

Illinois Green Cleaning Schools Workshop

Sponsored by:
Healthy Schools Campaign
ISSA

April 16: Center for Green Technology, Chicago, IL

Agenda

8:00 a.m. – 9:00 a.m. **REGISTRATION**

9:00 a.m. – 9:45 a.m. **Children’s Health and the Illinois Green Cleaning Schools Act**

Unhealthy school environments have a significant impact on students’ ability to learn and teachers’ ability to teach. The prevalence of these conditions was the primary driver behind the Illinois Green Cleaning Schools Act. This session will focus on the particular health concerns environmental exposures present to school age children, and provide a detailed review of the specific requirements established by the Act.

Speakers: *Claris Olson, Environmental Health Specialist for the Healthy Schools Campaign; and Daniel Persky, Senior Policy Advisor and Counsel, Office of the Lt. Governor of Illinois*

9:45 a.m. – 10: 45 a.m. **Guidelines for the Illinois Green Cleaning Schools Act**

The Green Cleaning Guidelines and Specifications for Schools establish the framework for Illinois schools’ compliance with the Green Cleaning Schools Act. This session will provide a review of the key components of the Guidelines, which establish a series of mandatory and recommended green cleaning procurement practices for elementary and secondary schools in Illinois.

Speakers: *Kate Tomford, Senior Policy Advisor Office of the Lt. Governor of Illinois; Bill Balek, Director of Legislative Affairs, ISSA*

10:45 a.m. – 11:00 a.m. **BREAK**

11:00 a.m. – 12:00 p.m.

Implementing a Green Cleaning Program

This session will instruct attendees how to establish and implement a green cleaning program that maximizes the extraction of dirt and other contaminants from schools, while minimizing the impact of the cleaning process on students, teachers, cleaning personnel and the environment in general.

Speaker: *Stephen P. Ashkin, Executive Director, The Green Cleaning Network*

12:00 p.m. – 1:00 p.m.

LUNCH

1:00 p.m. – 2:00 p.m.

How to Sell Green Cleaning

This portion of the program is designed to equip distributor and contract cleaning operations with the requisite **SALES** skills and knowledge that will help you best represent the green cleaning products and services you have to offer Illinois schools. Topics that will be addressed include: Defining Green Cleaning; Building a Complete Bundle; the Green Sales Process; and Overcoming Common Objections.

Speaker: *Stephen P. Ashkin, Executive Director, The Green Cleaning Network*

2:00 p.m. – 3:00 p.m.

Doing Business with Schools

Schools are a critical market segment for distributors and contract cleaners, and have unique needs and requirements. This segment will provide expert insight on working with schools, including the practical and financial aspects of school district purchasing.

Speakers: *Rochelle Davis, Executive Director, Healthy Schools Campaign (invited); Bill Thompson, Illinois Association of School Business Officials (invited)*

3:00 p.m. – 3:30 p.m.

Open Discussion and Closing Remarks