Employer Presentation Plan

Job Developer’s Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
Industry: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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| * + - 1. What is the intent of the meeting?
			2. What is your expected outcome?
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Questions you’d like to ask of the employer about company, hiring practices, position, etc. (At least 5)
*Questions you ask should help gather information about the company job and to achieve meeting intent/goal/outcome.*

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| 1.  |
| 2.  |
| 3.  |
| 4.  |
| 5.  |
| 6.  |

Information you would like to bring to the employer’s attention

- Services you can provide, information to eliminate unspoken reservations, etc.

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Information you’d like to share about the job seeker (Remember 333 mini-profile)

OR your job seekers in general:

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Marketing material you plan to give employer (Business Card, Brochures, Fact Sheets, Resume, etc.):

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Other:

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**Identify 2 possible employer objections or stalls and write your response using the outline below:**

1) Employer Question- (Disability/Job applicant related)

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Underlying Concern: (what do you think real issue is?)

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Clarifying Question-(Question to ask employer to gain insight about their understanding about what they mean.)

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Information/ Resources (facts and resources you can use/reference in your reply)

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Your Reply –( you must start with an inclusive response )

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2) Employer Question (Industry related):

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Underlying Concern: (What do you think real issue is?)

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Clarifying Question- (Question to ask employer to gain insight about their understanding or what they mean.)

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Information/ Resources (facts and resources you can use/reference in your reply)

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Your Reply – (you must start with an inclusive response)

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