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.