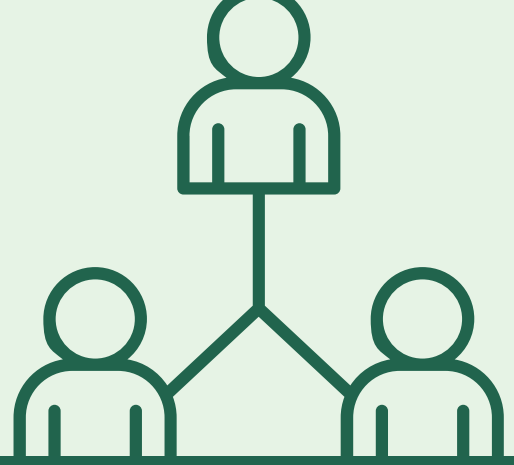




Community Partnerships

How to Pitch a Partnership with Your Economic Empowerment Program to: Job and Employment Training Programs



Purpose

This resource provides: (1) a list of roles that job and employment training programs can play in supporting economic empowerment programs; (2) a sample “elevator pitch” you can use in outreach to job and employment programs to help them understand how a partnership may be mutually beneficial, and (3) a list of common challenges inherent in partnerships with job and employment programs and strategies to prepare for and mitigate those challenges.

How can job and employment training programs support the economic empowerment program and participants?

Identifying roles that job and employment programs can play in a strategic partnership can help you determine whether you need this partnership and how to tailor your outreach to them.

Job and employment training programs can:

- Enroll participants into Department of Labor workforce development programs under [Workforce Innovation Opportunity Act \(WIOA\) Title I, II, III programs](#).
- Provide job readiness workshops that provide soft skills and career readiness topics such as resume building, interview skills, public speaking, navigating job applications, workplace conflict resolution, and more.
- Create or enroll participants in career pathways and occupational skill training with industry-recognized certifications.
- Create or enroll participants in temporary work experience such as internships, apprenticeships, and on the job training.
- Provide job placement support by connecting participants to available employment opportunities.

Who is this resource for?

This resource is for organization and/or program leaders administering economic empowerment programs, and program staff who provide direct services. It may be useful in both crisis intervention and long-term services.



- Host community job fairs and career panels to foster career exploration.
- Provide specialized job and employment training resources for job seekers with barriers such as criminal records and limited work or educational experience.
- Provide one-on-one job coaching services to assist participants with creating a resume, applying for a job, or pivoting careers.

How to pitch a potential partnership to job and employment training programs?

This section provides sample language to use when seeking to build a relationship with a job or employment training program. This “elevator pitch” can be tailored to fit the specific job readiness and skill training needs of your community and can be incorporated into initial email outreach or introductory meetings.

Introductory Email/Outreach Template:

“I’m reaching out on behalf of [Agency Name], a local nonprofit dedicated to supporting individuals and families affected by [type of victimization, e.g., domestic violence, human trafficking, etc.]. We are currently seeking a job or employment training program to [Insert role you are in need of].

We believe that by combining your workforce expertise with our holistic case management strategies, stronger outcomes can emerge for participants, enrollment numbers can be met, employer needs can be addressed, and a lasting impact on economic empowerment in our community can result. This can be achieved through a strategic partnership between our organizations where we can provide a talent pipeline of individuals ready to train and gain employment in emerging sectors.

If you’re interested and would like more information, please reply to this email or contact me directly at [phone number or email]. Your contribution, no matter how big or small, will make a significant difference in the lives of those we serve.”



What are common challenges in engaging job and employment training programs and how can these be mitigated?

This table provides victim service agencies/advocates with common challenges that may occur in partnering with job and employment training programs and potential solutions to navigating those challenges.

Potential Challenge	Potential Solution
Unclear Expectations: While both parties may be eager to partner, there is often confusion between the victim service provider and job training provider on what services are available, eligibility criteria for programs, allocation of supportive services, and roles each partner will play within the relationship. This causes confusion among staff, unfulfilled referrals, and survivors who are discouraged from unclear expectations.	Memorandum of Understanding (MOUs): Victim service providers are encouraged to co-develop a clear memorandum of understanding (MOU) with training partners that outlines roles, responsibilities, referral process, data sharing agreements, confidentiality practices, conflict resolution strategy within partnership, and resources that would be utilized in service of shared goals. This MOU will serve as a guide for all throughout the partnership.
Confidentiality & Safety Challenges: Protecting the safety of survivors is always a priority. While victim service providers have mandated confidentiality practices among social service partners, these practices tend to be neglected when forming partnerships with job and training providers.	Cross Training + Safety Planning: In addition to learning from job and employment partners about their services and procedures, victim service providers should co-create and train the leadership and staff) of the job and employment training program confidentiality practices that will keep survivors safe and ensure that the identities and experiences of survivors are not shared without survivor consent. Resource: SafetyNet Confidentiality Toolkit
Burdensome Outcomes: Job training providers are burdened by outcome measures that often focus solely on obtaining and maintaining employment within a short time frame or program completion without consideration for an individual's personal circumstances and skill level at enrollment. This may result in programs accepting participants who will likely complete programs instead of survivors who may need more time or support to complete.	Provide Supportive Services: Victim service providers can emphasize the benefits of the one-on-one supports provided to survivors (i.e. transportation, housing, wrap-around case management) that ensure basic needs are met, and survivors are on track to being successful. Victim service providers can also advocate for survivor-specific cohorts that allow participants to benefit from peer learning and additional support from victim service staff during workshops.