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**Job Development & Job Coaching Webinar Series**

*Presented by*

*Marc Gold & Associates, Nationally Renowned Experts in Discovery & Customized Employment*

**Job Development Representation**

Tuesday, September 10, 2019

1:00 p.m. – 2:00 p.m.

This webinar will focus on providing an overview for making employer contacts and negotiating a customized job description. Topics to be covered include negotiation techniques, the use of a concept portfolio to explain Customized Employment (CE) to potential employers, employer needs and benefits analysis and strategies for making successful contacts and presentations to employers. This webinar covers the final aspect of the Customized Process and is directed at job developers, rehab counselors, managers and funders of CE services.

**Registrants will receive information by e-mail regarding the call-in number and code for the Webinar**

**Facilitator: Abby Cooper, M.Ed.** has been at the forefront of employment for individuals with disabilities her entire career. Her experience covers a gamut of local, state and federal services including the vocational rehabilitation system. She coordinated Washington Vocational Rehabilitation partnership with the Workforce system to further employment outcomes for people with disabilities. Abby designed and implemented the first community-based supported employment program in Washington State. She has also designed and administrated supported and customized employment programs for individuals with chronic mental illness and individuals with multiple physical and cognitive disabilities. Abby holds a Master’s Degree in Organizational Management.

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**Deadline for special needs is two weeks prior to program date**