

WEBINARS PRESENTED BY LARRY ROBBIN **TO IMPROVE YOUR OUTCOMES WITH EMPLOYERS!**

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- * Larry brings over 45 Years of national workforce development training experience with both employers and 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, mental health consumers, veterans, students and other populations facing major challenges in becoming employed.
- * Larry's training services have been used by businesses, Goodwill Industries, Department of Labor, Department of Health and Human Services, 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.
- * Larry understands how employers think! He is the fourth generation of private sector business owners in his family, and he grew up working in his family's restaurant. He has over forty years of experience working as a consultant and trainer in the private sector. Larry has worked with small businesses and Fortune 500 companies. He has been the featured keynote speaker at conferences sponsored by Microsoft and Apple Computer. Because Larry has so much experience with both workforce development programs and employers, he can show you how to close the gap between those worlds and become a well respected partner and resource for businesses!

“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 about job seekers and employers 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 and effectiveness of your staff.”

Shawn Brenner Chief Executive Officer of Ross IES

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 time can be adjusted for your needs) and include time for a breakout room with a structured activity that will build skills and teamwork. The webinar also includes time for questions and answers.**
- * You can have as many people in on the webinar as you like without any additional fee. You can cosponsor a webinar with as many partners as you like. Sharing the cost makes this an extremely cost effective way to improve staff and management skills.**
- * Webinars can be done for staff working with all populations or customized for specific populations such as various populations of youth, mental health consumers, people in reentry, people with disabilities, TANF and SNAP recipients, people who are homeless, dislocated workers and many other types of people.**
- * You can record the webinars at no additional cost to train staff that missed the live session and also to train new staff!**

SOME OF OUR MOST POPULAR WEBINAR TOPICS FOR WORKING WITH EMPLOYERS!

This list is just a sample of Larry's webinar topics.

Email <mailto:larry@larryrobbin.com> for more information about any of these topics and for information on many other webinars!

Check off the webinars that will help your work!

How to Design the Master Strategy for Success with Employers! A Comprehensive Approach to Success with Business Services! A Webinar for Management and Staff!

Are You Talking Like Businesses Think? How to Use Private Sector Sales Strategies That Will Motivate Employers to Want to Work with You! Turn More Meetings with Employers Into the Use of Your Services!

How to Go From Placement to Partnership to Business Engagement! Turn Businesses Into Champions for Your Organization! Get Donations, Joint Projects, Volunteers and Much More!

How to Train Employers to Become Better Supervisors and Raise Money for Your Program! This webinar can be done in a version focused on supervising all populations or in versions focused on supervising a specific population. You can train employers for free or charge them for the training and earn money for your program!

Service Specific Sales Strategies That Work!

This webinar can be done in specific versions focused on selling employers on supported work, customized employment, on-the-job training, work experience, internships and other services.

How to Improve the Hiring, Retention and Performance of Staff Working with Employers! This webinar is for managers and supervisors of job developers and business services staff. It will help you improve the performance of staff working with employers and also reduce turnover in those positions.

How to Get Repeat Business From Businesses! How to Get Employers to Come Back Again and Again to Use Your Services!

How to Work with Business Associations! The Most Time Efficient Way to Exceed Your Goals with Employers!

How to Organize a Business Advisory Board and Get Employers to Sell Other Employers on Using Your Services!

You are the Glue! How to Work with Employers to Improve Job Retention!

Matchmaker Matchmaker Make me a Match! How to Choose the Right Candidate to Refer for Interviews that Employers will Want to Hire!

Playing the Long Game to Success! How to Win Over the Resistant Employer!

Eight Ways to Measure and Improve Employer Satisfaction with Your Services!

CAN'T DECIDE WHICH TOPIC TO CHOOSE?

CONTACT US AT [MAILTO:LARRY@LARRYROBBIN.COM](mailto:LARRY@LARRYROBBIN.COM), TELL US YOUR GOALS AND WE WILL HELP YOU PICK THE RIGHT TOPIC FOR YOU!

DIDN'T SEE WHAT YOU NEED?

Remember this is only a partial list of Larry's webinars.

Email us at larry@larryrobbin.com with your webinar workshop needs and we will give you other webinars to choose from!

WE OFFER MANY WEBINARS TO IMPROVE YOUR WORK WITH JOB SEEKERS AND EMPLOYERS!

Email us at mailto:larry@larryrobbin.com

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IMPROVING THE OUTCOMES OF WORKFORCE PROGRAMS
WITH EMPLOYERS FOR OVER 45 YEARS!**

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