

WEBINARS PRESENTED BY LARRY ROBBIN **THAT WILL IMPROVE YOUR CASE MANAGEMENT!**

larry@larryrobbin.com www.LarryRobbin.com

- * Larry brings over 45 Years of national workforce development training experience with programs serving the hard-to-employ to your organization. His services have been used by more than 1000 organizations. For a partial list of his clients go to <http://www.LarryRobbin.com>.
- * Larry has trained 100,000 people, presented at 500 conferences and done over 300 webinars! His webinars are used by organizations serving youth, adults and seniors with multiple and severe barriers to employment. This includes programs serving people in poverty, people who are homeless, people with disabilities, TANF recipients, the long term unemployed, opportunity youth, people in reentry, immigrants and refugees, dislocated workers, veterans and other populations facing major challenges in becoming employed.
- * Larry's training services have been used by the Department of Labor, Department of Health and Human Services, Department of Education, Goodwill Industries, Jobs for the Homeless Consortium, Los Angeles Department of Mental Health, California Department of Rehabilitation, America's Job Centers, Workforce Boards, government agencies, nonprofits, training providers, social services, behavioral health programs, youth programs, reentry programs and many other entities.

"ROSS Innovative Employment Services is a leading national workforce organization that has been providing services for over 20 years and we have been very happy with Larry's webinars. He has an incredible amount of relevant webinar topics to choose from and he even customized ours to fit our needs! We have done a series of ten of Larry's webinars to train our staff and managers and they really enjoyed the unique ideas and tools that Larry provides. We plan on doing more of them. We recommend these webinars as a way to get fresh ideas and improve the knowledge of your staff."

Shawn Brenner Chief Executive Officer of Ross IES

CHOOSING THE RIGHT TRAINING FOR YOUR NEEDS

- * There is no universal definition of case management. The responsibilities of case managers vary considerably from one organization to another. Larry offers more than 100 webinar topics covering all the aspects of case management. To help you select the training that will best meet your needs, it will help if you identify the skill sets that you want to improve for your case managers then Larry can help you choose the right training for your needs.
- * This chart covers many of the skills required of case managers. It can help you focus on the skill areas that you want to improve. Once you have identified your list of priorities send it to Larry at <mailto:larry@larryrobbin.com> and we can schedule a Zoom call where Larry can suggest the best training to meet your needs.

Recruitment	Assessment	Employment counseling
Improving employment motivation	Matching people with training	Job development and business services
Overcoming barriers to employment	Making successful referrals to other services	Teaching people job search strategies
Helping people focus on careers	Improving interviewing skills	Developing resumes
Facilitating groups	Developing employment plans	Improving job retention
Job readiness	Time management	Reducing burnout
Case note best practices	Improving partnerships	Improving cross cultural communication

There may be other general skill areas or population specific areas you want to focus on as well. Please include any other skill areas you want to develop in the list you send to Larry, and he can use this information to match you with the right training.

ABOUT LARRY ROBBIN WEBINARS!

- * **All webinars are done live and customized for your goals using our unique pre-webinar needs assessment. Webinars are typically 120 minutes long (although this can be adjusted to meet your needs) and can include time for a breakout room with a skill building activity and time for questions and answers.**
- * **You can have as many people take the webinar as you like without paying any additional fees. You can cosponsor a webinar with as many partners as you like and share the cost. This is an extremely cost effective way to improve staff skills.**
- * **Webinars can be done for staff working with all populations or customized for specific populations.**
- * **You can record the webinars at no additional cost to train staff that missed the live session and to train new staff!**

As someone with a long career in workforce development including working for the Department of Labor and being a Director of a Workforce Development Board and now as the Executive Director of the California Workforce Association, I have had an opportunity to be acquainted with the work of the vast majority of the national trainers in the workforce development field. I have used the webinar training services of Larry Robbin on many occasions. Larry has been invited to present more webinars for the California Workforce Association than any other trainer because he provides the highest quality and most innovative training of anyone in the field. He has an unmatched range of knowledge about the many types of people served by the workforce system that comes from his many years of working in the field and from his extensive and ongoing volunteer work working directly with the people we serve. His many years of experience as a private sector consultant means that employer perspectives are also deeply integrated into his work. Larry transforms the work of people in our field to higher levels and his training gives people ideas, strategies and results that they never imagined they could achieve. I highly recommend him to any organization.

Bob Lanter

Executive Director of the California Workforce Association

ROBBIN AND ASSOCIATES
IMPROVING THE CASE MANAGEMENT SKILLS OF STAFF
SERVING THE HARD-TO-EMPLOY FOR OVER 45 YEARS!

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