



EMPLOYMENT WEBINAR SERIES

A University Center for Excellence in Developmental Disabilities (UCEDD)
Department of Child & Family Studies • College of Behavioral & Community Sciences • University of South Florida

Job Development 101

March 18, 2025 11:00 AM – 12:30 PM EDT

About this presentation: Completed Discovery? Great! You know how best to support the job seeker? Wonderful! You and the job seeker have worked through what an ideal job will look like for them? Fantastic!

Eager for job development? If you are, go for it! If you're not eager, let's talk about it. Many employment specialists describe job development as the most intimidating and difficult part of their job responsibilities. Being in the helping profession, many of us are simply not comfortable operating from a sales and marketing position. Yet, this is what job development requires. It is simply challenging! Job Development 101 focuses on foundational marketing and representation strategies designed to bolster your confidence and positively impact your placement outcomes. This session provides strategies you can begin implementing immediately while adding your own unique style. In addition, attendees are asked to share their own tried and true, creative job development techniques that have worked well. Let's talk about it, share ideas, and walk away feeling ready to tackle job development.

Attendees may submit questions to drbarnes@usf.edu.

SPEAKER/PRESENTER



Sandra Block is a Research Associate at Indiana's Institute on Disability and Careers. She provides technical assistance to special education teachers and school districts in Indiana, instruction in Discovery best practices, customized employment, job development, and offers subject matter expertise in employment services as well as a plethora of other disability-related topics.

Advance Registration: Register Online! After registering, you will receive a confirmation email containing information about joining the meeting.

Information & Accommodation: Closed Captioning is provided. If other accommodations are needed please contact event organizer, Denise R. Barnes, MA, FCIC Employment Coordinator at drbarnes@usf.edu or 813-974-1063.