talking on the phone. It makes a difference!

verified buyer



÷Well, YES!÷ ÷Yes, Yes, Yes!÷ ÷Yah Baby!÷

Recognition that's fresh!

Each 2½" x 2" tin of mints offers a flavorful mix of encouragement and good humor. *More online!*

D. Motivational Mints 1@ \$3.25
#LRNMNTM Learning MoMints
#LRNMNTA Achieve-Mints
#LRNMNTC Compli-Mints



Make recognition fun and stress free

Each Super Squeezie sends a message of inspiration. As they sit on a desk or become a favorite stress-toy, these playful awards will serve as an ongoing reminder of achievement.

E. Super Squeezies #SUPSYRK You Rock

#SUPSBAN Top Banana

\$3.00 a \$3.25

#SUPSDOG Top Dog #SUPSMBC Mooy Bien \$5.00 \$5.00



EXCLUSIVES

Top Banana

BUILD ENGAGEMENT





Create a culture of appreciation

Motivate everyone to keep up the good work, no matter how big or small their effort. These shiny metal tokens ($\frac{3}{4}$ "), lapel pins and pass-along cards ($\frac{3}{4}$ " × 2") encourage colleagues to recognize one another's successes. Each coin-sized token says "Pass it Along" on the back side, as a reminder to share the praise! All sold in sets of 10.

Token and Token/Card Sets

A. #GISATA	Token of Appreciation/Card set	\$14.95
B. #GISATK	Appreciation Tokens	\$11.95
C. #GISATH	You Got Caught! Token/Card set	\$14.95
#GISATG	Good Job Tokens	\$11.95



Walk the talk on values

Pay your company values more than lip service! Start noticing and commenting when your team takes them to heart by dashing a note on a carbonless 2-part "I noticed..." pad. 3 pads; 50 2-part notes/pad.

I noticed...

D. #GIKND \$19.95





Original rhymes just for trainers

Make recipients feel really special with Raving Rhymes. Includes 5 each of 6 original poems. Plus, room on the back for a personal message or signature!

Raving Rhymes (set of 30) E. #GISAPC \$19.95

Give kudos often

Everyone performs better when they feel recognized and appreciated. Rather than waiting for momentous events, take time to notice positive effort every day! Each pad has 25 sheets. Pads measure $4" \times 5' / 4"$.

Kudos! (Sets of 10 pads) \$13.95 each

F. #GIKUDY Kudos for Teams

G. #GIKUDB Kudos for Colleagues

H. #GIKUDP Kudos for Work

I. #GIKUDV Kudos for Values

J. #GIKUDG Kudos for Growth & Learning

#GIKUD40-ASST Set of 40 (8 of each pad) \$55.30





"Kudos"

A fabulous way to reinforce appreciation and recognition as a mindset. It also prompts people to be on the alert to recognize what people are doing well and to take a moment to express their appreciation. Love it!

EXCLUSIVES

~ Ka



Put it in your own words

Take a moment to write a personal note. 20 pads/set; 25 sheets/pad. 4" x 51/4".

Appreciation Sticky Notes

B. #GIKSN \$31.95



Share a "Slice of Nice"

Show your appreciation with a small wooden token that's sure to make recipients smile. 2-sided Slice of Nice tokens have a kind message on one side and say "Slice of Nice" on the other. Measure 1¼" diameter. x ½" thick.

Slice of Nice (21 Tokens/set)
A. #GISLC \$19.99

GET BRAINY!

Apply Brain Science to your live and online training!

Use these 6 brain-science principles to maximize learning!



MOVEMENT tops sitting

Keep the blood flowing to the brain. Experts suggest we should take breaks every 20 minutes and integrate movement into learning experiences.

Try Koosh (p 14), Thumballs (p 6) and Prize wheels (p 17)



The one doing the most talking generally does the most learning. Make that be the students.

Use Thumballs (p 6), Decks (pp 7-9), Start-Stop-Continue-Change (p 14)





IMAGES top words

Vision is humans' primary sense and we think in images first. To make training memorable, structure activities to tie the content to visual images.

Explore ULead Deck (p 9), TeamWriter (discuss/draw icons, p 40)



Writing has the combined benefits of being visual and requiring movement. Guide your groups to take notes on specific topics that are important to recall.

Integrate Answer Boards (pp 20-21) and I Got This (p 14) into your sessions





SHORTER tops longer

It's not about age. Everyone benefits from frequent breaks. Plus, content broken into chunks becomes more memorable. Don't forget your Get Movin' Thumball (p 6)

DIFFERENT tops same

Habituation is the idea that we stop noticing and paying attention to anything that's not new. Keep changing things up. Whaddaya Know (p 14) and Fidgets (pp 24-25) are great choices



TEST YOUR MEMORY!

To better remember these 6 principles, draw each icon on p 20 in the box below.



Movement tops sitting

Techniques I could try Stand-pair-share

Tools I could use Card decks p. 8,9

Talking tops listening

Techniques I could try Mini teach-backs

Tools I could use Tabletop Whiteboard p. 29

Images tops words

Techniques I could try Describe Metaphor for Learning Point

Tools I could use Climer Cards p.9

Writing tops reading

Techniques I could try key points

Tools I could use I Got This p. 14

Shorter tops longer

Techniques I could try Take a "stretch break"

Tools I could use Get Movin' Thumball p. 6

Different tops same

Techniques I could try Students create questions Whaddaya Know game p. 14

Tools I could use

THE "PERFECT" GAME FOR TEAM BUILDING

Consider you goals, time, players, and budget.

RELATIONSHIPS

Quick experiences for fun and learning

- \$ Helium Stick, p 42 (20 min; 10+ players)
- \$ Team Dynamics Thumball, p 5 (30 min; 2+ players)
- \$ Get-to-know-you Thumball, p 3 (10+ min; 2+ players)
- \$ TeamWriter, p 40 (20 min; 4-10 players)
- \$ Challenging Assumptions, p 42 (20 min; 4 small groups)
- \$ Community Puzzle and Mosaic, p 4 (4+ players)



COMMUNICATION Strengthen speaking & listening skill

- \$ Seeing the Point (15 min; 4-16 players)
- \$ Blocked Perspectives, p 40 (45 min; 6-30 players)
- \$ Murder Mystery, p 39 (30 min; 5-27 players)
- \$ Zin Obelisk, p 39 (30 min; 5-8 players)
- \$\$ Puzzle Blind, p 41 (30 min; 3-6 players)
- \$\$ Colourblind, p 43 (45 min; 4-28 players)

\$ Murder Mystery, p 39 (30 min; 5-27 players)

PROBLEM SOLVING

\$ Marshmallow Challenge, p 40 (45 min; 3-5 per team)

Improve collaboration & performance

- \$ Pipeline Challenge, p 41 (15-30 min; up to 12 players)
- \$ Seeing the Point (15 min; 4-8 players)
- **\$\$** Dabridge, p 42 (45 min; 3-6 players)
- **\$\$\$** Colourblind, p 43 (45 min; 4-28 players)
- \$\$\$ T-Trade (negotiation; 60 min; 3-6 players)

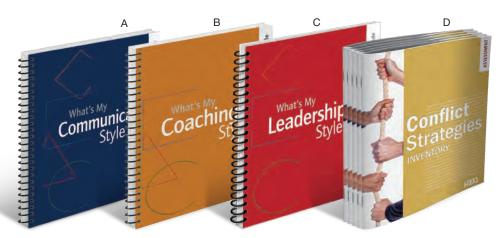


DON'T FORGET TO Debrief

ASK KEY QUESTIONS to help your group process the learning experience.

- 1. What happened?2. How did you feel?
- 3. What worked?
- 4. What would you do differently?
- 5. How can we apply the learning to the workplace world?

WHAT'S YOUR STYLE?



Understand personal "styles"

Assessment tools are great to identify individuals' unique styles and give groups a vocabulary to address their differences. If Myers-Briggs isn't in your budget, the HRDQ Style Series can help you hone in on your group's skills and tendencies. Assessments are available online or as a hard copy. Facilitator Guide and Participant Workbook hard copies are sold separately. Requires ~ 1 hour. Individual assessments available online!

What's My Style? Facilitator Guides

 A. #RBWCSF Communication
 \$199.99

 B. #RBWCHF Coaching
 \$98.99

 C. #RBWLSF Leadership
 \$98.99

Take inventory of your conflict strategies

Discover 5 ways people typically respond to conflict and practice alternative strategies to manage differences. Easily facilitate this training workshop with step-by-step guides, participant materials, and a ready-to-use PPT presentation.

Parts sold separately online.

Conflict Strategies Inventory Facilitator Set D. #RBCSIF \$194.95



Gain awareness of individual strengths

Help managers and teams assess their skills, tendencies, and preferences so they can work together more effectively. The facilitator guide contains all you need to run an effective and engaging ½-day or full-day DISC session. Online assessments include collaboration reports and a team summary.

DISC Style Facilitation Tools

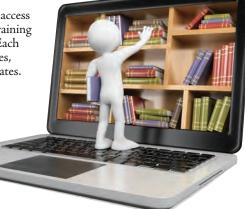
E. #RBWHDSC
 DISC Styles Participant Assessments (5/pk)
 F. #RBWHDFG
 HRD DISC Styles Facilitator Guide
 \$395.00
 G. #RBWHDON
 HRD DISC Styles Online Assessment (each)
 \$59.00

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online TEAM EXPERIENCES



Which challenge is right for your team?

See how your teams perform under pressure. If they're trapped, can they respond quickly and get themselves to safety? Each escape game challenges groups to communicate, prioritize, and plan. They must organize their time, resources, and talent. Each game takes 1 to $1\frac{1}{2}$ hours. Plus, more online team games to meet your every need!

Product name	How it's played	Product Type	# of Players	Product code	Price
Jungle Escape	F2F	Physical	15-18	#GAJUNG	\$999.00
Escape Room	F2F & V	Physical	12-24	#GAMENER	\$695.00
Escape Room 2 Breakout	F2F	Physical	3-24	#GAMENE2	\$795.00
Escape from Mars	V	Digital	3-24	#GAMENEM	\$695.00
Houston We Have a Problem	F2F	Physical	3-24	#GAMENHP	\$675.00
All Adrift	F2F & V	Digital	3-24	#GAMENAA	\$310.00
Emotional Intelligence	F2F & V	Digital	3-24	#GAMENET	\$564.00
Lost in the Wilderness	F2F & V	Digital	3-24	#GAMENLWR	\$310.00
Expedition	F2F & V	Digital	3-24	#GAMENEE	\$530.00
Colourblind	V	Digital	12-24	#GACOO	\$220.00
Warehouse Productivity Challenge	V	Digital	10-30	#GAMEKWH	\$400.00
Value Continuum Mindset	V	Digital	1-99	#GAMEKVC	\$400.00

F2F=Face to face V=Virtual

53-game collection!

This incredible kit is loaded with 240 game parts and 9 binders of notes for 53 highly effective experiential activities to develop team building, problem solving, communication, leadership, decision making, and stakeholder alignment skills. Among this broad selection of experiences, you'll find games for introductory to advance players, that take 10 minutes to 3 hours. Each learning game comes with robust facilitation notes, participant briefs, review questions, and learning reinforcement sheets. Details online.

MTa Games

#GAMEMTI Insights Kit of 53 Games \$3,595.00 **#GAMEMTT** Teams Kit of 16-Games \$2,695.00



Products are of the highest quality. I refer many clients to your unique options.

Dr. Dianna Mattern

ONLINE TRAINING as playful as face-to-face!

Build relationships during online events

Develop connections between participants and your topic whether you're in person or online. The easy-to-use PPT decks or Trainers Exchange offer loads of content and make it fun! EX UNZIP-it! PPT Decks #BLZPREM \$7.95 ea.

Dozens of Topics!



BRAIN BITES!

Make the most of Zoom!

A Yale University study found that the social systems of the human brain are more active during real live in-person encounters than on Zoom." They looked at brain scans during live conversations and saw that the brain was not as active when people were interacting over Zoom."

~ Imaging Neuroscience; Oct 25, 2023, Hirsh, Zhao, Zhang, Noah, Tiede



dig into TEAM DYNAMICS

TeamWriter™ requires great coordination!

Challenge teams to draw a shape or write a phrase that's legible. Success requires communication and planning - What will be written? Where should the strings be attached? Where's the top of the page? How can the pen be guided precisely? How do teams "get on the same page"? This simple exercise lends itself to a rich debrief. Incudes facilitation notes and marker.

TeamWriter[™]

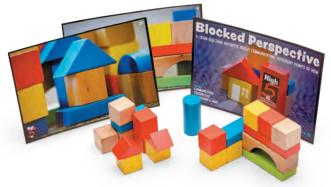




A team challenge for innovation and prototyping

This popular team building experience challenges groups to build the tallest possible free-standing structure, which will support one marshmallow on the top, using only 20 sticks of spaghetti, one yard of tape and one yard of string. Get all the parts in one convenient kit!

The Marshmallow Challenge #GAMEMML \$39.95



Discover the value of different perspectives

Improve communication and explore the value of differing points of view as groups try to accurately re-create block structures based on a series of photographs taken from different angles. Each kit includes 50 blocks, 25 photos and instructions for 5 easy-to-expert challenges. For groups of 6-30 participants.

Blocked Perspective #GAMEBLP \$75.00



solving and communication

For this energizing experience, give each participant one short length of half pipe and challenge the group to deliver the ball of your choice down the pipes from the starting point to the finish line. Success requires communication, creativity and teamwork. Includes 12 pipes, 3 balls and facilitation notes.

Pipeline Challenge **#GAMEPIPE \$42.95**

"Great for Team Building"

We purchased this to use for our student leadership council. The materials were high quality and sturdy! It came with three balls to create modifications or increase difficulty. Our students loved this activity!

Elizabeth Almanza

Build communication and listening skills



TEAM DEVELOPMENT

anytime - anywhere



Discover hidden assumptions

Raise awareness about preconceptions and assumptions as small groups work to assemble a seemingly simple jigsaw puzzle. They'll likely start by turning all the pieces "face-up," which is where the learning begins. Contains enough pieces for 4 small groups. Duration: ~10-20 mins.

Challenging Assumptions #GACHAL \$269.00



A team experience as uplifting as helium!

This deceptively simple game is easy to facilitate and gives your group a common experience through which to discuss issues of teamwork and leadership. The stick is 10 feet long and folds to 12", for easy transport. There's no actual helium, but the stick is so light that when large teams try to lower it without losing finger contact, it unexpectedly seems to levitate. Facilitation notes available online.

Helium Stick #GAMEHLM \$42.95



$\star\star\star$

"Great team-building tool!"

I was wondering how this simple tool would work in a workshop I was facilitating and I was not disappointed. It's portable, easy to use, and the guide gives some great processing questions.

I. Oravecz

Build bridges and collaborative spirit

The specially notched wooden rods and robust facilitation notes offer plenty of options to make the classic DaVinci Bridge a successful teambuilding experience for all sorts of teams. Equip a "designer" with a picture of the finished product and a "manager" with only the written instructions. Then, with limited team meetings, how well will your groups work together to get it built? Measures 6.5' L x 2' W x 2' H assembled. Weighs 11 lbs. Made in the USA.

DaBridge™

#GAMEBRDG \$139.99



Build critical communication and listening skills

In this terrific team activity, blindfolded participants hold a collection of colored plastic shapes. Groups must work together to identify the missing piece(s). Colourblind was developed for training Air Traffic Controllers where good communication is a matter of life or death. Success demands effective group management, listening and questioning,

plus the ability to solicit and absorb feedback. For groups who have done this activity before, *Colourblind Plus* offers more challenging shapes. Duration: ~40 mins.

Includes Facilitator guide; for groups of 4-28. More information online!

#GACOL Colourblind Plus
#GACOM Colourblind Online

\$419.95 \$419.95 \$220.00/yr



7 TRAINING TIPS



PUT SCIENCE INTO PRACTICE

CREATE A WARM WELCOME

Start with an opener or icebreaker

TAKE A BREAK

Take breaks during the day, telling learners they should write and/or organize their notes. If you must finish a topic in one day, plan for reminder or follow-up session to review, elaborate, or answers questions.

TRY MULTI-DAY SESSIONS

Organize training over a few days' time. Leave some questions unanswered and give learners time to sleep. Come back to review and expand learning at future sessions. Don't cram it in! Recommend that learners review the material they most wish to remember shortly before bed.

ENGAGE 5 SENSES

Engage all learners' senses (music, aromas,

GO BIG & COLORFUL

Ask learners to relate a key point to a meaningful image, craft an acronym, or draft a silly story. Ask them to exaggerate, making the image or story larger, more colorful, or active.

PRACTICE & REPEAT

Create "right-sized" challenges. Encourage learners to try to solve a problem on their own. If they don't succeed, they can consult a colleague for instruction or get feedback, then try again. And again. And again.

TAKE TIME TO DEBRIEF

Review and discuss events that occurred and feelings that emerged. Relate those to real world experiences. Encourage them to use, relay, or discuss the information with a peer.

BRAIN SCIENCE

Openers help learners form connections with the material, and link it to something they already know. They're also an opportunity to reiterate the importance of the topic, motivating learners to focus and make the effort to retain new knowledge.

> The hippocampus has limited capacity. Learners need time to unload the hippocampus, think about what's important and organize the concepts into meaningful chunks.



Sleep enables important memories to move into long term memory. Learners may forget some details, but the effort it takes to recall/relearn a few days later ultimately improves memory. Also, what we think about just before bed is most likely to get transferred to your cortex.

Pairing sensory memories with the episodic memory system (triggered by emotions and experiences) helps our brain "tag" an item as important. At night, our brains store the encoded memory, for future retrieval. Reminder: we forget most of what the brain takes in if we don't focus and think about it!

Articulating the connections between images and information forces learners to expend effort. Reminder: We most remember what we spend the most time thinking about. We also tend to pay attention to what is different and distinctive. By exaggerating an image, the more distinctive and memorable it will be.**

> If a challenge is too easy, and doesn't require thought or effort, it's sure to be forgotten. Giving answers too readily doesn't necessitate thought or effort, either. Without effort, it ain't memorable.



Talking about what happened adds semantic* memory to an episodic memory By thinking about it and processing it, you're also finding a place to relate it to other experiences tucked away in your brain, filing it for future retrieval.

*See p 28 **See p 34

Save time. Save space. Save money.

These graceful, versatile floor stands are easy to set up and move. And, it's so simple to swap in new signs. Each stand weighs just over 2 lbs., collapses like a tent pole and includes a Trainers Warehouse signature DocU-Sleeve (p 48). Insert your own sign or slide in a blank sheet of paper, then write on the outside with dry-erase marker. Wipes clean every time!

The 6-foot stand is most versatile. Its detachable extension rod lets it stand at 5 ft. or 6 ft. tall. Includes 2 DocU-Sleeves $(8\frac{1}{2}$ "× 11" and 11" × 17").

5-ft. Floor Stand (81/2" x 11" signs)

A. #CAFLN5

List \$54.30 **Price \$49.95**

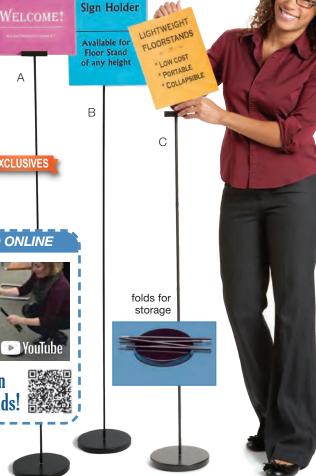
6-ft. Floor Stand (81/2" x 11" & 11" x 17" signs) B. #CAFLT

List \$69.95 Price \$62.95

4-ft. Floor Stand (81/2" x 11" signs) C. #CAFLN4

List \$48.98 Price \$45.95





11" x 17"

eam

Table signs that stand UP and OUT!

Let teams create their own group identity. The stand telescopes from 6" to 20" and includes a Trainers Warehouse signature DocU-Sleeve (5" x 7"). See page 48 for more DocU-Sleeves.

Telescoping Table Stands C. #CASTP 1 @ \$14.95 50 @ \$14.20 ea





Look professional on the road

The ample 27" x 35" Flip Chart Flat Bag features several inner & outer pockets and can hold as many as 4 flip chart pads, notes, and accessories.

Flip Chart Flat Bag

D. #27FCB

\$149.95

CELEBRATE ACHIEVEMENT!





I love my products! Customer service was great when I called them concerning a product I ordered.

Tangela

Recognition plaques worthy of any accomplishment

For special achievements, present $8\frac{1}{2}$ " x 11" certificates in a plaque that looks and feels like real wood. Accommodates both vertical and horizontal certificates. Weighs 3 lbs. Larger quantities sold in 10-piece cartons. Specify Walnut, Solid Black or Black Marble finish.

Plaques for 8½" x 11" Certificates #PRES 1@ \$23.95

10 @ **\$23.50** ea. 30 @ **\$22.85** ea.



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For any metal surface.



Easel Back For tabletop use!

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Size/Code	1+	25+	50+	100+	250+	500+
#5x7	\$2.26	\$1.92	\$1.81	\$1.70	\$1.58	\$1.47
#8x10	\$3.10	\$2.63	\$2.48	\$2.32	\$2.17	\$2.01
#8½ x 11	\$3.35	\$2.90	\$2.75	\$2.50	\$2.45	\$2.35
#8½ x 14	\$3.76	\$3.20	\$3.01	\$2.82	\$2.63	\$2.45
#11 x 17	\$5.60	\$5.45	\$5.25	\$5.05	\$4.95	\$4.55
#18 x 24*	5@\$9.90 ea.	\$8.41	\$7.92	\$7.42		

*Due to shipping constraints, 5 unit minimum order.

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- Memory Hacks p 28
- Try it yourself p 34



