



Focus on Vocational Rehabilitation: **Employment and Training Disability Leadership Academy and Certification**



DETAILS

- THREE-PART LIVE SERIES
- OCTOBER 16, 17, 19 @ 2:00 EST
- CERTIFICATE OF COMPLETION
- WEBCASTS RECORDED FOR 30 DAY PLAYBACK
- ALL SLIDES DOWNLOADABLE
- UNLIMITED Q&A
- \$200PER PERSON

Group Discounts Available
info@workforce180.com



INSTRUCTOR

David DeNotaris, employability expert, with 25 years' experience leading rehabilitation agencies in NJ and PA, as well as, served as President of a National Professional Rehabilitation Association. Join us as David shares his lifelong insight ---both as a professional and an individual that happens to be totally blind.

Connect with him on LinkedIn:
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WEBCAST 1 ENGAGING WITH CUSTOMERS

- Learn how not just to communicate but how to really connect.
- People don't care how much we know until they know how much we care
- Where is the common ground
- People will know you respect them when you listen
- Don't just listen with your ear, but your heart
- Help me believe in myself
- Help me believe in you
- Help me believe in the system
- Things in motion stay in motion
- If he can do it, maybe I can to.
- Your focus is your future, what are you good at.
- Attitude of gratitude, what we think about comes about.
- Invest time doing people work not just paperwork.
- Teach them to fish, but help with the net
- Help find a career, a j-o-b is just-over-broke.



WEBCAST 2 ENGAGING WITH EMPLOYERS

- Learn immediately implementable skills to connect customers with hiring managers and provide what employers really want.
- How can I help you
- Readers are leaders the more you learn the more you earn
- Positive expectations
- Nothing succeeds like success
- Social media
- Success stories
- Don't tell, stories sell
- Publish or perish
- Overcoming objections
- Building long-term partnerships
- Hiring events that work



WEBCAST 3 ENGAGING WITH PARTNERS

- Learn easy and practical strategies for Engaging with Partners!
- How teamwork makes the dream work
- The importance of enrolling into a vision
- If you don't believe in yourself who will?
- No one rises to a low expectation
- Fail forward
- Not hear to fix the blame, just the problem
- Stretch imaginations, raise expectations and improve opportunities
- Network will eliminate the leg work

Workforce180 has delivered professional development programs to more than 550 organizations from all 50 states, DC, Puerto Rico, US Virgin Islands, Guam and Canada!



Learn more about them at
www.workforce180.com