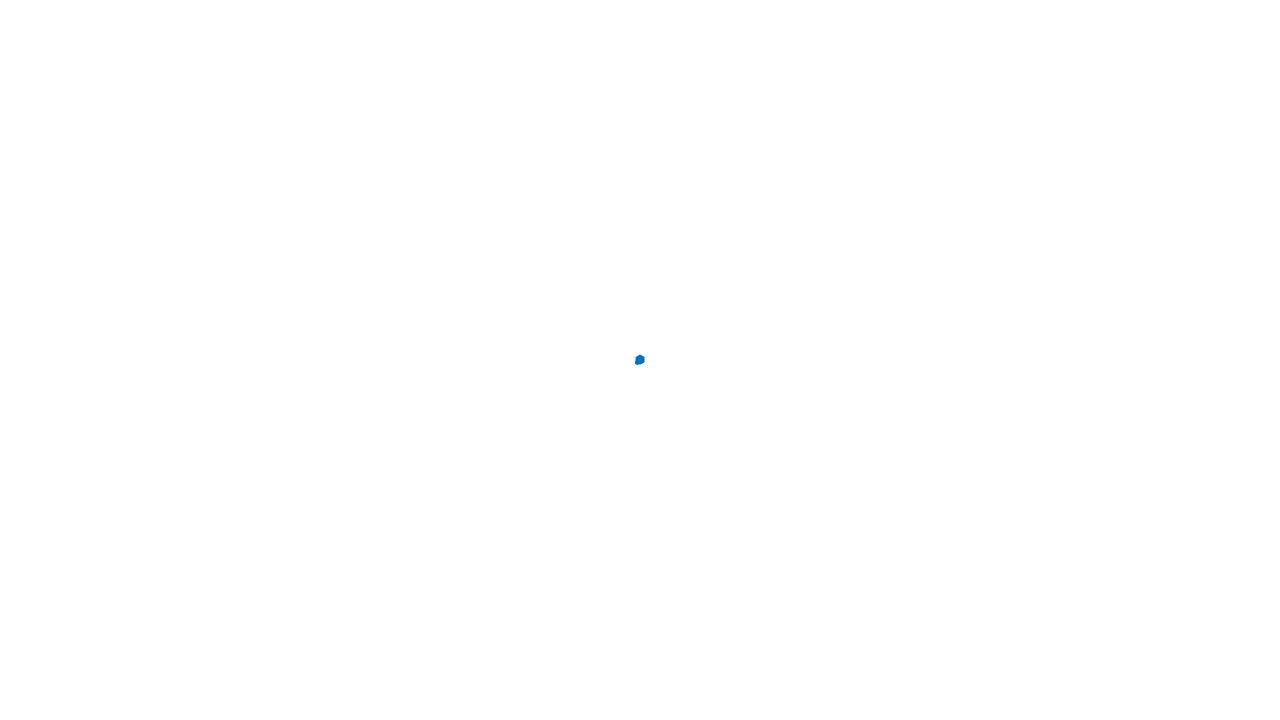
TIPS, TRICKS AND IF'S – JOB DEVELOPMENT



Shandi Janz - IPS Supervisor at VPI





- Why in person matters
- DOCUMENT! DOCUMENT!
- Job Development can be fun?!
- Tools to continue building rapport
- Company Impact

JOB DEVELOPING IN PERSON

JOB STARTS JAN 2022 – APRIL 2024

Total: 154 jobs

Job Dev: 86 jobs

56% of jobs were job developed for

DAYS WORKED

Total: 19,908 days

Individuals worked

14,191 total days vs. 5,717 days worked by those who held jobs that were not job developed for.

RETENTION

Individuals held jobs 2.47% longer when jobs were job developed for

CUPS OF TEA

1st cup retention: 10

2nd and 3rd cup retention: 76

WHY?

- Better job match
- Employer rapport
- Understand expectations
- Feedback

INCREASE YOUR CLIENTS OPPORTUNITIES



SCHEDULE!



FOLLOW UP



YOU CAN STILL GO WITHOUT DISCLOSURE



ASK FOR FEEDBACK



USE YOUR OARS

DOCUMENTATION

when you kinda wanna do it but not really



BENEFITS & BARRIERS

Benefits

Successful placements and

client retention

Fidelity

Overall increase in

program outcomes and success

Decrease in stress

Barriers

Time management

Organization

Commitment to schedule or lack of

planning

Confidence

Training

Tips and Tricks

- COMPANY IMPLEMENTATION
- MAKE IT FUN
- NATURAL OPPORTUNITIES
- THEY SAID NO... WHAT'S NEXT

