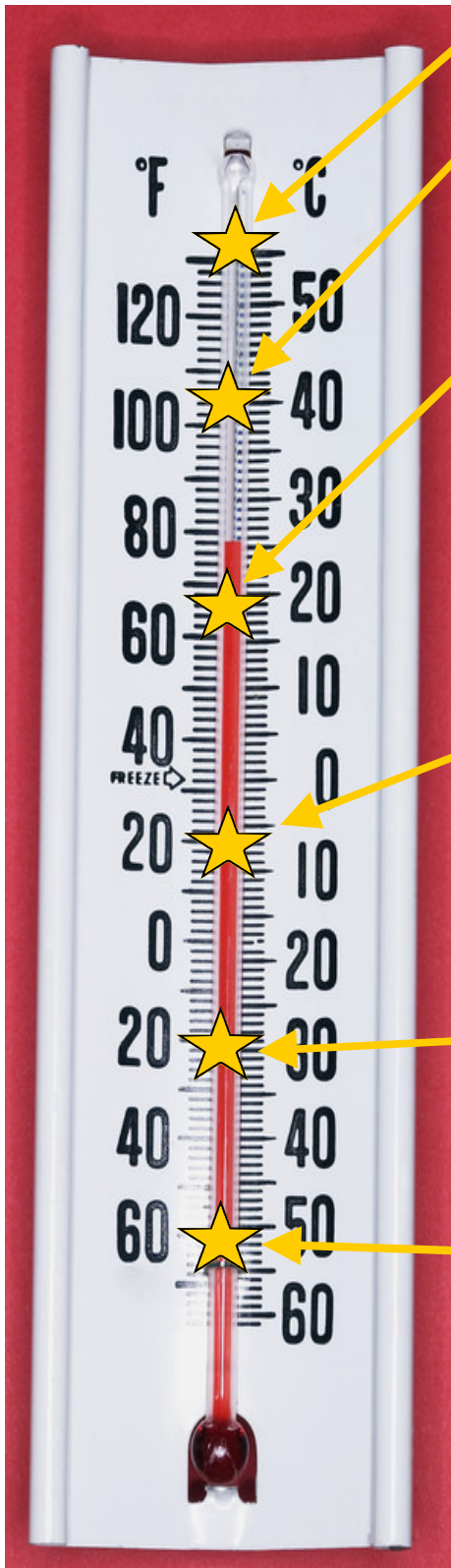


# Degrees Of Job Development



## Formal Proposal

- Job proposal ready to present

## Purposeful Contact

- Approach to ask about a Situational Assessment
- Ask for a tour of the business
- Ask for an interview for informational survey or industry survey

## Soft Introduction

- Casual visit, pop in vs. appointment
- Possibly have a conversation with a keystaff or a manager
- Simple intro with a few basic questions;
  - Do you hire PWD?
  - Do you have a corp. philosophy or policy on diversity?
  - Have you been involved with other programs?
- Leave the door open for coming back to talk more but don't push for any commitments or anything.

## Networking Development

- Attending functions to meet and network with other business people.
- Chamber of Commerce, Rotary, Business Development groups, Business Associations
- Share roles, and business cards
- Meet potential allies / assets

## Consumer Questions

- Any time you are a customer/consumer you have an ability to ask questions. You don't have to divulge your occupation if they are general questions that might give you some insight into the business.

## Causal 'Finger-on-the-pulse' & 'Ear-to-the-ground'

- Being aware of who's opening, expanding, moving, learn a bit about the business, what they do, etc.
- Not an interview or a tour
- Not even an intro to who you are or your agency
- Who works there that you know
- Talk to people you know about where they work
- Reading newspaper / online news for info.