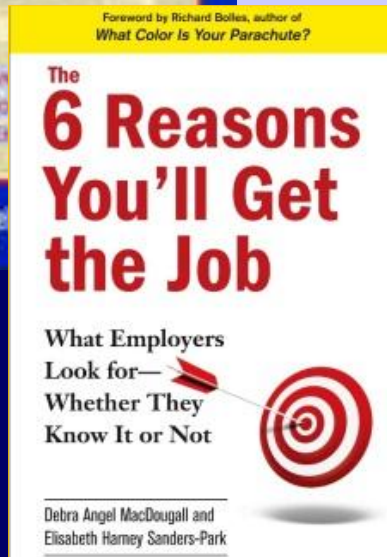


No One Is Unemployable

Creative Solutions for Overcoming Barriers to Employment



WorkNet Solutions
www.worknetsolutions.com

THE WORKNET MODEL

Career Development & Job Placement for People with Barriers

STABILIZATION

Career
Success
Mentoring

Job
Search

Today's
Business Culture

Overcoming
Barriers

Foundations for Success
Life/Work Planning

Everyday Culture

Today's BC

Foreword by Richard Bolles, author of
What Color Is Your Parachute?

The
**6 Reasons
You'll Get
the Job**

What
Look
Like
When
You
Know

Debra Angel
Elisabeth E. Ramsey



*Career Development
Tools & Training for
the Real World*

Identify It

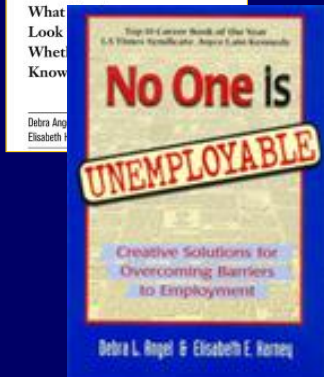
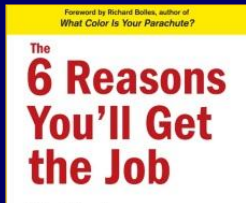
FIND it!

Get Perspective

FEEL it!

Overcome It

FIX it!



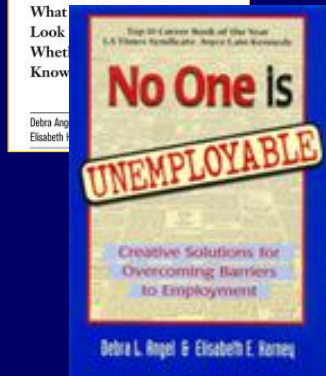
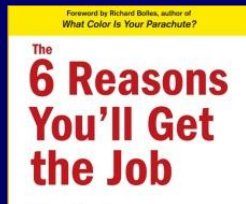
Identify It :: WHAT IS A BARRIER?

***Anything that is used to
screen a candidate out***

*... by the employer, by the candidate,
and even by us!*

*... whether or not it is fair, nice,
accurate, or even legal!*

***If it could get them screened out ...
FIND it, FEEL it, FIX it!***



Get Perspective :: THINK LIKE THE EMPLOYER



***You're the
Employer!***

WHAT ARE 5 THINGS ...

you WANT in amazing employees?

that CONCERN you, or constitute 'bad'
employees?

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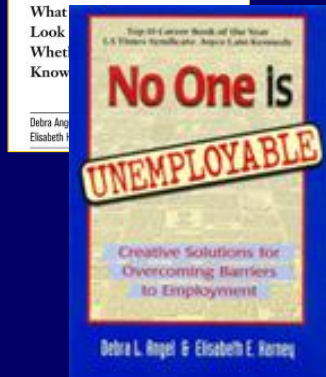
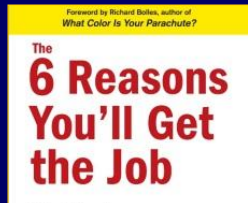
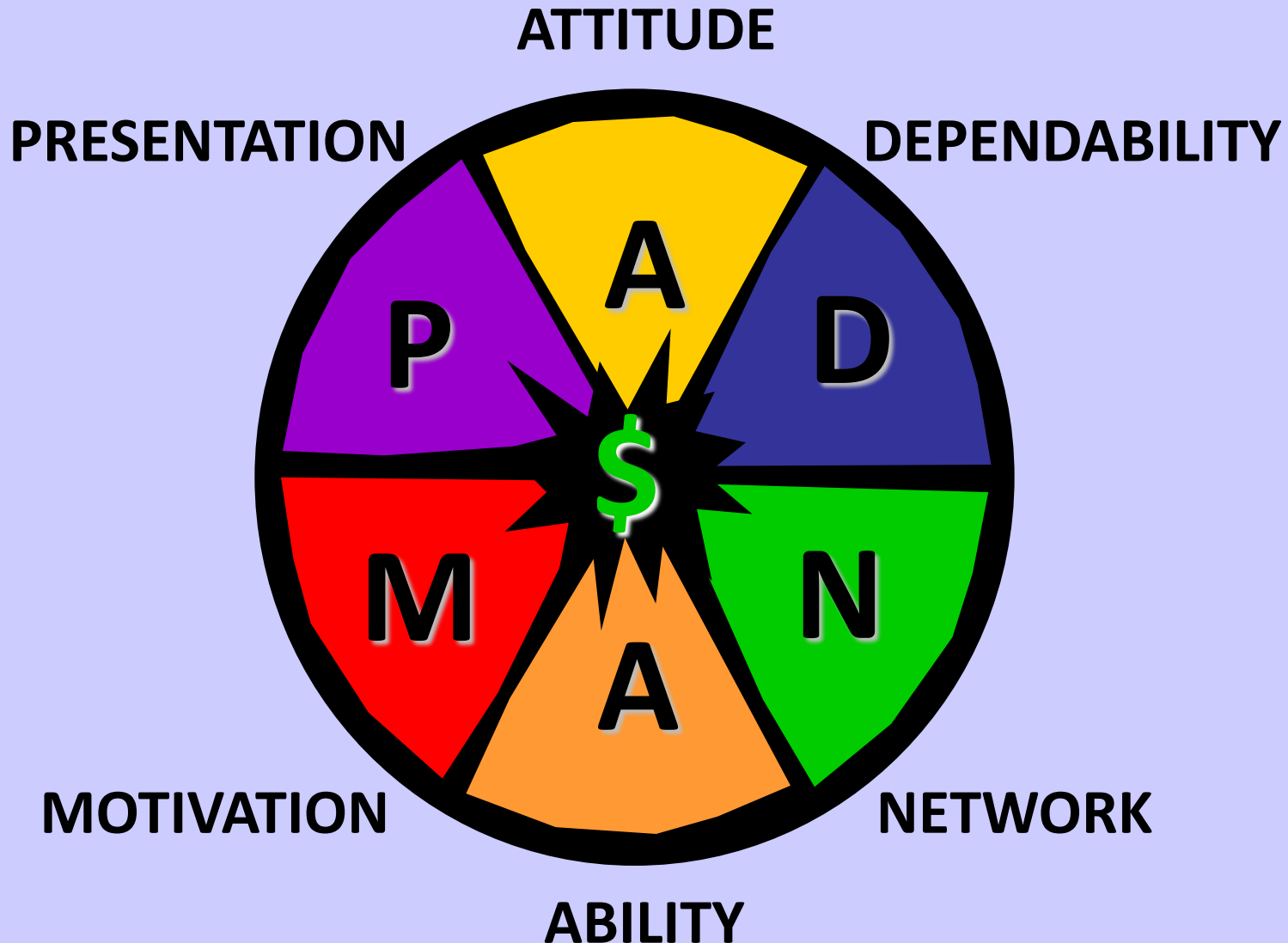
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THINK LIKE THE EMPLOYER



PRESENTATION



*Does the way you look, sound,
& act positively represent my
company?*

**Don't just look good ... look
like us!**

ATTITUDE

*Do I want to work with you and
do you fit into my company
culture?*

Don't just be positive...

feel like us!





DEPENDABILITY

*Will you work in my
company's best interest?*

**I don't care if you're
on time if I don't trust you!**

Do your actions and goals promote my company and its goals?

Don't just be motivated... care what we're doing!



MOTIVATION

ABILITY



Can you do the job... or learn it quickly?

Prove you can do or quickly learn the job

*Does the people you know and
attract benefit my company, or...?*

**Attract the right people...
not the wrong kind.**

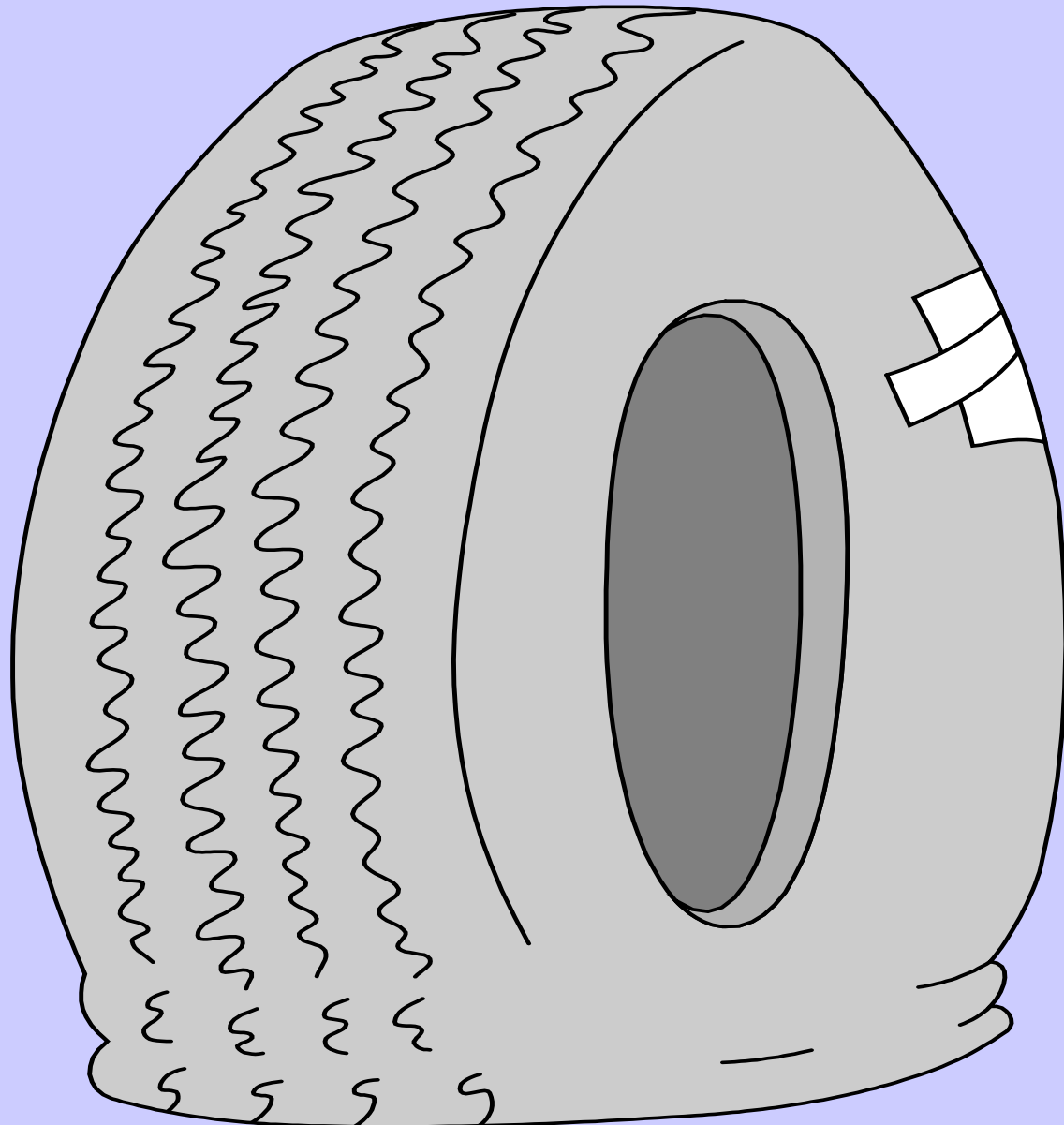


Network

*Career Development
Tools & Training for
the Real World*

THE 6 REASONS

You'll Get Screened Out



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Activity

WHAT ARE THE POTENTIAL CONCERNS with a candidate who...

Lacks the education required?

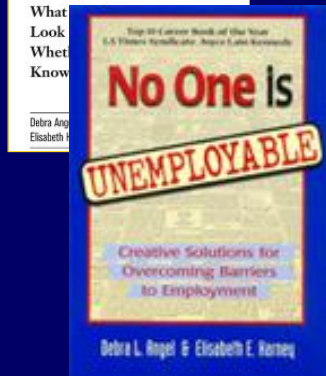
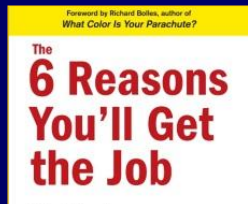
Was injured on a past job?

Is older? Younger?

Has a successful career in another industry, other job title, higher level?

You choose ...

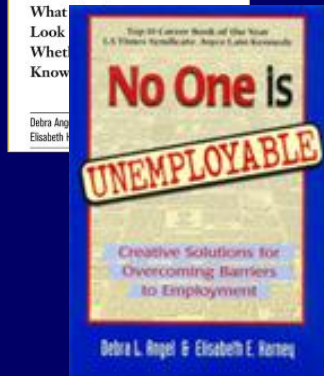
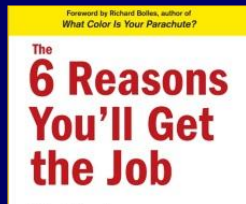
Which areas of PADMAN are most negatively impacted?

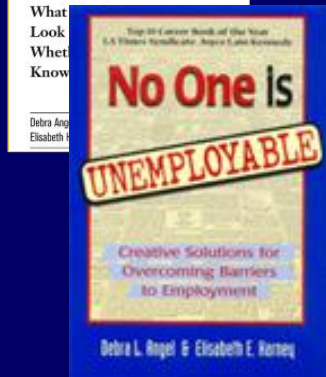
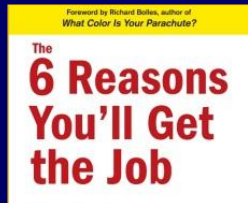


Overcome It :: TWO STRATEGIES

Create Solutions
*to eliminate or reduce
barriers & distractions*
6 solution tools

Create An Effective Search Strategy
*that removes or minimizes
the negative*
4 way to market





Six Solution Tools *to overcome any barrier*

Learn A New Skill

Access A Resource

Change Their Job Target

Adjust Their Own Outlook

* * * * *

Adjust the Employer's Perception of Them

Craft A Good Answer

Choose a barrier. Which tools could you use?

Create An Effective Search Strategy

ON PAPER & ONLINE :: application, resume, email, LinkedIn, website, spontaneous

OVER THE PHONE :: cold call, warm call, phone interview, investigative call

IN PERSON :: job fairs, industry events, interviews, walk-ins, customer, introductions

VIA CREDIBLE REFS :: personal intro, connecting email, letter of support

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**PAPER &
ONLINE**

HOW TO CHOOSE... Consider

JOB QUALIFICATIONS

Highlight by targeting

PHONE

BARRIERS

Minimize by avoiding

PERSON

STRENGTHS

Highlight by targeting

**CREDIBLE
REFS**

EMPLOYER'S PREFERENCES

*If you can play by the rules & win, do it.
Otherwise, BEND THEM*

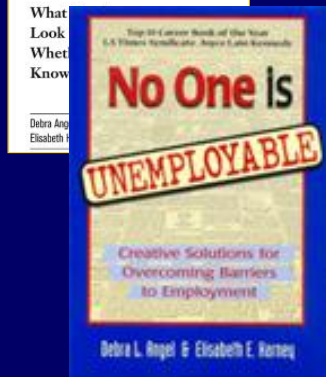
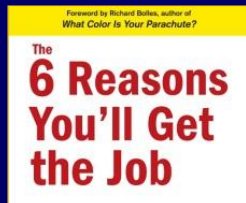
KEYS TO SUCCESS

Career Development, not just jobs!

Think like the Employer!

**Create Solutions that work for
Employers & Candidates**

**Each candidate should have a
unique job search strategy**



WorkNet Solutions

career development tools & training for the real world

Equipping & inspiring you as you help people with barriers begin and succeed in careers

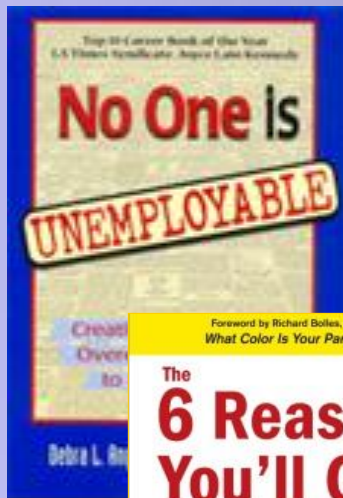
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www.worknetsolutions.com

ELISABETH (HARNEY) SANDERS-PARK

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Linkedin: Elisabeth H. Sanders-Park



*Let us know how we can keep you equipped & inspired!
Thank you!*