



Register Today!

Friday, October 20th

9:00 a.m. - 3:00 p.m.

Holiday Inn

2209 University Park Dr.
Okemos, MI

Cost:

\$50 for Michigan APSE Members

\$70 for future APSE members

Registration includes training materials, continental breakfast and a box lunch.

Join Michigan-APSE... Annual Meeting and Networking Event

To kick off our event, Lt. Governor Brian Calley will be delivering a Video Message regarding Employment First!

Presenter: Corey Smith

Corey Smith is a Senior Consultant with Griffin-Hammis Associates providing consultation and training around the country. Corey also works with the Department of Labor Office of Disability Employment Policy (ODEP), a number of universities, states, community rehabilitation programs (CRP's), high schools, families, and job seekers. In 2014 Corey received the Association for People Supporting Employment's (APSE) first Dave Hammis Innovation award for his work in customized employment, self-employment and braided funding strategies. Corey is also an Employment First State Leadership Subject Matter Expert for the Department of Labor assigned to the states of Pennsylvania, Maryland, and Maine.

Corey's presentations will focus on his expertise with customized employment. Please join us for an informative and interactive day!

Customized Job Development Strategies for Success: Customized Job Development strategies are often recommended for job seekers with significant barriers to employment. Learn how to begin the process of using customized strategies to develop valued employment outcomes.

Employer Engagement Strategies for Job Development: Employment Training Specialists often struggle with developing strategies to engage with employers for both job development and internships. This session will focus on strategies including neighborhood and relationship mapping to warm up calls with employers.

Interest Based Negotiation as Part of Job Development: Customized Employment Strategies require an employment specialist to become competent at performing interest-based negotiation. Information will be presented about conducting informational interviews can lead to short employment internships and uncover a job seekers ideal conditions for employment. Learn how to develop employment proposals using Interest Based Negotiation Strategies to seal the deal!

Economic Development Strategies for Customized Employment Outcomes: Sometimes, supporting job seekers with significant barriers to employment necessitates economic development strategies to develop career options. This session will focus on economic development and funding strategies including resource ownership, business within a business, and supported self-employment.

Friday, October 20

9:00 – 9:15	Registration and Continental Breakfast
9:15 – 9:30	Welcome and Video Message from Lt. Governor Brian Calley
9:30 - 12:00	Customized Job Development & Employer Engagement Strategies
12:00-1:00	Lunch and Networking
1:00-3:00	Interest Based Negotiation and Economic Development Strategies

For more information or to register, please contact Helen at info@focustraining.org
Registration Deadline: October 10, 2017



ANNUAL MEETING AND NETWORKING EVENT

Friday, October 20, 2017

9:00 AM – 3:00 PM

Registration

\$50 – Michigan APSE Members

\$70 – Future APSE Members

Name: _____ Title: _____

Company: _____ Address: _____

City: _____ State: _____ Zip Code: _____

Phone Number: _____ Email address: _____

Member: _____ Yes _____ No Registration Amount: _____

Please include your APSE membership number for the discounted rate: _____

Method of Payment: Check (made payable to FOCUS) OR Credit Card: Visa MasterCard

Card Number: _____ Exp. Date: _____ Security Code: _____

Authorized Signature: _____

Please send your registration by October 10, 2017 to:

Fax: (269) 966-1777 • Email: info@focustraining.org
Mail: FOCUS, 140 W. Michigan Ave., Battle Creek, MI 49017.

For more information call FOCUS Training: 866-412-8767

Earn the Designation of Certified Employment Support Professionals (CESP™)
by Passing the National CESP™ Examination!

Friday, October 20th, 2017

2:00-5:00 pm

Holiday Inn Express

2209 University Park Okemos, MI 48864

To Register for the Exam:

<https://app.wizehive.com/apps/CESP>