



The Department of Developmental Services, in partnership with the Institute for Community Inclusion / UMass Boston presents:

## TRAINING FOR MASSACHUSETTS EMPLOYMENT SERVICE PROVIDERS

### Job Development & Business Engagement Online Training Series (3 sessions)

Developing job opportunities and finding the right job match in an ever-changing economic environment places increasing demands on employment professionals. This 3-session online training series focuses on understanding employer needs and developing quality job matches.

#### TOPICS INCLUDE:

Employer networking, marketing to employers and responding to objections, using social media and other tools to market the job seeker, identifying unmet business needs, dealing with disclosure, and job carving and creation. Staff should attend all 3 sessions to get the most out of this training series. Topical areas will carry-over to next session if needed.

#### GENERAL INFORMATION

##### Letters of Completion

Letters of Completion will be provided upon completion of all 3 training sessions.

##### Accommodations

Captioning will be provided. All other requests for disability-related accommodations should be submitted by April 26.

Online training



**Dates:** **Wed May 12**  
**Wed May 19 &**  
**Wed May 26, 2021**

**Times:** **9am-12:30pm EST**

**Location:** **Online**

**Cost:** **FREE**

### ▶ TO REGISTER:

<https://communityinclusion.zoom.us/meeting/register/tJcpce-srjkjHt3N-MZIUygtpw7n3EaXjMNj>

This training is presented by the Institute for Community Inclusion at the University of Massachusetts Boston and is funded by the Massachusetts Department of Developmental Services.

