



# Job Development 2017: Building Business Relationships

One-Day Workshops for Employment  
Specialists and Program Managers

**Dates and Locations for  
Employment Specialists:**

**April 18**

French Lick Springs Hotel  
8670 West State Road 56  
French Lick, IN  
812-936-9300

<http://go.iu.edu/1te0>

**April 20**

Hilton Garden Inn and Gillespie  
Conference Center  
53995 Indiana State Route 933  
South Bend, IN 46637  
574-232-7700

<http://go.iu.edu/1te0>

**Date and Location for Program  
Managers and Lead  
Employment Consultants:**

**April 19**

Garrison Conference Center  
6002 N. Post Road  
Indianapolis, IN 46216  
317-638-6000

<http://go.iu.edu/1te3>

Employment professionals tell us that job development is one of the most challenging aspects of their work. These one-day trainings will provide employment specialists with:

- ◆ Skills and insights into building valuable relationships with community businesses
- ◆ Advanced tools for negotiating individualized jobs
- ◆ Strategies for moving away from the 4 Fs of job placement. (Not sure what that is? You need this training!)

Go beyond the basics and enroll now, so you can improve employment outcomes for the job seekers you serve.

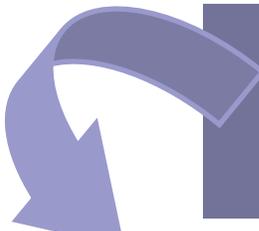
## Who Should Attend?

**Employment Specialists**

**Job Coaches**

**Program Managers**

**Indiana Vocational  
Rehabilitation Services  
Staff**



For more information on trainer Kris Kennedy, program content, accommodations, and registration, see page 2.

## For Program Managers and Lead Employment Consultants

April 19, Indianapolis

This training brings you new approaches to help you build effective and efficient employment programs. You'll be invited to think creatively and critically about job development and your staff's interactions with employers.

Delivers:

- ◆ A strategy for assessing your organization's employer market share
- ◆ A job development activities' ratio analysis
- ◆ Differentiation between transaction and relationship selling.

Plus, you'll learn how to review and evaluate service delivery options to see if they support actual employment outcomes.

## Featuring: Kris Kennedy

### President and Director, Kenfield Consulting

Kris is a leader in improving employment outcomes for people with barriers to employment. A national speaker and trainer on best practice in job preparation, job development, and job placement, Kris holds a philosophical approach to employment focused primarily on access: The prevention and removal of social and environmental barriers gives all people better access to economic opportunities.

Kris' diligent and insightful management of statewide initiatives resulted in the Enhancing Employment Outcomes Systems being named one of the most innovative best practices nationwide, by the Institute for Community Inclusion at the University of Massachusetts, Boston in 2012. The program's ability to produce jobs, especially jobs for individuals with the most significant disabilities, remains unsurpassed.

## For Employment Specialists

April 18, French Lick, or  
April 20, South Bend

These one-day trainings will provide employment specialists with:

- ◆ Skills and insights into building valuable relationships with community businesses
- ◆ Advanced tools for negotiating individualized jobs
- ◆ Strategies for moving away from the 4 Fs of job placement.



## Register Now!

Registration is \$75 per attendee. To register, click on the link for the training you will be attending.

Seating is limited. Deadline for registration is **April 4**.

### Employment Specialists

Register for either the April 18 or April 20 training at:

<http://go.iu.edu/1te0>

### Program Managers

Register for the April 19 training at:

<http://go.iu.edu/1te3>

Questions? Contact Maya Cox at [mayacox@indiana.edu](mailto:mayacox@indiana.edu), or at

812-856-0216.

### Need Training Accommodations?

Contact Lori Pierce at least **three weeks** prior to training at [lopierce@indiana.edu](mailto:lopierce@indiana.edu) or call

812-856-0169.



**CENTER ON COMMUNITY  
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With support from:

Indiana Vocational Rehabilitation Services