

# BUSINESS SERVICES CERTIFICATION PROGRAM

**ALL NEW - 1ST TIME OFFERED IN 2017**



## HOSTED BY

Workforce180, Founder and CEO Mike Fazio. He's taught employer engagement and business service strategies to workforce professionals online, in-person and at conferences throughout the US for the past 10 years! More about him [HERE](#) and [HERE!](#)

Join Mike for this year-end, three-part series



## WEBCAST 2

It's a new world out there, right? People are now saying the US is at **full employment**. We'll cover: Approaching employers & partners in a low-unemployment world. Yes, it's an issue. Plus...What to say, offer and present. We'll even share a customizable template for creating an effective, proven employer sales-pitch!



## DETAILS

- December 13, 14, 15 @ 2:00 EST
- All sessions 60-75 minutes w/unlimited Q&A
- Conducted live, (recorded for free 30 day playback, in case you have a date/time conflict)
- eCertificate of Completion
- eCopies of all slides used
- \$300 per person for all three webcasts
- BIG, BIG, BIG group discounts available
- Contact us: [webcast@workforce180.com](mailto:webcast@workforce180.com)



## WEBCAST 1

The series begins with a 2017 Review and 2018 Forecast for Today's Economy and Political Impact, plus, Engaging Employers About Career Pathways, Using LMI, the JOLTS report, the WIOA Affect and much more!

TBA-Special guests for the series kick-off!



## WEBCAST 3

Overcoming concerns and push-back from employers and partners is always the #1 ISSUE for workforce professionals to deal with. DEAL WITH IT HEAD ON: Learn how to evolve into a consultant-minded, relationship-oriented employer engager!! Ensure your message is understood, with clear, benefit statements to improve your employer's outcomes.

