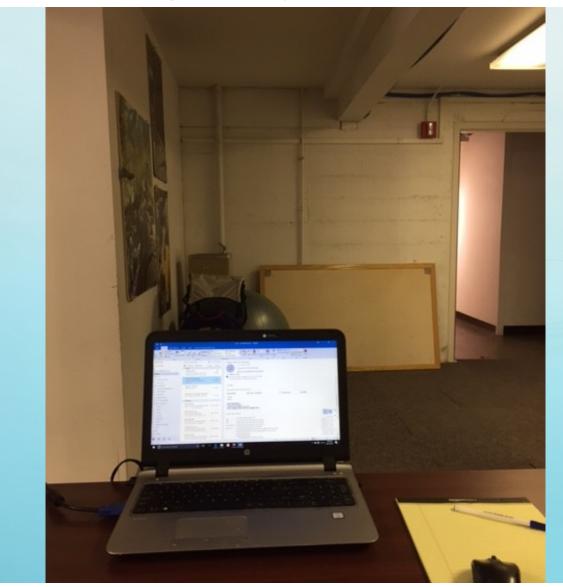


Managing Risk Before Your Program



Who am I and what do I do?

What are we going to talk about today?



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Student Information

- What do we send?
- What do we ask for in return?
- What do we do next?

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My Team at COBS

- 2.5 3 Medical Screeners / Course Advisors
- 2000+ Open Enrollment students
- · Average 700 Student interviews per course advisor each year
- 700 / 200 = 3.5 interviews per work day
- Talk to over 1000 Parents each year

Course Advisor's Impact

Instructor

- 20-40 students a year
- Occasional 1 on 1 conversation
- No parent communication

Course Advisors

- 700 students a year
- 1 to 1 conversation with every student
- LOTS of Parent Communication
 - Parents entire experience is dictated by Course Advisors

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- •2009 MN & Intercept
 - Red, Yellow, Green
 - Every Intercept Student got interviewed
 - Troubled Teens?
 - Low Moto
 - · Didn't have a choice
 - Self agency
 - Many students were "Red" anyhow

What did I learn in 2009?

- Most students (95% ish) are in the 12 22 range
 - Actually I already knew this but you might not have
- Many of them had no idea what to expect
- Many of them had not read the information we provided
- · Many of them had never lived outdoors before
- Some of them didn't want to go
- Many of them had no clue what to expect
- Most of the parents were having their own Outward Bound experience by trusting us with their kids

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- •2010 LMC
 - I wanted to talk to every student
 - What did instructors/ program admin want students to know?
 - "Real Deal Kick Ass Courses"
 - Fitness is critical
 - Altitude

Name:

- You have to start somewhere course:
- Who do you ask

Why did you decide to sign up for a OB course?

Have you read all the course documents we sent you?

Any specific goals or things you are hoping to take away from the course?

What do you anticipate will be the most challenging aspect of the course for you?

What do you do for exercise?

Do you have any previous experience at elevation?

Any current injuries that are bothering you to arms, legs, knees, ankles, shoulders, etc?

What questions do you have about your course?

Other?

Student Conversations

Changes



Student Conversations

- The power of video
 - Skype & Facetime?
 - Engaged conversations
 - "Face to Face conversations immerse us in a continuous multichannel sensory experience, only a fraction of which can be transferred via text"
 - Twitter

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Student Conversations

- Take it Away
 - What are your Programs sticking points?
 - Talk to Field Staff
 - Create Images for students
 - Embrace the silence

Student Conversations

THANKS for coming!

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