

## Registration Form

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- Please send a separate registration form for each training participant
- Make checks/POs payable to the University of Illinois
- CRCs and CEUs available

### Contact Information

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Check here if you require special assistance to fully participate. Describe your needs below.

\_\_\_\_\_

Please subscribe me to the free electronic RSA Region V CRP-RCEP listserv.

\_\_\_\_\_

**Send your registration via mail, fax, e-mail or online to:**

RSA Region V CRP-RCEP  
Transition Research Institute  
ATTN: Betty Taylor  
117 Children's Research Center  
51 Gerty Drive  
Champaign, IL 61820

217-333-2325  
Fax 217-244-0851  
[www.ed.uiuc.edu/illinoisrcep](http://www.ed.uiuc.edu/illinoisrcep)

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CHAMPAIGN, IL

**RSA Region V CRP-RCEP**  
Transition Research Institute  
117 Children's Research Center  
51 Gerty Drive  
Champaign, IL 61820



RSA Region V CRP-RCEP

University of Illinois  
at Urbana-Champaign

# Job Developer's Workshop with Bill Santos

**September 28-29, 2006**

**Doubletree Guest Suites  
Downers Grove, IL**

*Workshop size is limited -*

*Register Early !*

*Sponsored by:*

**RSA Region V CRP-RCEP  
at the University of Illinois Urbana-  
Champaign**

**Region V RCEP  
at Southern Illinois University, Carbondale**

**National Rehabilitation Association of Job  
Placement and Development**

**Illinois Rehabilitation Association of Job  
Placement and Development**

# Job Developer's Workshop with Bill Santos

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## About the Workshop

The focus of this two-day workshop is on developing practical marketing and essential sales skills that will help you:

1. Construct new long-term relationships with employers
2. Enhance and expand existing employer relationships
3. Position new choices and options for employers
4. Ensure confidence in the solutions you propose to employers
5. Understand employers' needs and expectations to greater depth
6. Maximize your organizational strengths to benefit all.

Many veteran job developers learned their skills through trial and error. The trial and error learning curve is often long, arduous, and full of negative employer experiences. Many job developers do not survive. Learning the appropriate skills early through a strategic format, offered in this workshop, allows job developers to use their skills to continuously increase their success with

employers over time. This workshop is recommended for job developers and those that supervise job developers.

## About the Presenter

**Bill Santos** is the Executive Vice President at Employment Management Professionals, Inc. Bill is a veteran professional in the job development field, having started in this profession in 1989. He has specialized in employment outcomes management consulting and exceptional presentation skills. His areas of special competency include:

- Employment Outcomes Strategies
- Marketing Strategies and Techniques
- Hands-on Job Developer Skill Development and Coaching
- Creative Thinking
- Management and Leadership Systems

Bill has had a successful career as a job developer, director of employment services, facilitator, training company vice president, and owner. He is an internationally known speaker, trainer, and management consultant. His many presentations at conferences, training events, and public media have been extremely well received. Bill has a Bachelor of Arts degree and is fluently bilingual in English and Portuguese.

## Location

Doubletree Guest Suites Downers Grove  
2111 Butterfield Road  
Downers Grove, IL 60515

## Date and Time

September 28, 2006 9:00 am - 5:00 pm  
September 29, 2006 9:00 am - 5:00 pm  
Registration/check-in 8:00 am - 9:00 am

## Registration Fee

\$150.00 - includes two continental breakfasts, two lunches, and training materials

## Lodging

A limited number of rooms has been blocked at the Doubletree Guest Suites Downers Grove at the rate of \$125.00 single or double occupancy. Please contact the hotel directly to secure your room. (630-971-2000) Ask for the University of Illinois Region V CRP-RCEP block. The cutoff date for the room block is September 15, 2006. Parking is provided.

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***Workshop space is limited -  
Register Early!***