

JUMP START THE JOB SEARCH SUCCESS **OF THE LONG TERM UNEMPLOYED!**

Training presented by Larry Robbin
Executive Director of Robbin and Associates

You taught people how to job hunt, interview and helped them develop a great resume, but they still are out of work. They have been out of work for months and years. Why didn't your help lead them to employment? What has your program developed that does work for the long term unemployed? Have you changed your model and services to keep today's job seeker from becoming the perpetually out of work individual?

This unique workshop is based on the feedback from hundreds of adults and youth that were unemployed for over a year and, in some cases, many years that eventually got back into the labor market without using our services. Discover how they did it and why our traditional approaches often do not work in this labor market. Most of these people had practically given up on job search and were barely looking for a job. Find out what recharged their motivation so they could fight against the relentless rejection of job search to get the job offer. Learn how they used "out of the box" job search techniques that we never teach, but got them hired. When you see your work through the eyes of people that were the long term unemployed and are now working, you will realize why our present service delivery model is out of date with what they need.

This workshop will show you how to reinvent your program design, employment counseling, employment goal setting, job search training and support so people will hear the employer say, "you got the job!" in less time. This training has two aspects. One part of it will help you lower the risk of people becoming the long term unemployed. The other part will show you how to get the long term unemployed reengaged in a successful job search. You will get the list of the ten things the long term employed changed about how they looked for work that led them to the next paycheck. Put them into your program so you can shorten the job search of the people you work with today and they will not be endlessly out of work tomorrow. Find out how to do a support system assessment and add new support systems that will keep people going in today's protracted job search. Learn what people should say about the gap in employment in interviews that will win over employers to hiring them. The strategies presented in this session will work for all populations and programs. This workshop for managers and staff is filled with ideas for changing what you do to keep people from being frozen out of the world of work.

The research from many sources is very clear. Unemployment is a killer. It leads to mental and physical health problems, suicide, substance abuse and destroys dreams and families. Help the people you serve live longer and have a brighter future by bringing this workshop to your program now! For more information about this training, contact Larry Robbin, Executive Director of Robbin and Associates, at

<mailto:larry@larryrobbin.com>. For information on Larry Robbin consulting and training services, client list and free resources go to <http://www.LarryRobbin.com>.