

## **IS YOUR STAFF WORKING IN THE WIOA WAY?**

### **A Workshop Presented at Your Organization**

**By Larry Robbin**

**Executive Director of Robbin and Associates**

There has been a lot of talk about the impact of WIOA on WIBs and states. However, there has been almost no discussion about what this new legislation means to staff working front lines of workforce organizations. **What has to change in the way your staff conducts business with job seekers so they are in line with the vision of WIOA?** In order to meet the demands of WIOA, your front line staff must dramatically reinvent what they are doing in their day-to-day interactions with customers. **This cutting edge workshop goes deep into staff perspectives, habits and mindsets and will give staff new skills for this new era in workforce development.**

- \* How do you get rid of the old way of thinking about core and intensive services that is so ingrained in our thinking so you can **serve people in a WIOA way?**
- \* **What new skills are required to meet the WIOA emphasis on serving the hard-to-employ youth, TANF recipients, Adult Basic Education students and people with disabilities?**
- \* **What does it mean to go from cooperation with partners to seamless collaborative relationships with multiple entities?** How do we improve the partnership skills of staff so they excel at collaboration?
- \* How do we go from helping people get jobs to **coaching them in our new role as career pathway exploration guides?**
- \* How can staff that are not working directly with businesses, **put a business perspective into their employment counseling?**
- \* **How do we teach job seekers and our employed customers to be entrepreneurs** and not just people looking for jobs or employees, so they are the people that fit the new employer hiring and personnel agendas?
- \* What skill sets are required to **get people that are looking for jobs to shift their goals to going into career pathways?**
- \* How do we help people with no history of success in training or school **graduate and go on to careers in their field?**

This workshop will transform your front line services into the state-of-the-art in the WIOA workforce field. Do not just change things at the top of your system to meet the demands of WIOA! **Change your system from top to bottom and you will go to new levels of success with job seekers, incumbent workers and employers!** For more information about bringing this powerful workshop to your program contact: [larryrobbin@aol.com](mailto:larryrobbin@aol.com). For more information about Larry Robbin, go to [www.LarryRobbin.com](http://www.LarryRobbin.com).