

LARRY ROBBIN

TRAINING AND CONSULTING WILL TURN YOUR PROGRAM CHALLENGES INTO SUCCESS STORIES!

- * ***Invited to do more training for NAWDP and the California Workforce Association than any other presenter!***
- * ***Brings over 45 years of national workforce development training and consulting experience to your organization!***
- * ***Trained over 100,000 people across the country!***
- * ***Extensive reference list on our website!***
- * ***Worked with more than 1000 organizations including America's Job Centers, youth organizations, disability programs, reentry providers, dislocated worker services, government agencies, welfare-to-work programs, homeless services, long term unemployed programs, older worker programs and many more organizations!***

Over 10,000 Workforce Development Professionals read our *FREE* newsletter packed with helpful articles, resources and websites. Are you one of them? Subscribe now at www.LarryRobbin.com.

A FEW OUR MOST POPULAR TOPICS!

1. **ARE YOU TALKING LIKE BUSINESSES THINK? HOW TO GET THE PRIVATE SECTOR TO HIRE YOUR PARTICIPANTS AND USE YOUR OTHER SERVICES!** Think and talk like business people and watch your employer outcomes exceed your expectations! Find out how to overcome employer resistance and open the doors to more opportunities for your job seekers!
2. **TRAUMA! THE MOST POWERFUL HIDDEN BARRIER TO EMPLOYMENT!** Make your program trauma aware and get better outcomes than ever!
3. **YOU CAN BE A CHANGE AGENT! HOW TO INCREASE EMPLOYMENT MOTIVATION IN THE HARD-TO-EMPLOY!** Take the hard-to-employ from a "no work no way" attitude to "I got the job" using customized powerful motivation strategies!
4. **FROM JAILS TO JOBS! NEW EMPLOYMENT STRATEGIES FOR YOUTH AND ADULTS IN REENTRY!** Learn how to change a behind the bars background into a future in the world of work with these innovative approaches!

"Larry Robbin has been a strategic partner to JVS through most of our forty year history. Through staff training, management consulting and program development, Larry has helped JVS develop and run programs that successfully meet the needs of the community and employers and exceed our goals. His deep expertise in workforce development, national perspectives and sensitivity to organizational needs make him a highly valuable resource."

Abby Snay

**Executive Director JVS Member of the California Workforce Development Board
Board President of the National Skills Coalition**

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5. **THE BARRIER BUSTER! NEW, FASTER AND BETTER WAYS TO OVERCOME EMPLOYMENT BARRIERS!** Bring your barrier removal approaches up to date using these field tested state-of-the-art strategies that really work to eliminate barriers!
6. **MAKE YOUR PROGRAM A MAGNET! HOW TO RECRUIT CHALLENGING POPULATIONS!** Use new strategies combined with private sector marketing and sales concepts and turn recruitment challenges into waiting lists!
7. **HOW TO GET MONEY AND MORE FROM BUSINESS ENGAGEMENT!** Take private sector relationships to higher levels and get money, volunteers, joint projects, access to more businesses and much more when businesses become champions for your program!
8. **CAREER COUNSELING WITH THE HARD-TO-EMPLOY!** Learn innovative strategies for shifting the mindset of the hard-to-employ from jobs to careers that will lead them to self-sufficiency! Find out how to connect entry level jobs to career pathways!

"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, I have had an opportunity to be acquainted with the work of the majority of the national trainers and consultants in the workforce development field. I have used the training and consulting services of Larry Robbin on many occasions. I think that he provides some of the highest quality and most innovative services of anyone in the field. His work is the state-of-the-art and yet very practical. Larry transforms the work people are doing to higher levels and helps his training attendees and consulting clients get results they never imagined. I highly recommend him to any organization."

Bob Lanter

Executive Director of the California Workforce Association

9. **THROUGH DISCONNECTED EYES! HOW DISCONNECTED YOUTH WANT YOU TO RECRUIT, ENGAGE AND RETAIN THEM!** Learn from the feedback of over 500 disconnected youth new ways to recruit, engage and serve them for better employment outcomes! Become driven by the voice of disconnected youth and you will get much better outcomes!
10. **THE REVOLUTIONARY CAPTAIN AND COACH APPROACH TO CASE MANAGEMENT!** Help your clients become the captain of a pro-work group of people that help them make progress. You will be the coach and this process will teach people how to case manage their own lives. This is a totally new way to do case management!
11. **HOW TO FIND THE ABILITY IN DISABILITY!** Innovative ways to help people with disabilities become successful in the world of work!
12. **BUILDING BRIDGES TO THE AMERICAN WORKPLACE!** Help immigrants and refugees get the new skill set they need to be successful in the American labor market!
13. **HOW TO SELL OJT, CUSTOMIZED EMPLOYMENT, TRANSITIONAL EMPLOYMENT, WORK EXPERIENCE, INTERNSHIPS, SUPPORTED WORK OR SOCIAL ENTERPRISES TO EMPLOYERS!** We will focus this session on any of these services you offer and show you how to sell them to businesses using powerful sales strategies!

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14. **JUMP START THE JOB SEARCH OF THE LONG TERM UNEMPLOYED!** Give these job seekers a powerful transfusion of motivational energy, shift their self-image to employed person, break through their barriers and you can help them get on the road to work!
15. **SOFT SKILLS ARE SUCCESS SKILLS!** Get a huge toolbox of seven performance based strategies to raise soft skill levels for hiring and work place success!
16. **JOB READINESS FROM A PRIVATE SECTOR PERSPECTIVE!** Redesign your job readiness based on employer feedback about what they want to see in job seekers and get more people hired!
20. **FROM THE STREETS TO THE WORKPLACE! EMPLOYMENT STRATEGIES FOR WORKING WITH PEOPLE THAT ARE HOMELESS!** Discover how to help people who are homeless increase their employment motivation and get jobs!

Our training topics are available in cost effective webinar formats! Larry has done webinars for NAWDP, Dynamic Institute, New York Association of Training and Employment Professionals, SER – Jobs for Progress, Ross Innovative Employment Services, Easter Seals, California Workforce Development Board, Career Path, National Youth Employment Coalition and many other organizations.

Bring in as many partners as you want to take the webinar from any location and get your webinars at a very low affordable cost!

Discounts for a webinar series!

“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 customizes them to fit our needs! We are using a series of sixteen webinars to train our staff and managers and they really enjoy the unique ideas and tools that Larry provides. We recommend these webinars as a way to get fresh ideas and improve the skills of your staff.”

Shawn Brenner Chief Executive Officer USA Ross IES

21. **EMPLOYMENT SUCCESS WITH MENTAL HEALTH CONSUMERS!** Learn how to use new strategies to help consumers get jobs! Make the recovery model work for working!
23. **RESUME WRITING FOR THE HARD-TO-EMPLOY!** New strategies for resumes that get interviews for people with little or no work experience, employment gaps and other issues!

“Larry trained large groups in the Seattle-King County WorkSource system and helped new and creative design approaches emerge with multiple partners who needed to find common ground. He challenges with humor, activity and cutting edge ways of looking at traditional designs and models. Such worthwhile training! “

Marléna Sessions

Vice President of Public and Private Partnerships

Grant Associates

Former Chief Executive Officer Workforce Development Council of Seattle-King County

Former Chair of the Workforce Development Committee of the US Conference of Mayors

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- 24. **CLOSE THE GAP FROM INTERVIEW TO JOB OFFER!** Learn about the hidden hiring agendas employers are using now and upgrade your interview training to match them!
- 25. **THE RADAR APPROACH TO JOB RETENTION!** The most powerful proactive prevention based job retention system you can put into your pre and post employment services!
- 26. **MOTIVATIONAL INTERVIEWING! THE KEY TO UNLOCKING THE SUCCESS POTENTIAL OF YOUR JOB SEEKERS!** Discover how to do counseling from a motivational interviewing perspective and you can empower people to develop their own solutions to their employment barriers and put them on the fast track to the labor market!

"Over the years, Larry has done many trainings and webinars for the National Youth Employment Coalition. His sessions are always packed with innovative, practical and great ideas. It is clear they are informed by the hundreds of conversations he has every year with youth, workforce staff and management and employers. This constant and current feedback helps to make him one of the leading trainers in youth workforce development. I always look forward to a chance to see him in action. "

Thomas Showalter - Director of the National Youth Employment Coalition.

- 27. **DON'T THINK ME! THINK WE! DON'T THINK PROGRAM! THINK PARTNERS!** **HOW TO MAKE PARTNERSHIPS STRONGER, LAST LONGER AND MORE SUCCESFUL THAN EVER!** Conduct a candid assessment of what you and your organization can do to be a better partner! Find out the early warning signs of partnership failure and get solutions that will put your partnership back on track! Get a list of innovative partnership best practices that will take your joint ventures to new levels of success!
- 28. **IT TAKES A VILLAGE! HOW TO MAKE REFERRALS THAT WORK!** Sure your people need to go to other agencies for help with their barriers, but how do you get them to go? Learn the skill of referral counseling that will eliminate their resistance to going to other services. Once you create the referral village, people will make much more progress in less time than ever!
- 29. **THE CASE MANAGEMENT SKILL BUILDER!** Upgrade the ability of your case managers to engage program participants, eliminate barriers to employment, develop effective employment plans and write excellent case notes! This session is packed with better ways to do case management!
- 30. **HOW TO TEACH PEOPLE TO THINK LIKE EMPLOYERS!** Discover employer's hidden secrets that determine who they hire and teach them to your job seekers! Find out why mock interviews don't work, what employers really want in resumes and the myths of job search that we often tell our job seekers. If you want to catch fish, think like a fish. If you want to get hired don't think like a job seeker, think like an employer!

**DIDN'T SEE WHAT YOU NEED IN THIS LIST OF TOPICS?
WE OFFER HUNDREDS OF TRAINING AND CONSULTING TOPICS!
CONTACT US FOR MORE INFORMATION**

**TURN YOUR PROGRAM CHALLENGES
INTO SUCCESS STORIES WITH OUR SERVICES!**

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