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**Maryland Works, Inc.**

**Customized Employment:  
Give Your Client the Competitive Edge!**

**Tuesday, October 19, 2010**

**9:00 am – 12 noon**

Unemployment for people with disabilities is at an all time high right now. As job losses continue the employment market remains very competitive—that's the bad news. The good news is that there are jobs out there for your clients that meet *both* the needs of the employer and your client giving them the competitive advantage. Learn how using a *Customized Employment* approach will help you uncover your client's unique strengths and talents that are needed by employers today and then match them with the best-fit employer. In this workshop you will learn how to:

- Use a discovery process that uncovers your clients most marketable talents
- Coach your client to drive the process taking the burden off of you
- Uncover employers needs that your client is uniquely qualified for
- Successfully negotiate a customized employer relationship that's a win-win for all

**Presenter: Lisa Dolce**, CCMC, JCTC is a Certified Coach and Trainer. She has over 14 years of experience coaching and training individuals with barriers to employment. She specializes in developing innovative award-winning workforce development programs for human service organizations and community colleges that have empowered thousands of individuals to reach their employment goals.

Name _____ Title _____	
Organization: _____ Email _____	
Address: _____ City _____ State _____ Zip _____	
Phone ____/____/____ Fax: ____/____/____	___ <b>Member</b> @ \$45.00 (\$40.00 for each additional attendee from the same agency) ___ <b>Non-Member</b> @ 70.00
<b>Method of payment:</b> ___ <b>Visa</b> ___ <b>Mastercard</b> ___ <b>Check</b> enclosed (payable to Maryland Works, Inc)	
Card number _____ Exp _____ CSC Code _____ (3 digit code on back of CC)	
Name as it appears on the card _____	<b>3 Easy Ways to Register!</b> *Fax: 410-381-1558 * E-mail: registration@mdworks.com *Mail to: Maryland Works, Inc. 10270 Old Columbia Rd, Suite 100
Signature _____	
ADA Accommodations (please specify) _____ <b>Deadline for special needs is two weeks prior to program date</b>	