



**EMPLOYMENT  
OUTCOMES  
FUNDAMENTALS**

## THE CHALLENGE

Finding jobs for people with employment barriers, especially significant barriers can be a bewildering and mystifying experience for most rookies and some veteran job developers.

How does job development work in concrete practical terms? What do we do when clients are more difficult to serve or the economy worsens? What's the plan if employers will not seriously consider our candidates?

Managers and staff have often not been exposed to superior job development strategies and techniques. Many of the best job development models and concepts are under utilized because they are not well known or well articulated.

Job development itself, and making it better, should not be a mystery. Professionals need to know how it works and how they can make it work better.

## OUR ANSWER

Employment Outcomes Fundamentals (EOF) is a one-day workshop that demystifies job development and finding work for people with any level of employment barrier.

Years of job placement experience and building successful programs has shown us there are fundamental concepts that underpin generating employment outcomes. These essential ideas and techniques, although varying in specific application, are the keys to making job development work.

They include:

- Using marketing in job development
- Using different job development strategies linked to specific consumer employment barriers
- Understanding that job seekers do not have to be job ready to go to work
- Recognizing and dealing with employer needs and objections
- Selling to the employer – the how to!

EOF is a cost effective workshop delivered to a small or large audience. The inexpensive price is to encourage access and participation. EOF is a great choice for conferences, local area training or membership organizations interested in securing quality learning.

EOF is available in two formats: one for Job Developers and one for Vocational Counselors purchasing and supervising job development services.

## FIND OUT MORE

To discuss EOF and other training options please call or email:



Allen Anderson, *President*  
Tel: (416) 922-3791

4119 Trapper Crescent  
Mississauga, Ontario, Canada  
L5L 3A7

allen@dtg-emp.com  
www.dtg-emp.com

Also in Belo Horizonte, Brazil