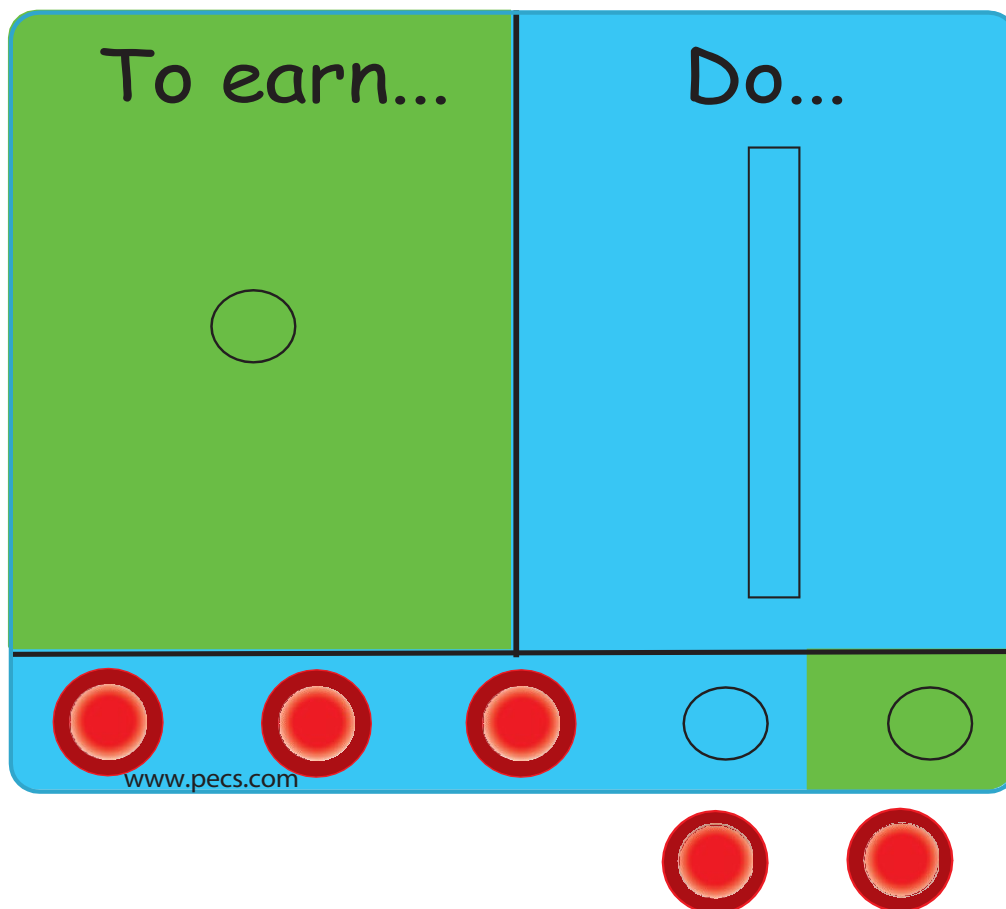


Earn-Do Card



Created by the developers of the
Pyramid Approach to Education® and
the Picture Exchange Communication
System® (PECS®)

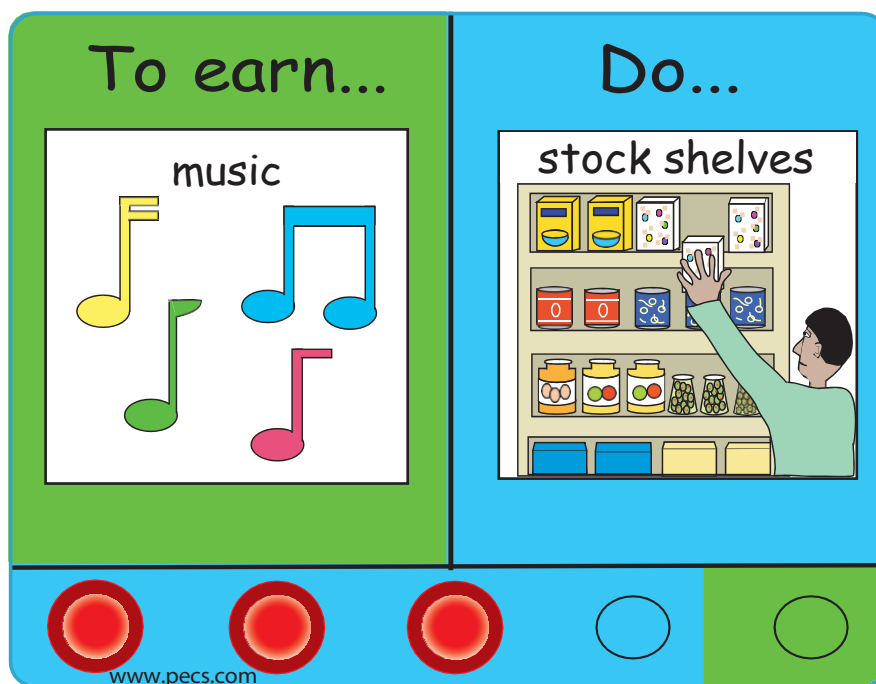


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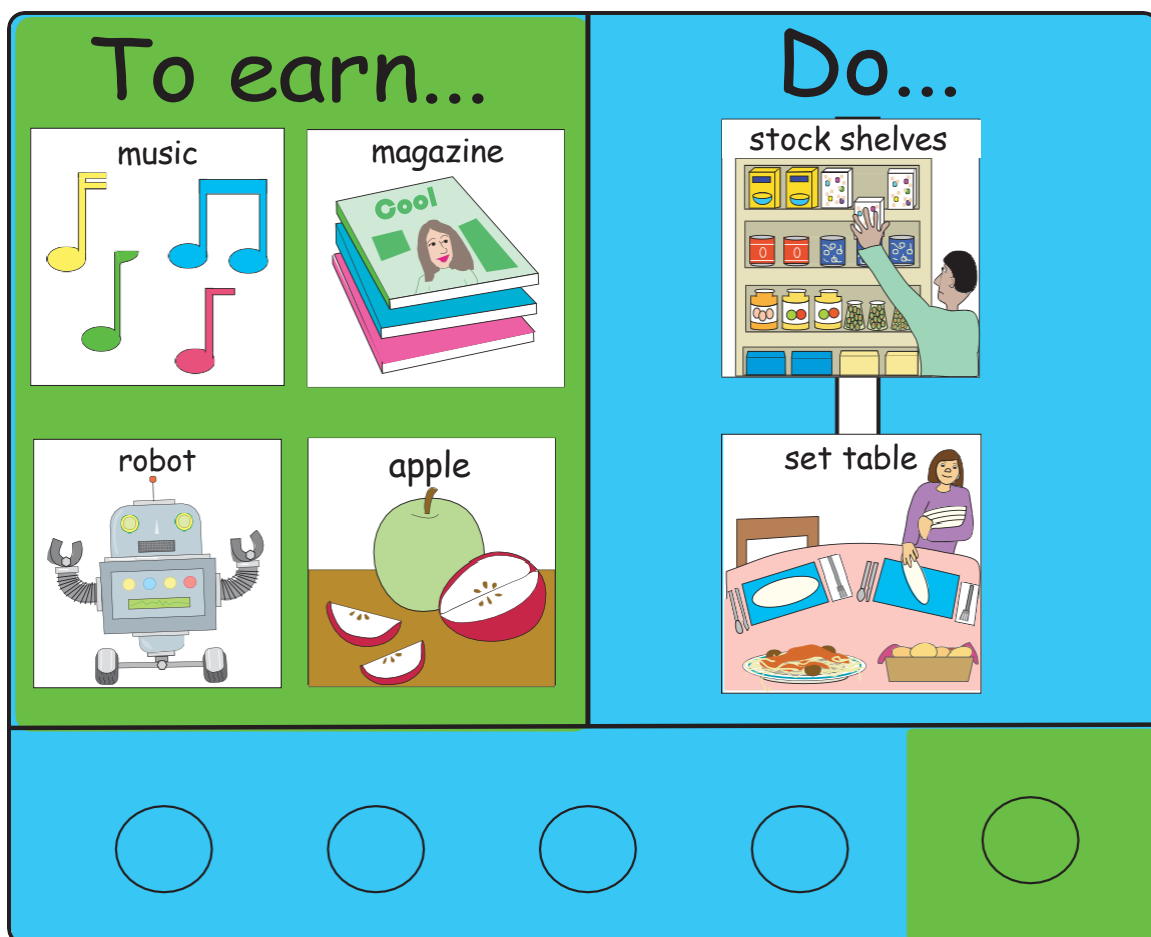
The **Earn-Do Card** embraces Pyramid's philosophy of using a 'reinforcer first' strategy. If you were considering a new job, you would insist on knowing your salary before you started to work! In essence, you would have information about your potential reinforcer before you started your tasks/job. We call this a 'reinforcer first' strategy because first you know about your reinforcer; then you start to work. We believe this orientation should be used with our students. Most teachers start a lesson by telling the students what to do- the 'work' to be done. Some teachers use a First-Then strategy: they tell or show the student what to do and then tell or show what the potential reward could be. Many students negatively react to being told what to do before they learn about the potential reinforcer! We believe that following the 'reinforcer first' strategy that you and I expect, the teacher should start the lesson with information about the potential reinforcer, and then tell the student how to earn that reward. "Get this by doing that." Once you've identified powerful reinforcers to use to motivate your learner to participate in a lesson or activity, using a visual reminder of both the reinforcer and the task to accomplish can be helpful.

The key to a successful lesson is signaling the potential reinforcer before signaling the task or demand.

Once you have identified a powerful reinforcer, give the learner the **Earn-Do Card** and place the picture of the reinforcer on the card. After the learner is aware of the potential outcome, place the picture of the task on the **Earn-Do Card**. You can say something like "To earn _____, Do this," as you show the learner each picture on the card.



Additional options for the **Earn-Do Card** include showing the student an array of potential reinforcers so that he can choose a specific item upon completion of the task. Also, you can include more than one task for your learner to complete.



*** Tokens may vary in color. Images are sold separately.**

For more information on using a "reinforcer-first" strategy and the Earn-Do Card, attend a workshop or read *The Pyramid Approach to Education*®, 2nd Edition (Bondy, 2011). Contact Pyramid Educational Consultants at **pyramidus@pecs.com** or **888-732-7462** for more information.