



## *Consulting Career Opportunities*

Collins Education Associates (CEA) is looking for a few highly motivated associates to conduct training and in-school consulting in the area of literacy, specifically focusing on writing and thinking across the curriculum in grades K–12. Because we are interested in expanding our impact, CEA is especially interested in recruiting associates who live outside of the northeastern United States where we currently do most of our work. New associates will be trained to deliver professional development (both workshops and consulting) and given support to develop clients in their local and regional areas.

Associates conduct professional development workshops, teach model lessons, provide one-to-one coaching, and help administrators monitor and support the implementation of the *Collins Writing Program*. Currently, Collins Education Associates has more than a dozen consultants, whose engagements total more than 160 days a year to twenty-five or thirty days. Associate experience ranges from highly successful former teachers who came straight from the classroom to former superintendents who have held every possible position in education. What all CEA associates have in common is a strong, infectious enthusiasm for our approach to writing and thinking across the curriculum. We could be best described as “teacherpreneurs,” a term coined by Barnett Berr who describes teacherpreneurs as highly paid and respected leaders and doers in a school district.

Our associates are independent consultants who make more than \$1,000 per day. We evaluate all of our work, expect very high levels of client satisfaction and impact, and provide unlimited support and advice to help our associates attain our standards. It’s a highly remunerative job with great flexibility and independence.

### **Core Qualifications**

1. Master’s degree, preferably in education
2. Five or more years teaching experience, preferably at multiple grade levels
3. Excellent presentation and communication skills



4. Extremely well organized, independent, and self-motivated
5. Able to travel and maintain a home office
6. Have an entrepreneurial spirit with a desire to aggressively pursue and develop new clients

### **Additional Qualifications**

1. Experience providing professional development, especially in the area of literacy
2. Reside outside the northeast U.S.
3. Demonstrated successful leadership in education settings

### **If you feel you are qualified . . .**

1. Review our website, [www.collinsed.com](http://www.collinsed.com), carefully
2. Decide if the program reflects your beliefs about writing and instruction by requesting our foundation text, *The Collins Writing Program: Improving Student Performance through Writing and Thinking across the Curriculum*. It describes our content and philosophy in detail.
3. Send a cover letter briefly describing why you believe you would make a great Collins associate, and attach a resume with references. We'll acknowledge receipt of your letter and after we've checked your references, we'll arrange for a phone interview.

If, after the interview, there is still mutual interest, we will sign an independent contractor agreement and create a training plan to prepare you to be an associate. Some of these steps may include:

- opportunities to attend in-school training and public workshops
- one-on-one coaching sessions
- opportunities to co-present with other associates
- interviews with Collins associates

We know that each potential associate is unique (just like our clients) and a personalized training plan based upon your background and experience will be developed.

John Collins  
Founder & Managing Director