



Employer Engagement

Case Studies and Best Practices



Agenda





Employer Engagement

- ▶ Overall goal:

Guide clients on a path toward financial stability through long-term employment retention coupled with financial coaching.

- ▶ Successful Banking Model:

The Banking Model requires Backwards Planning

Meaningful employer engagement starts at the beginning...



Employer Engagement

- ▶ Always begin with the end in mind: Job Placement
- ▶ Meaningful Employer Engagement at each step
 - ▶ Job Placement – What is the profile of a successful employee?
 - ▶ Hard Skills Training – Employer informs the curriculum & visits class
 - ▶ Bridge Training – Employer expectations guide the Bridge
 - ▶ Recruitment & Enrollment – Students ready for Day 1 of Bridge



Employer Engagement

- ▶ Best Practices
 - ▶ Employers are the client
 - ▶ Career Coaches empowered to say “Not Now”
 - ▶ Share and demonstrate what the FOC is about
 - ▶ Hold employers accountable by getting real-time feedback
- ▶ Keep the job in mind from day 1 as an agency, with the employer, and with the student.