



The Job Developer Workshop

- Welcome and Introductions
- Shifting from a "Disabled" to a "Uniquely Abled" Perspective
- Benefits of Adding Business-To-Business (B2B) Jobs to Your Capability
- Identifying B2B Jobs in Demand
- Developing a Network of B2B Contacts
- Matching Candidate Unique Abilities to B2B Jobs in Demand
- Speaking Business in a Meeting with Potential Employers
- The Common Paradigm of Sales and Why It Doesn't Work
- An Alternate Paradigm of Sales (The Dance of Sales)
 - The Three Conversations of The Dance of Sales
 - Managing the Conversation You are Having with Yourself
 - Managing the Conversation the Customer is Having with Themselves
 - Managing the Conversation the Customer is Having with Themselves (Re-creation)
 - Altering the Customer's Conversation is Having with Themselves.
 - Managing the Conversation You are Having with Each Other (Enrollment)
- Complete the Job Developer Workshop