



## North Bay Employment First Coalition

≈Connections 4 Life  
≈Matrix Parent Network  
≈Napa Valley SELPA  
≈Napa Valley Support Services  
≈North Bay Regional Center  
≈Pace Solano  
≈ParentsCAN  
≈St Helena High School  
≈State Council on Developmental Disabilities - North Bay  
≈Solano County Office of Education  
≈Solano Diversified Services  
≈The Arc Solano  
≈Touro University  
≈United Cerebral Palsy of the North Bay  
≈Vallejo City Unified School District TPP & WAI

## North Bay Employment First: Customized Employment Training

**Wednesday, April 22, 2015**

**9:30am - 4:00pm**

**NBRC 10 Executive Ct. Room 4**

**Napa**

**Presenter: Sara Murphy**

### Customized Employment: It works!

Customized employment is becoming an increasingly popular and effective strategy for insuring that individuals with significant support needs achieve integrated, direct hire employment. Customized jobs, however, are only possible if the arrangement benefits the employers. Why should employers consider reassigning tasks and customizing jobs? How do we identify opportunities for the job seekers we service that match their preferences and skills? How do business needs impact the way we market our candidates and promote our program services?

This session will provide answers to these questions and will help job developers to approach and negotiate with employers in a professional way. Sara Murphy, from TransCen, Inc., will use anecdotal stories to illustrate how to open doors, and more importantly, what to look for and what to say once inside. Participants will learn how to assess business needs and use the employer's perspective to develop customized positions, a demand side approach to job development. Participants will leave with *field-tested* strategies and tools for successfully presenting candidates and negotiating with employers.

RSVP by April 16, 2015 to SCDD North Bay 707-648-4073 or [robin.tigh@scdd.ca.gov](mailto:robin.tigh@scdd.ca.gov)  
Lunch is available by preorder/prepay. Please contact Robin at SCDD North Bay, 707-648-4073 or [robin.tigh@scdd.ca.gov](mailto:robin.tigh@scdd.ca.gov) Lunches must be ordered by April 16.



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State Council on Developmental Disabilities North Bay Office

