

Support Your Core Reading Program With Professional Development and Data-Driven Instruction



Reading Assessment



Professional Development



Literacy Supplements



**2006 Fall Catalog**



Sopris West™  
EDUCATIONAL SERVICES

A Cambium Learning Company

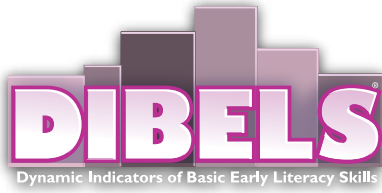
# DIBELS/LETRS Alignment Chart

The path to reading achievement begins with *DIBELS* and *LETRS*.

Screening your students with *DIBELS* allows you to identify which students may be at risk for reading failure. Use this chart to match *DIBELS* results with proven, powerful Sopris West literacy supplements and interventions targeted to specific student needs. The *LETRS* professional development program addresses each component of effective reading instruction: phonemic awareness, phonics, fluency, vocabulary, and comprehension, as well as writing, spelling, and assessment.

By using *LETRS* professional development, *DIBELS* for early identification, and research-validated Sopris West products, you can support students scoring below benchmark and get them on track to reading success.

 <b>LETRS Professional Development Modules</b>	<b>Components of Effective Reading Instruction</b>	 <b>DIBELS Products/Fluencies</b>
<p><i>LETRS 1, 2, 8, 12</i></p> <p><i>The Reading Coach, ParaReading, Teaching Reading Essentials</i></p>	<p>Phonemic Awareness</p>	<p><i>DIBELS Classroom Sets K–6</i></p> <p>Initial Sound Fluency</p> <p>Phoneme Segmentation Fluency</p> <p><i>DIBELS: The Practical Manual</i></p> <p><i>DIBELS Implementation Video</i></p>
<p><i>LETRS 1, 3, 7, 8, 9, 10, 12</i></p> <p><i>The Reading Coach, ParaReading, Teaching Reading Essentials</i></p>	<p>Phonics</p>	<p><i>DIBELS Classroom Sets K–6</i></p> <p>Letter Naming Fluency</p> <p>Nonsense Word Fluency</p> <p><i>DIBELS: The Practical Manual</i></p> <p><i>DIBELS Implementation Video</i></p>
<p><i>LETRS 1, 5, 8, 12</i></p> <p><i>The Reading Coach, ParaReading, Teaching Reading Essentials</i></p>	<p>Fluency</p>	<p><i>DIBELS Classroom Sets K–6</i></p> <p>Nonsense Word Fluency</p> <p>Oral Reading Fluency</p> <p><i>DIBELS: The Practical Manual</i></p> <p><i>DIBELS Implementation Video</i></p>
<p><i>LETRS 1, 4, 8, 12</i></p> <p><i>The Reading Coach, ParaReading, Teaching Reading Essentials</i></p>	<p>Vocabulary</p>	<p><i>DIBELS Classroom Sets K–6</i></p> <p>Oral Reading Fluency</p> <p>Word Use Fluency</p> <p><i>DIBELS: The Practical Manual</i></p> <p><i>DIBELS Implementation Video</i></p>
<p><i>LETRS 1, 6, 8, 11, 12</i></p> <p><i>The Reading Coach, ParaReading, Teaching Reading Essentials</i></p>	<p>Comprehension</p>	<p><i>DIBELS Classroom Sets K–6</i></p> <p>Oral Reading Fluency</p> <p>Retell Fluency</p> <p><i>DIBELS: The Practical Manual</i></p> <p><i>DIBELS Implementation Video</i></p>



 Sopris West Core, Supplement, and Intervention Literacy Products

	pages		pages	pages	
<ul style="list-style-type: none"> <li>• <i>Building Early Literacy and Language Skills</i></li> <li>• <i>Early Vocabulary Connections</i></li> <li>• <i>The Emerging Language and Literacy Curriculum</i></li> <li>• <i>The Herman Method</i></li> <li>• <i>I've DIBEL'd, Now What?</i></li> </ul>	27 23 23 28 11	<ul style="list-style-type: none"> <li>• <i>LANGUAGE!</i></li> <li>• <i>PALS Series</i></li> <li>• <i>Phonics and Spelling Through Phoneme-Grapheme Mapping</i></li> <li>• <i>Power Readers</i></li> <li>• <i>Read Well</i></li> <li>• <i>Responsive Reading Instruction</i></li> </ul>	* 20 22  21 30–32 21	<ul style="list-style-type: none"> <li>• <i>Sound Partners</i></li> <li>• <i>Stepping Stones to Literacy</i></li> <li>• <i>WatchWord</i></li> </ul>	19 18 17
<ul style="list-style-type: none"> <li>• <i>Building Early Literacy and Language Skills</i></li> <li>• <i>Early Vocabulary Connections</i></li> <li>• <i>The Emerging Language and Literacy Curriculum</i></li> <li>• <i>Greenwood Word Lists</i></li> <li>• <i>The Herman Method</i></li> </ul>	27 23 23 27 28	<ul style="list-style-type: none"> <li>• <i>I've DIBEL'd, Now What?</i></li> <li>• <i>LANGUAGE!</i></li> <li>• <i>PALS Series</i></li> <li>• <i>Phonics and Spelling Through Phoneme-Grapheme Mapping</i></li> <li>• <i>Phonics Funnies</i></li> <li>• <i>Power Readers</i></li> <li>• <i>Read Well</i></li> </ul>	11 * 20 22  22 21 30–32	<ul style="list-style-type: none"> <li>• <i>Responsive Reading Instruction</i></li> <li>• <i>REWARDS Series</i></li> <li>• <i>Sound Partners</i></li> <li>• <i>Spelling by Pattern</i></li> <li>• <i>Spellography</i></li> <li>• <i>Stepping Stones to Literacy</i></li> <li>• <i>Step Up to Writing</i></li> <li>• <i>WatchWord</i></li> </ul>	21 25 19 33 33 18 * 17
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\* For information, visit [www.sopriswest.com](http://www.sopriswest.com).

## We've made it easier to understand how and when a product is most effective using DIBELS data.

In addition to a detailed product description and pricing, look for these helpful graphics with selected products that indicate:

- The reading areas addressed
- The appropriate level of intervention based on a student's *DIBELS* assessments
- This entry is new, coming soon, or has best value pricing

For some of our products, this identifies the components of effective reading instruction that this product addresses (phonemic awareness, phonics, fluency, vocabulary, or comprehension). **Bold** indicates a particular strength of the product.

**NEW**

### Responsive Reading Instruction

Flexible Intervention for Struggling Readers in the Early Grades  
 Carolyn A. Denton PhD and Jennifer L. Hocker BA  
 Intervention Grades 1-2

**PHONEMIC AWARENESS • PHONICS • FLUENCY • VOCABULARY • COMPREHENSION**

This dynamic, adaptable supplemental reading program focuses on the practice of phonemic awareness and phonemic decoding in the context of reading and writing, with less emphasis on isolated skill practice.

Students receive explicit, systematic instruction in phonics, phonemic awareness, fluency, and comprehension along with daily opportunities to apply skills and strategies they are learning in text reading and writing. Student assessments and daily-recorded observations help determine how much time is spent on a lesson's five activities—fluency building, assessment, word work, and supported reading and writing.

*Responsive Reading Instruction:*

- Features clear objectives, modeling, practice, scaffolding, and feedback
- Works with leveled, decodable, or semi-decodable text
- Uses assessment to drive instruction

The effectiveness of *Responsive Reading Instruction* as an intervention to struggling first-grade readers is supported by large-scale randomized studies. Students in the research studies made “accelerated progress” putting them on track to close the gap with normally developing readers.

The DVD offers video modeling of 34 of the activities described in the book.

6DA128303	Responsive Reading Instruction Book with DVD	\$99.95
6DA112264	Responsive Reading Instruction Book (334 pages)	\$79.95



For students who:		
Are At Benchmark	Need Strategic Intervention	Need Intensive Intervention
1-2	✓	✓

#### Research shows . . .

*Responsive Reading Instruction* students performed significantly better than comparison students in phonological awareness, word reading, passage reading fluency, and spelling.

Source: Mathes, P. G., Denton, C. A., Fletcher, J. M., Anthony, J. L., Francis, D. J., & Schatschneider, C. (2005). The effects of theoretically different instruction and student characteristics on the skills of struggling readers. *Reading Research Quarterly*, 40(2), 148–182.

To assist your decision making, this icon indicates products that are new, coming soon, or have best value pricing.

This chart suggests the appropriate level of intervention and intensity of instruction for different grade levels based on a student's *DIBELS* assessments.



# Literacy Supplements and Targeted Interventions

*DIBELS* is only the first step. Use these classroom-tested reading interventions to translate *DIBELS* data into improved student achievement and maximum reading growth. Many of these programs are aligned with Early Reading First, Reading First, and Reading Next recommendations.

## WatchWord

A Multisensory Reading and Writing Program  
 Karen Lacey MS, CCC-SLP and Wendy Baird MA, OTR/L  
 Grade K-1 and Intervention 1-2

### PHONEMIC AWARENESS • PHONICS

*WatchWord* can be used as a developmental, whole-class reading program. This supplementary tool is ideal for young students whose *DIBELS* assessments reveal below-benchmark scores in phonological awareness, sound-letter matching, and decoding. *WatchWord* uses developmentally appropriate materials and multisensory activities to gradually build and reinforce these essential reading skills. After students learn to form letters correctly and identify phonemic patterns and sequences, they advance from blending letter sounds into words to easily reading two- and three-letter words.

Set includes *Teacher's Guide* with CD-ROM, *Student Reader* (set of 10), and Sound Blending Charts (2 charts, 10 of each).

System requirements: Windows® 95/98/Me/NT®/2000/XP or Mac OS® 8.1–OS X operating system; 200MHz processor; 32MB RAM; CD-ROM drive; sound.



Customers who purchased this product also bought *Stepping Stones* (page 18) and *Teacher-Directed PALS* (page 20).

6DA64303	<a href="#">WatchWord Set</a>	\$119.95
6DA64266	<a href="#">WatchWord Teacher's Guide with CD-ROM (344 pages)</a>	\$69.95
6DA64282	<a href="#">WatchWord Student Readers, set of 10 (32 pages)</a>	\$49.95
6DA64291	<a href="#">WatchWord Sound Blending Charts (2 charts, 10 of each)</a>	\$19.95

	For students who:		
	Are At Benchmark	Need Strategic Intervention	Need Intensive Intervention
K	✓		
1	✓	✓	✓
2			✓



## Stepping Stones to Literacy

J. Ron Nelson PhD; Penny Cooper MA; Jorge Gonzalez PhD  
Grade PreK-K and Intervention K-1



### PHONEMIC AWARENESS • PHONICS

*Stepping Stones to Literacy* is designed to assist below-benchmark readers who require additional assistance in phonemic awareness. Teachers should use *DIBELS* to identify which students are at risk for reading failure and monitor their progress throughout the *Stepping Stones* intervention.

Now available with Spanish prompts, each of the 25 supplemental lessons can be used in small-group or individual instruction, and all lessons are geared toward mastery of the pivotal skill sets—listening, letter naming, phonological awareness, and serial processing—that contribute to phonemic awareness.

*Stepping Stones to Literacy*:

- Requires no teacher preparation. Lessons are explicit and simple to use
- Features “soft-scripted” lessons. Any teacher can give the lessons effectively, but experienced educators are able to easily incorporate personal teaching style into their instruction
- Aligns with the proven, research-based principles of effective instruction in phonemic awareness

Set consists of a *Lesson Book* and *Instructor’s Manual*.

6DA64717 *Stepping Stones to Literacy Set*

\$210.95

#### For students who:

	Are At Benchmark	Need Strategic Intervention	Need Intensive Intervention
PreK	✓		
K	✓	✓	✓
1		✓	✓

### Research shows . . .

Study results indicate that children who receive *Stepping Stones* make statistically significant gains on the *DIBELS* Phoneme Segmentation Fluency, Nonsense Word Fluency, and Letter Naming Fluency measures.

Sources: Nelson et al., 2005; Nelson, Benner, & Gonzales, 2005.

Also by J. Ron Nelson and Patricia Vadasy, *Early Vocabulary Connections*. See page 23.



## Stepping Stones to Literacy and Sound

*Stepping Stones to Literacy* and *Sound Partners* can be used together to aid students who might otherwise fall through the reading “safety net.”

- Use *Stepping Stones* with preK students as a *supplementary* program to build letter knowledge and phonemic awareness
- Try *Stepping Stones* in kindergarten classrooms as an *intervention* for students who are still struggling with the initial sound, phoneme segmentation, and letter naming fluencies in *DIBELS*
- Place your *Stepping Stones* students directly into *Sound Partners* if they have reached benchmark goals on the phoneme segmentation fluency but perform poorly on the nonsense word fluency

## Sound Partners

A Tutoring Program in Phonics-Based Early Reading

Patricia Vadasy PhD; Susan Wayne PhD; Rollanda O'Connor PhD;

Joseph Jenkins PhD; Kathleen Pool MS; Mary Firebaugh MS; Julia Peyton PhD

Grades 1-2 and Intervention 2-3

### PHONEMIC AWARENESS • PHONICS

*Sound Partners* is an ideal complement to *DIBELS*. Using the initial sound, phoneme segmentation, nonsense word, and letter naming fluencies, tutors can employ *Sound Partners* to help struggling early readers who score below benchmark in phonemic awareness and phonics. Designed to be implemented by paraprofessionals and other tutors, the program uses intense 30-minute, one-on-one sessions to produce marked improvement in word attack, word identification, spelling, and other skills required for reading.

*Sound Partners* was extensively evaluated for more than ten years in a variety of classroom settings and gives beginning readers the individual attention that is so important to reading development. The program is aligned with National Reading Panel standards and offers a practical, balanced approach that includes instruction in isolated decoding skills and meaning-based learning through scaffolded storybook reading.

Students apply their isolated decoding skills and build fluency with the Decodable Readers—scaffolded storybooks introduced in the second half of the tutoring session.

**Decodable Readers Set** includes one copy of each Reader, including the *BOB Books* series, *Poppleton Forever*, *Poppleton and Friends*, *The Class Trip*, *Shipwreck Saturday*, and *The Big Red Sled*.

**Master Set** includes *Lesson Books* (3 copies), *Implementation Manual*, *Tutor Handbooks* (3 copies), and *Sound Cards* (3 sets).

6DA69227	Sound Partners Master Set	\$208.49
6DA69180	Sound Partners Implementation Manual (55 pages)	\$16.95
6DA69201	Sound Partners Lesson Book (376 pages) and Tutor Handbook (104 pages)	\$67.95
6DA69198	Sound Partners Tutor Handbook (104 pages)	\$22.95
6DA69219	Sound Partners Sound Cards (2 sets)	\$13.95
6DA69331	Sound Partners Decodable Readers Set	\$117.95

To order individual Decodable Readers, contact Customer Service at (800) 547-6747.



For students who:			
	Are At Benchmark	Need Strategic Intervention	Need Intensive Intervention
1	✓		
2	✓	✓	✓
3			✓

### Research shows . . .

Struggling readers who used *Sound Partners* **increased** their **relative standing** in reading and spelling **from the 10th to the 50th percentile on average**, after 40 hours of tutored instruction.

For more information, visit [www.sopriswest.com](http://www.sopriswest.com) and click on "Research."

## Partners . . . A Winning Combination

- Begin with *Stepping Stones* for students in first and second grade who are below benchmark on the initial sound, phoneme segmentation, nonsense word, and letter naming fluencies. Move those students who are limited in both phonemic awareness and alphabetic principle into *Sound Partners* for more intensive intervention. The programs are implemented simultaneously for complete coverage

BEST VALUE

6DA115377	Stepping Stones to Literacy Set and Sound Partners Master Set	\$377.95
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Used alone or in tandem, *Stepping Stones to Literacy* and *Sound Partners* put students back on the path to early reading success!



# Cambium Learning Technologies

We are proud to introduce Cambium Learning Technologies, which includes the newest members of the Cambium Learning family, IntelliTools®, Inc. and Kurzweil Educational Systems™, Inc.



**IntelliTools®**

A Cambium Learning Technologies Company

## IntelliTools Classroom Suite Grades K-8

*IntelliTools Classroom Suite's* multimedia activities, systematic practice, and embedded assessments are designed to boost student achievement on standards-based tests and help meet adequate yearly progress (AYP) goals.



*With IntelliTools Classroom Suite, teachers can assign and check student work, generate assessments, and create student portfolios.*

- Helps identify which critical skills students need to master
- Offers practice that progresses from numerous supports—pictures, writing prompts, and word prediction—to limited support
- Features a variety of ways for students to process information, including reading, listening, writing, and presentation of completed work
- Allows students to proceed at their own pace, review background material, and check their work
- Engages students through multimedia that utilizes the Internet, animation, video, sound, image, painting and drawing software, and more
- Tracks students' practice activities and tests, providing immediate feedback on performance and a comprehensive electronic portfolio
- Provides reading, writing, and language acquisition supports for English language learners (ELL)

Learn more or request a free trial CD at [www.IntelliTools.com](http://www.IntelliTools.com).

6DA141487	<a href="#">IntelliTools Classroom Suite (Macintosh/Windows)</a>	\$299.95
6DA140724	<a href="#">IntelliTools Classroom Suite (Macintosh/Windows) Five Pack</a>	\$1,349.00

“

*I am pleased with the way my staff came to grips with the new technology in a short space of time. They have reported overall student improvements in writing, specifically in the sentence construction areas. We are planning a wider implementation of IntelliTools Classroom Suite next semester.*

—Char Williams, Principal,  
Warner Elementary, Wilmore, KY

*IntelliTools Classroom Suite is ideal for inclusion classrooms because all students can use the same program with a mouse and IntelliKeys® keyboard (shown) or a switch.*







Students can retrieve complete books or online encyclopedia articles from the Internet for use with Kurzweil 3000.

## Kurzweil 3000™ Grades K-12+

Research demonstrates that *Kurzweil 3000* text-to-speech software supports students in increasing reading speed, fluency, and comprehension while promoting independent learning. Its patented visual and auditory features—including reading print, electronic, or Web-based content aloud in natural sounding speech—help students with special needs and English language learners (ELL) keep up with assigned reading, learn critical study skills, and complete writing projects and tests. Students can add annotations to the documents; extract outlines, study guides, and word lists; and utilize reference tools—including dictionaries, audible spell checking, and more.

With *Kurzweil 3000*, students can work on worksheets and take classroom tests and standardized exams. Teachers are able to add questions or comments to assess students' reading comprehension or even give pre-reading tips and vocabulary information.

- *Kurzweil 3000 Professional* allows users to scan and then edit documents in either black and white or color, and access reading, writing, and learning tools
- *Kurzweil 3000 LearnStation* provides reading, writing, and learning tools but does not include scanning or production editing features
- Learning Lab Packs include one *Professional* (black and white or color) and four *LearnStations*

*Note: Volume discounts and network licenses offer significant savings from the single or lab prices listed. Call (800) 894-5374 for more information.*

Learn more or request a free trial CD at [www.kurzweiled.com/dibels](http://www.kurzweiled.com/dibels).

6DA138931	Single Professional Black/White for Windows	\$1,095.00
6DA120643	Single Professional Black/White for Macintosh	\$1,095.00
6DA138915	Single Professional Color for Windows	\$1,495.00
6DA120723	Single Professional Color for Macintosh	\$1,495.00
6DA138923	Single LearnStation for Windows	\$395.00
6DA120395	Single LearnStation for Macintosh	\$395.00
6DA138991	Learning Lab Pack Black/White for Windows	\$1,995.00
6DA120651	Learning Lab Pack Black/White for Macintosh	\$1,995.00
6DA138974	Learning Lab Pack Color for Windows	\$2,695.00
6DA120731	Learning Lab Pack Color for Macintosh	\$2,695.00



**Kurzweil**  
EDUCATIONAL SYSTEMS

A Cambium Learning Technologies Company



Students can use the new Kurzweil 3000 Taskbar with popular programs, such as Microsoft® Word, to access key Kurzweil 3000 features, including reading, word lookup, and spell check.



**Cambium**  
LEARNING™  
TECHNOLOGIES

 **Kurzweil**  
EDUCATIONAL SYSTEMS

 **IntelliTools®**

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# Order Form

Prices effective through December 31, 2006. All prices subject to change without notice.



Sopris West™  
EDUCATIONAL SERVICES

A Cambium Learning Company

Product Code	Product Title	Qty.	Unit Price	Total Price

Order Amount	Shipping/Handling
\$1.00-\$99.99	12% (\$4 minimum)
\$100.00-\$99,999.99	10%
\$100,000.00-\$499,999.99	8%
\$500,000 and over**	6%

\*\* On orders placed simultaneously; can be multiple PO's but all must be sent at same time.

\*Enter amount as indicated in chart at left.  
\*\*\*Add applicable sales tax for your state (from subtotal).  
Materials purchased with a Certificate of Tax Exemption **must** be paid by the Certificate Holder to be tax free.  
Please attach copy of certificate to order, or sales tax will apply.

Subtotal
Shipping/Handling*
Sales Tax***
Total Amount Due

**CUSTOMER INFORMATION:**

To expedite your order, please provide information from the back cover of this catalog:

Customer Number \_\_\_\_\_ Source Code \_\_\_\_\_

Name \_\_\_\_\_

Job Title \_\_\_\_\_

School/Organization \_\_\_\_\_

District \_\_\_\_\_

County \_\_\_\_\_

I Work With Grades \_\_\_\_\_ May we e-mail you about these and related resources?  Yes  No

(We do not sell, rent, or share your personal information with anyone.)

E-mail Address \_\_\_\_\_

**BILL TO:**

If using a credit card, "BILL TO" address must match the address where the credit card statement is received.

Name \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Country \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

**FIVE EASY WAYS TO ORDER:**

**Fax Toll Free** (888) 819-7767     **Phone Toll Free** (800) 547-6747     **Internet** www.sopriswest.com

**Mail**  
Sopris West Educational Services  
P.O. Box 1809  
Longmont, CO 80502

**Sales Representative**  
Call (800) 547-6747 to locate a representative near you

- Check/Money Order (Payable to Sopris West)
- Signed Purchase Order # \_\_\_\_\_ (MUST be faxed or attached to order)

VISA      MC

Account Number  

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Expiration Date (Month/Year)

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Printed Name as It Appears on Card \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

**SHIP TO: (If different from billing information)**

Name \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Country \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

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## Money-Back Guarantee

Use our resources in your school for 30 days. If for any reason during that time you feel they aren't well worth the price paid, return them in salable condition with a note telling us why. You'll receive a prompt, complete credit or refund of the purchase price. **Please call (800) 547-6747 for an authorization number and procedures before returning.**

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## Sending Your Order

We accept signed Purchase Orders by mail and by fax. If you fax your order, **please do not mail us another copy**; otherwise, your order could be duplicated. We cannot accept Purchase Orders by phone. We accept VISA and MasterCard (prepaid) orders by fax or mail (with an order form), online, or by phone. When calling, please help us by having your credit card and product codes ready.

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## Delivery Times

If you have a specific date by which you need your materials, please let us know when you place your order. Our normal order processing is quite fast; most orders are shipped within ten working days of receipt (October through May). During the summer, orders are usually shipped within 15 working days.

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## Shipping and Handling Charges

Orders from \$1.00–\$99.99, 12% (\$4 minimum). Orders from \$100.00–\$99,999.99, 10%. Orders of \$100,000.00–\$499,999.99, 8%. Orders of \$500,000.00 and over, 6%.

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## Canadian Order Fulfillment

For all Canadian orders, please contact our Canadian distributors directly. West Canadian orders should be placed with our Alberta distributor, The Teacher's Book Depository, by calling (800) 661-1959 or faxing (780) 451-3958. East Canadian orders should be placed with our Ontario distributor, The Bookman Textbook and Educational Outlet, by calling (800) 461-8398 or faxing (888) 686-0697.

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## Prices

Prices are effective through December 31, 2006. All prices are subject to change without notice. Contact Customer Service at (800) 547-6747 to verify prices and/or request an updated catalog.

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## Other International Shipments

We ship internationally the best (fastest, least expensive) way possible. Generally, goods are shipped via the U.S. Postal Service. When you place your order, please specify air or surface delivery. You'll be charged the actual cost of shipping, plus a service charge. The service charge, five percent of the total product purchase price, offsets the extra preparation involved in international shipping.

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## Return Policy

If anything is wrong with the products you purchased, you must return them within 30 days of receipt for a credit or refund. Please call (800) 547-6747 for an authorization number and procedures before returning. To credit your account, we require a copy of your packing slip or invoice. Without this, we cannot process your credit or refund. Products returned after 30 days will be subject to a 15% restocking fee.

If you find an error on the packing slip, or if your order was filled incorrectly, you must notify Customer Service within ten days of receipt. We will do our best to rectify any discrepancy quickly.

---

## Return Shipping

You are responsible for the cost of return shipping. Returned goods must be shipped via UPS or FedEx. All returned materials must be in salable condition. Please take care to package returns carefully so that they are not damaged in transit. If we receive damaged goods and you would like them returned to you, you must pay the return shipping costs. Shipping address for returns:

**Sopris West Educational Services**  
4120 Specialty Place  
Longmont, CO 80504-5400

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## Business Hours

7:00 A.M.–5:00 P.M., Mountain Time, Monday–Friday

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## Customer Service

Please contact us at (800) 547-6747, or via e-mail at [customerservice@sopriswest.com](mailto:customerservice@sopriswest.com).

Register now  
to reserve  
your space.

# 2007 LETRS Institutes

## Boulder, Colorado

In order to process your registration form, ALL sections must be filled in clearly and accurately. **Payment MUST accompany registration form.**

### Session Information

Please check the session(s) you would like to attend.

LETRS Institutes	Modules	Presenter	Cost	
<input type="checkbox"/> January 23–25, 2007	1, 2, 3	Judi Dodson	\$870	\$ _____
<input type="checkbox"/> April 17–19, 2007	4, 5, 6	Louisa C. Moats	\$870	\$ _____
<input type="checkbox"/> June 19–21, 2007	7, 8, 9	Deborah Glaser	\$870	\$ _____
<input type="checkbox"/> September 18–20, 2007	10, 11, 12	Joan Sedita	\$870	\$ _____
			<b>Subtotal</b>	\$ _____
10% discount on <i>LETRS</i> Institutes if attendee is registering for 3 or more Institutes			<b>Less Discount</b>	\$ _____
			<b>TOTAL</b>	\$ _____

### TWO EASY WAYS TO REGISTER

#### FAX

(720) 494-4114

Attn: Toni Backstrom

#### PHONE

(800) 547-6747

#### MAIL

Sopris West Inc.

**Toni Backstrom**

4093 Specialty Place

Longmont, CO 80504

### ATTENDEE INFORMATION

Confirmation will be sent to your home address.

Name \_\_\_\_\_

Job Title

- Classroom Teacher     Speech Pathologist     Administrator  
 Higher Education     Reading Specialist     SPED Coordinator  
 Independent Consultant  
 District / State Position (Title: \_\_\_\_\_)

Preferred Name for Badge \_\_\_\_\_

Home Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

County \_\_\_\_\_

Home Phone ( \_\_\_\_\_ ) \_\_\_\_\_

E-mail \_\_\_\_\_

May we e-mail you about these and related resources?  Yes  No  
(We do not sell, rent, or give your personal information to anyone.)

School/Organization \_\_\_\_\_

School District and County \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

County \_\_\_\_\_

School/Organization Phone ( \_\_\_\_\_ ) \_\_\_\_\_

School/Organization Fax ( \_\_\_\_\_ ) \_\_\_\_\_

Please list any special physical accommodations required and fax to the conference coordinator at (720) 494-4114.

### BILL TO

If using a credit card, "**BILL TO**" address must match the address where the credit card statement is received.

Name \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Country \_\_\_\_\_

Phone ( \_\_\_\_\_ ) \_\_\_\_\_ Fax ( \_\_\_\_\_ ) \_\_\_\_\_

### METHOD OF PAYMENT

Registration form will not be processed without payment information. Include attendee(s) name and workshop name on PO or check.

Signed Purchase Order # \_\_\_\_\_  
(Must be faxed or attached to order)

Check/Money Order # \_\_\_\_\_  
(Make payable to Sopris West Educational Services)

VISA     MasterCard

Account Number

□□□□ - □□□□ - □□□□ - □□□□

Expiration Date (Month/Year) □□ / □□

Printed Name As It Appears on Card \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

Please check one of the following as your preferred method of contact:

- E-mail     Home phone     School phone     Fax

### TRAVEL AND LODGING

Travel and lodging are the responsibility of the participant. A confirmation letter will be sent to each participant with hotel information.

### CANCELLATION POLICY

We highly encourage substitutions rather than cancellations. If you must cancel, please submit written notification via fax or mail five days before the date of the workshop. Participants will receive a refund of their total payment, less a \$50 cancellation fee. Refunds will not be given for cancellations made fewer than five days before the workshop or training date; however, the registration fee may be applied to a future workshop or training.

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