



**TRAINING ANNOUNCEMENT
DEVELOPING BUSINESS SOLUTIONS FOR MONTGOMERY COUNTY
MAY 11, 2016 - 9:15 TO 12:15**

The transformation of the workforce system being overseen by the Montgomery County Workforce Development Board and its operating arm, WorkSource Montgomery, Inc. has as a primary focus developing services for both business and jobseekers that are easy to access so that we may fulfill our mission:

- To meet the talent attraction, development, and retention needs of strategic industries
- To meet the needs of the underemployed and unemployed
- To develop career pathways that lead to sustainable wage jobs and support a thriving mission.

One key strategy is to become the 'go to' place for business and industry to get solutions to their workforce needs. Aligning the workforce needs of business with workforce development opportunities is emphasized throughout the Workforce Innovation and Opportunity Act (WIOA). Business Services engage, enhance, and elevate communication with employers and assist with strategies to support their participation in the workforce system.

This training is designed to introduce Montgomery County workforce partners and staff to the WDB's approach to developing a comprehensive, system-wide approach to serving business and industry.

Who should attend: Agency leaders and staff within an organization whose primary job is to interface with businesses

Location: WorkSource Montgomery, Inc, 20271 Goldenrod Lane, Germantown, Maryland 20876

Trainer: Lori Strumpf, Workforce Consultant, Strumpf Associates: Center for Strategic Change

Registration: To attend, please send the name, organization and email address of those participating to strumpfk@aol.com. **Please provide a complete registration list per organization by May 4th.** Without an accurate count, last minute attendees may not be provided handouts.

AGENDA

- 9:15 TO 9:30** **Welcome and Introductions**
- Training objectives
- 9:30 TO 10:15** **What WIOA Means for Business Services**
- Providing Workforce Solutions to the Business Customer
- 10:15 TO 10:30** **BREAK**
- 10:30 TO 11:30** **Market Responsive vs Demand Driven**
- Using real-time market data to understand the current business cycle
 - Focusing on a wide range of business needs
 - Working with Economic Development
- 11:30 TO 12:15** **Developing a System-wide, Cross Agency Business Solutions Team**
- High Performing Team Requirements