

Your Trainer - The Big Wiz

Dick Gaither has earned the title *Wizard of Work*. He's helped develop some of the country's most successful dislocated worker programs and training materials. Over 70,000 job seekers, career changers and employment professionals have attended his *dynamic & award winning seminars*.



Dick working his magic with dislocated workers at Teledyne!

A Few Career Highlights

- ☆ INET: Employment Professional Of The Year
- ☆ An Original Founder Of JIST Works, Inc.
- ☆ Award Winner: National Vote of School Directors (NATTS)
- ☆ Veterans' Service Award Winner
- ☆ Former Board Member, National Association Of Job Search Trainers
- ☆ President's Award Nominee For Innovative Program Design
- ☆ National Assn. Of Job Search Trainers Award For Outstanding Service
- ☆ AJST Wegman Award For Contributions To The Field
- ☆ Workforce Investment Board Member
- ☆ Over 2,000,000 books in print

Included In Some Sessions

- ☆ Wizard of Work job search work book
- ☆ Data Trapper work history analysis booklet
- ☆ Assorted handouts & training incentives



"I came to your seminar a bit skeptical—prepared to leave at a moments notice. However, I quickly realized I was being exposed to some of the most useful information I would ever hear. I only wish there had been more time."

— Lynda Springer, Dislocated General Dynamics Worker

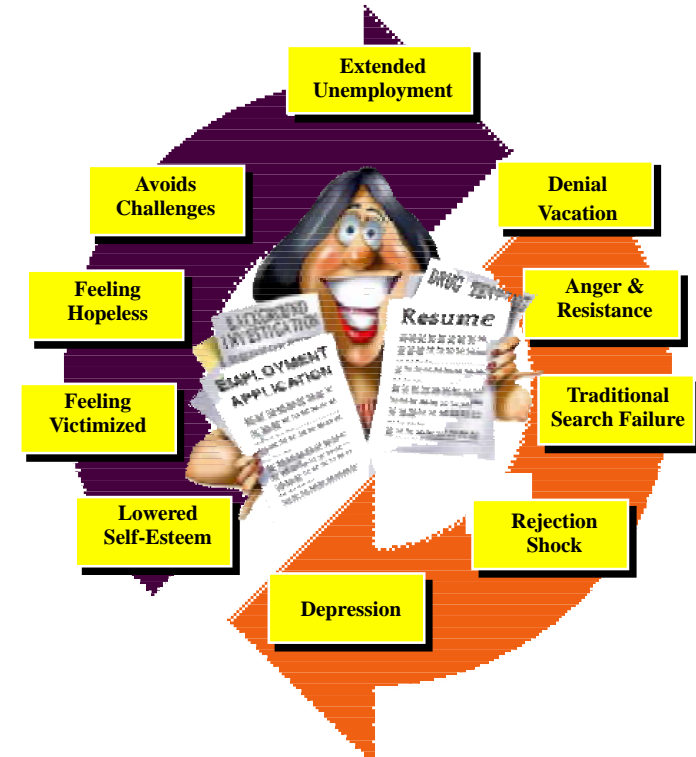
A Sampling Our Reemployment Workshop Clientele

AT&T	GTE	Ohio Student Aid Commission
Acme International	Huffy Bicycle	Regional Re-Careering Ctr
Black & Decker	IBM	Rickenbacker AFB
Bosch	International Steel Wool	Roudebush V.A. Med. Ctr.
Borden Snacks	Indianapolis Public Schools	Seneca Army Depot
Control Data Institute	Lennox Heating & Cooling	Small Business Develop. Ctr.
Corning Glass	Loring AFB	Teledyne Corporation
DCSC	MacMillian Publishing	UAW—Chrysler Training Ctr.
Dept. Natural Resources	Newark AFB	Walker Manufacturing
Fall River Psych Hospital	Northrup-Grumman	Wright-Patterson AFB
General Dynamics	North Coast Mental Health Ctr.	United States Marine Corps
General Motors	MAPA Pioneer	National Assn. Resume Writers
Glencoe Publishing	Ohio Bureau Of Employ. Svcs.	United Steel Workers of America

Job Search Training Systems, Inc. ☆ (800) 361-1613 ☆ workwizard@aol.com



Every Dislocated Worker Deserves Outplacement Support & Reemployment Training!



*A Powerful, Entertaining & Information Filled
Reemployment Training Session
For People Losing Their Jobs*

Job Search Training Systems, Inc.
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Understanding & Overcoming The Psychological Factors Associated With Job Loss!

Job loss is one of the most traumatic experiences any person goes through. It affects perceptions and performance. It is a genuine mental health issue which affects a dislocated worker's participation & negatively impacts entered employment rates.

- ☆ Dealing with the 10 phase destructive cycle of dislocation
- ☆ Common adjustment reactions to dislocation
- ☆ Helping people understand the emotional impact of job loss
- ☆ Making your job transition a family affair
- ☆ Confronting job loss anxiety and frustration
- ☆ Developing transitional management skills
- ☆ How men and women differ during dislocation
- ☆ Downsizing myths and today's labor market
- ☆ Using a stress test to determine if a person's going over the edge
- ☆ How depression affects job search success & participation
- ☆ Helping dislocated workers rebuild self-esteem & confidence by identifying 60 of their most marketable skills

Helping Dislocated Workers Make Up Their Minds

Since job loss anxiety distorts a person's thinking, one goal of a reemployment system is to help the dislocated workers make decisions to retrain, recareer, relocate, start their own business or begin a job search.

- ☆ Determining the cost/benefit return on going back to school
- ☆ Helping people determine if they should be self-employed
- ☆ Understanding the realities & value of temporary employment
- ☆ How to identify the best jobs for the future and where they'll be

Teaching Older Workers To Counter Age Bias

- ☆ A realistic look at the 15 most common myths of maturity
- ☆ How to handle questions about "over-qualifications"
- ☆ *Research:* What employers say **older workers** need to do to reenter the market

Job Finding Skills For Dislocated Workers!

Job finding is the heart of your service and it is much more than filling out an application, sending a resume and praying for the interview. The following are topical areas addressed in this training session.

Labor Market Dynamics - New Rules Of The Job Search Game

- ☆ *Research:* What hiring managers say dislocated workers should do to find work
- ☆ *Research:* Realities of internet usage for dislocated workers
- ☆ *Research:* What dislocated workers say worked best when they were laid-off
- ☆ *Research:* How employers make hiring decisions
- ☆ How to avoid the 15 most common job search mistakes
- ☆ Best/worst job search methods
- ☆ Best/worst job search tools
- ☆ Best/worst people to contact for employment
- ☆ How to use employment systems, agencies, consultants and headhunters
- ☆ A ten step process for finding your next job...quicker and for higher wages

Interview Skills - How To Keep Your Feet Out Of Your Mouth At Interviews

- ☆ How to not fall prey to most common interview mistakes
- ☆ 35 salary negotiation tips that generate higher income and more satisfaction
- ☆ Answers to the "11" silver bullet interview questions
- ☆ What impresses interviewers the most
- ☆ How to overcome interview barriers (felony, fired, job gaps, limited experience)
- ☆ Communication skills that get you the job
- ☆ How to get on the second interview list
- ☆ How to open and close interviews so employers remember you
- ☆ Interview follow-up strategies

Resume & Applications - How To Create Screen Resistant Job Search Tools

- ☆ Most common resume and application mistakes
- ☆ How employers review resumes
- ☆ Determining the most powerful resume format for dislocated workers
- ☆ Tips for creating scannable resumes
- ☆ *Research:* Latest information on creating screen-proof resumes
- ☆ *Research:* Latest studies on using electronic resumes and the internet

Managing A Job Search

- ☆ Daily activity implementation plan and tracking process

