

## **WEBINARS PRESENTED BY LARRY ROBBIN** **FOR PROGRAMS SERVING MATURE WORKERS**

[larry@larryrobbin.com](mailto:larry@larryrobbin.com) [www.LarryRobbin.com](http://www.LarryRobbin.com)

- \* Larry brings over 45 Years of national workforce development training experience with programs serving older workers 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 seniors with multiple and severe barriers to employment. This includes programs serving seniors in poverty, older workers who are homeless, seniors with disabilities, TANF recipients, the long term unemployed, justice involved mature workers, immigrants and refugees and other populations of mature workers facing major challenges in becoming employed.
- \* Larry's training has been used by the Department of Labor, National Asian Pacific Center on Aging, SER, the Forum on Older Workers, AARP, National Council on Aging, Family Services, Fifty-Five Plus, Catholic Charities, Family Services, America's Job Centers, Workforce Boards, government agencies, nonprofits, training providers, social services, behavioral health programs, United Way, Experience Works, Senior Success, JVS, City of Oakland Aging and Adult Services Department, Self Help for the Elderly and many other programs.

Larry Robbin has been a solid and reputable trainer for Easterseals for over 20 years. His expertise is valued by all, and my SCSEP teams across the country find his trainings both on point and meaningful in the work they do. Additionally, Larry has worked directly with our consumers/jobseekers and the feedback is always with high regard. Larry is our go-to for everything workforce!  
Crystal Odom-McKinney MA CWDP National Director, Easterseals  
Senior Community Service Employment Program (SCSEP)

## **ABOUT LARRY ROBBIN WEBINARS!**

- \* All webinars are done live and customized for your goals using our unique pre-webinar needs assessment. Webinars are 120 minutes long (this can be adjusted to fit your needs) and include time for a breakout room with a structured skill building activity and time for questions and answers.
- \* You can have as many people take the webinar as you like without any additional fee. You can cosponsor a webinar with other organizations without increasing the cost. Sharing the cost with other programs makes this an extremely cost effective way to improve staff and management skills.
- \* 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!**

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!**

**You Can be a Change Agent! From "No Work No Way to I Got the Job!"  
New, More Powerful and Faster Ways to Increase Employment Motivation.**

**Trauma! The Most Powerful Hidden Barrier to Employment. How to Help Seniors  
Heal and Make Employment Progress!**

**Shaking Hands Through the Screen! How to Make Remote Employment  
Counseling Overcome the Communication Gap!**

**It Takes a Village! How to do Referral Counseling and Get Seniors to Access the  
Supportive Services They Need for Employment Success.**

**The Captain and Coach Approach to Case Management! Become a Motivational  
Coach and Teach Mature Workers How to Case Manage Themselves!**

**Digging for Gold! A Strengths Based Approach to Finding Hidden Assets to Employment in Hard-to-Employ Seniors!**

**From the Streets to the Workplace! How to Help Older People Who are Homeless Get Jobs!**

**The Radar Approach to Job Retention! The Most Powerful Job Loss Prevention System You Can Put Into Your Program!**

**Are You Talking Like Businesses Think? How to Use Private Sector Sales Strategies to Motivate Employers to Work with Your Program!**

**How to Reduce Staff Turnover in Programs Serving Older Workers!**

**How to Teach People to Find the Ability in Their Disability!**

**Make Your Program a Magnet! New Ways to Recruit Mature Workers!**

**How to Make Your Program a Springboard to Job Readiness!**

**It is all About Who You Know! How to Help People Build Their Social Capital and Get Hired Faster Using the Hidden Job Market!**

**How to Serve More People in Less Time and Get Better Results!  
Transform Your Senior Employment Services into a High Capacity Model!**

**Uncover the Employer's Hidden Hiring Agenda and Overcome Age Discrimination. The Secrets to Turning Interviews into Job Offers!**

**Are You Working to Burnout or Working to Wellness! How to Manage Anxiety, Stress and Burnout in Workforce Development Organizations!**

**From Jobs to Careers!**

**How to Become a Career Exploration Guide for People Who are Hard-to-Employ!**

**How to Get More and Better Subsidized Employment Sites!**

**From Subsidized Employment or Work Experience to Jobs!**

**How to Teach People to Work in Ways That Lead to Job Offers!**

**The Rules of Engagement! How to Prevent People From Dropping Out of Your Program and Get the Most Out of It!**

**The Case Management Skill Builder! How to Upgrade Case Management!**

“My staff and I have taken many of Larry’s trainings. Larry’s expertise with the specific workforce development needs of mature workers played a major role in the success of our program. He has a profound and comprehensive understanding of the employment barriers faced by seniors and how to help people overcome them. Each of Larry’s workshops were engaging, thought provoking and provided us with practical methods for strengthening our counseling with job seekers and also improving our outcomes with businesses. Many of the older workers we serve commented on improvements in our services since we attended Larry’s training. My staff is now much more confident to address the challenges inherent in this work. We owe a great deal of this to Larry! Thank you Larry for sharing your vast, incomparable and valuable knowledge!”  
Dan Ashbrook Senior Services Supervisor/Project Director  
Assets Senior Employment Opportunities Program  
City of Oakland Human Services Department

**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 BEST TOPIC FOR YOUR NEEDS!**

**DIDN'T SEE WHAT YOU NEED?**

**This is only a partial list of Larry’s webinars.  
Email us at <mailto:larry@larryrobbin.com> with your training  
needs and we will give you other webinars to choose from!**

**ROBBIN AND ASSOCIATES  
OVER 45 YEARS OF EXPERIENCE IMPROVING THE  
PERFORMANCE OF WORKFORCE PROGRAMS  
SERVING OLDER WORKERS  
[MAILTO:LARRY@LARRYROBBIN.COM](mailto:LARRY@LARRYROBBIN.COM)  
[WWW.LARRYROBBIN.COM](http://WWW.LARRYROBBIN.COM)**

Robbin and Associates  
Improving the Outcomes of Programs  
Serving Older Workers for  
Over 45 Years!  
[www.LarryRobbin.com](http://www.LarryRobbin.com)