

2014 Iowa Community of Practice Webinars – Employment First

| JANUARY | | | | | | |
|---------|----|----|----|----|----|----|
| S | M | T | W | Th | F | S |
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| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

7/29/14: Abby Cooper, Cooper Consulting,
CUSTOMIZED start to finish

1:00 to 2:00 p.m.

| JULY | | | | | | |
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| FEBRUARY | | | | | | |
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8/19/14: Marc Gold & Associates - As agencies grow and staff turnover, how does a company maintain quality competent staff?

1:00 to 2:00 p.m.

| AUGUST | | | | | | |
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| MARCH | | | | | | |
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| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | 31 | | | | | |

3/25/14: The Iowa approach: Sherry Becker, NIVC; Terry Johnson, Genesis Development

1:00 to 2:00 p.m.

9/30/14 and 10/28/14: Val Morgan - Making it work in the state of Washington,

1:00 to 2:00 p.m.

See below for description

| SEPTEMBER | | | | | | |
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| APRIL | | | | | | |
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| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | | | |

4/29/14: The Iowa approach – Nishna, CASS, VBJO
(Specific Pilot Projects will share case example of success and share what strategies and efforts led to the success).

1:00 to 2:00 p.m.

Job Development sales fundamentals, selling skills training/selling strategies for employment consultants, how to gain a working knowledge of business, who are your business prospects, selling steps for job development, recognizing business needs and integrating it into your service approach.

| OCTOBER | | | | | | |
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| MAY | | | | | | |
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5/27/14: What are the Iowa state systems doing?

1:00 to 2:00 p.m.

| NOVEMBER | | | | | | |
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| JUNE | | | | | | |
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| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | | | | | |

6/24/14: Ellen Condon, Marc Gold & Associates - What is Discovery and how can I make it work in my agency?

1:00 to 2:00 p.m.

| DECEMBER | | | | | | |
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