

MEET YOUR PRESENTERS

JODIE SUE KELLY is one of the nation's best-known and most skillful workforce development consultants. Named "Professional of the Year" in 2004 by the National Association of Workforce Development Professionals, Ms. Kelly has trained more than 60,000 managers and staff since 1984. She has also conducted or supported more than 40 national and local evaluation projects. Most recently, Ms. Kelly worked on a demonstration project called *Employment, Retention, Advancement* in both the United States as well as in Great Britain.

SANDI SCANNELLI has pursued her interests in business and workforce development for more than 25 years. Her entrepreneurial spirit led her to start a diversified service company, which she operated for 20 years. As part of its services, the company designed and developed programs, including a WIA one-stop; worked with employers in private recruitment and outplacement; and opened one of the first cyber cafés and training centers. Now, Ms. Scannelli assists other firms in growth and business retention strategies through facilitated planning and coordinated implementation.

THE AGENDA AT A GLANCE

- **The High Cost of Employee Turnover**
- **Identify and Fix Hidden "De-Motivators" that Kill Retention**
- **Build Retention Into Every Stage of the Hiring Process**
- **Know What You Really Want in a Job Applicant**
- **Use the Job Offer to Motivate Applicants to Stick Around**
- **Orient New Employees for Rapid Productivity & Longer Retention**
- **Spot and Fix Early Signs that an Employee is About to Leave**
- **Employer Services Provided by the Local One-Stop**

Put your WIB and One-Stops in the spotlight and bring the WIA retention standard within your grasp

HIRING *for* RETENTION

A NEW, THREE-HOUR
"PROBLEM-SOLVER" WORKSHOP
FOR EMPLOYERS



AVAILABLE WORKSHOP DATES ARE LIMITED, SO
PLEASE RESERVE EARLY FOR BEST SELECTION.

*To reserve now, phone Darla Kelly at
(407) 348-4787.*

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presented by

**Jodie Sue Kelly &
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