

Engaging Employers



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Agenda



- Why do people enroll in training programs?
- Developing the right type of employers
- Best Practices and Toughest Challenges
- Summary



Why do people enroll in training programs?

- Acquire gainful employment
- Enhance their skills
- Increase their knowledge
- Get jobs in the field they've been trained

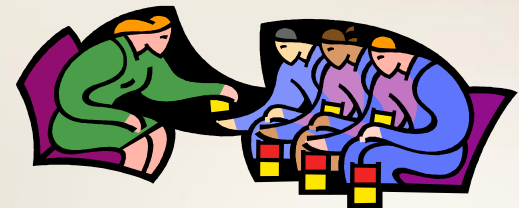


Developing The Right Employers

- Job Matching
- Deliver trained and skilled workers
- OJT/TJ to Unsubsidized

Benefits to Employers

- 30 days or 9 weeks Try-Out period (depending on the program)
- Train and develop candidates to their standards
- Not obligated to hire if they are not completely satisfied with performance



Happy Employers Lead to Permanent Job Placement



- Send qualified candidates
- Get to know your employers to find out what they want
- “Win-Win-Win” Situation - employer, client and funder are all happy!



Best Practices and Toughest Challenges

Best Practice



- Become their HR department
- Communication is key - Know the employers criteria for qualified candidates
- Pre-screen clients and get their commitment to the process
- Schedule interviews for employers according to their schedule

Best Practice



- Make the employers role as easy as possible
- Eliminate hiring steps; sifting thru hundreds of resumes
- Complimentary services - This is a quality they really appreciate!
 - We complete the paperwork for the employers and have it ready for them when they arrive especially if they come on site to interview.

Toughest Challenge

- Some employers will bring on participants to get “free labor” and have no intention of hiring candidates.
- When this pattern of abuse is identified we dissolve the relationship.



Summary



- Build relationships with employers
- Quality training programs
- Best Practices and Toughest Challenges



Thank You for your attention

Employment & Employer Services, Inc.