
RESETTING YOUR CASE MANAGEMENT STRATEGIES

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Multiple Barriers

- **English Language Learner**
- **Pregnancy**
- **Small Children**
- **Disabled**
- **Homeless**
- **High School Drop Out**
- **Criminal Record**
- **Substance Use Disorder**
- **Transportation**

Service Tracks

- **Establish Service Tracks:**
 - ✓ **Employment** (*Retail, Health Care, Customer Service, Self-Employment, etc.*)
 - ✓ **Military/Government** (*Armed Forces, DoD, USPS, State, County, etc.*)
 - ✓ **Adult Education/College** (*GED, Math, ESL, etc.*)
 - ✓ **Training** (*Truck Driving, Computer Systems Admin, CNA, etc.*)
 - **Incumbent Worker Training** – *to assist workers with the skills necessary to retain employment or avert layoffs.*
 - **Transitional Jobs** – *subsidized work experience for individuals with multiple barriers to employment.*
 - **On-the-job Training** – *paid training by an employer that is reimbursed at 50% of the wages.*
- **Concentrate on meeting minimum job requirements.**

90 – Day Plan

90-Day Plan vs. 1-Year Plan:

- **S – Specific to accomplish a specific objective**
(Attend two work readiness workshops)
- **M – Measurable to measure the outcome**
(Complete 5 job search assignments)
- **A – Attainable to set expectations within reach**
(Only apply for qualified positions)
- **R – Relevant to establish meaningful outcomes**
(Employment opportunities of their choice)
- **T – Time-based to have beginning and end date**
(start and end date)

Service Investment

<u>Services:</u>	<u>Investment:</u>
Initial Consultation	\$65.00 per hour
Occ/Interest Testing	\$250.00 per session
Career Counseling	\$65.00 per hour
Job Search Workshop	\$200.00 per seminar
Resume Writing	\$100.00 service
Job Placement	\$65.00 per hour

*Average service investment per WIA adult is \$3,500.
Add \$3,500 to \$5,000 with training services.*

**Average market rates for these products and services.*

Average Investment

<u>Services Available:</u>	<u>Investment:</u>
Initial Consultation	\$65.00 X _____hrs.
Occupational/Interest Testing	\$250.00 per session
Career Counseling	\$65.00 X _____hrs.
Job Search Workshop	\$200.00 one-day seminar
Resume Writing	\$100.00 resume service
Job Placement	\$65.00 X _____hrs.
Supportive Services	\$\$\$\$\$\$
Total Service Investment:	\$ _____

What's A Good Job?

- Is *ANY* job a good job?
- “A” job is better than “NO” job
- “A” job vs. “THE” job
- How many jobs before you get to “THE” JOB?
- Don't say “*Placement*” or “*Job*”
- Everyone wants to get paid!

Group Strategy

■ Establish Occupational Groups:

- ✓ Occupational Groups (5 vs. 50)
- ✓ Retail, Warehouse, Medical, etc.)
- ✓ Use “teams” or buddy system.

■ Engaging Activities:

- ✓ Establish days and times to meet.
- ✓ Work with those in group activities.
- ✓ Establish plan for those not in group activities.
- ✓ Activities: job search, resumes, applications, etc.
- ✓ Document as “group” activities

■ What about those not in groups?

- ✓ Aggressive plan to re-engage. (outside the box)
- ✓ Partner services, reduce unwanted exits, WIFM.



Group Schedule

Occupational Groups:	Total Members:	Meeting Days:	Group Hours:	Other Hours:
Retail:	10	Monday	1	
Customer Service:	10	Monday	1	6
		Tuesday	0	8
Medical:	10	Wednesday	1	
Truck Driving:	10	Wednesday	1	6
		Thursday	0	8
Warehouse:	10	Friday	1	7
TOTALS:	50	40	-5	=35

Self-Sufficiency Journey

- **Say “Phase II” or “Business Meeting”**
- **Income Improvement Plan**
- **Maximizing Earning Potential**
- **Securing Your Financial Future**



Getting Paid\$

<u>Start:</u>	<u>Education/Skills:</u>	<u>\$\$\$:</u>
1 Year Certificate	Auto Mechanics	35k-59k
1 Year Certificate	Computer Tech	48k-94k
2 Year Certificate	Culinary Arts	30k-86k
2 Year Certificate	Dental Hygienist	63k-110k
2 Year Certificate	EMT	33k-51k
2 Year Certificate	Physical Therapy	66k-120k
2 Year Certificate	LVN or LPN	47k-71k
+2 Years	RN	57k-91k

Source: Salary.com

Other Occupations

Auto detailing \$31k	Cook \$21k	Plumber \$49k
Auto mechanic \$37k	Dishwasher \$26k	Pool cleaner \$26k
Barber \$23k	Electrician \$43k	Pool/spa installer \$35k
Bartender \$19k	Gutter cleaner \$32k	Roofing \$30k
Bouncer \$21k	Janitor \$24k	Shipping \$30k
Car wash \$21k	Labor \$27k	Shoe repair \$24k
Carpenter \$47k	Landscaping \$35k	Sprinkler installer\$42k
Carpet cleaner \$29k	Motorcycle repair \$45k	Tailor \$19k
Carpet installer\$47k	Mover \$25k	Truck driver \$48k
Concrete \$31k	Musician \$27k	Warehouse \$29k
Construction \$33K	Painter \$37k	Window cleaner \$21k

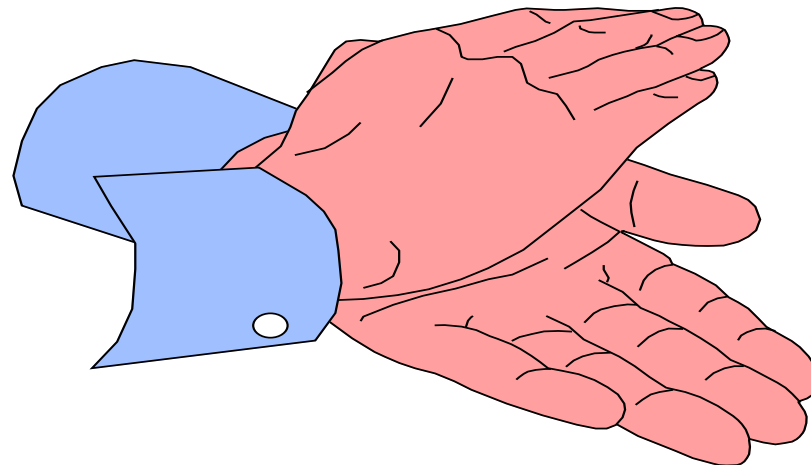
Source: Salary.com

Change Your Mindset!

- If you get NO as an answer, remember *NO* means = **Next Opportunity**
- If you fail, never give up because *FAIL* means = **First Attempt In Learning**
- End is not the end. In fact, *END* means = **Effort Never Dies**

This Concludes the Workshop!

Thank You!



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