Concurrent Professional Development Sessions
Wednesday, September 13th from 1pm-5pm

Communication Tools to Build Engagement and Raise Money *Lori Jacobwith, Ignited Fundraising*
Every word choice we make matters. The fact is, communicating so others do what we need or want them to means we have to pay attention to what we say, how we say it and when we say it. As it turns out, and not surprisingly, the most effective communicators are often the best listeners. Master Storyteller and Fundraising Culture Change Expert, Lori L. Jacobwith will deliver a fast-paced, interactive and fun communication workshop that will inspire you in ways you never imagined.

Motivational Interviewing *Sarah Suzuki, Chicago Compass Counseling*
Make an organizational impact by empowering all levels of staff to enhance and strengthen their own motivation to be of service to others. Whether you are a frontline workforce developer or a manager, the addition of Motivational Interviewing to your tool belt can facilitate improvements in communication, employee satisfaction, values-based actions, and positive client outcomes through modeled behavior.

Industry-Led Partnerships: How to Build and Sustain Them *Emily Lesh, Lesh Advisors LLC.*
Gather practical tips and tools for developing sustained industry-led partnerships. Sector strategies aren’t new or unique to one type of organization or system. Over two decades of lessons learned have culminated in the spread of industry-led, community supported, Next Generation Sector Partnerships. This session will dive into what they are and why authentically industry-led and community-supported partnerships matter more than ever. National Subject Matter Expert, Emily Lesh, will engage you in a simulated industry- driven launch meeting, while providing a clear step-by-step process for launching and sustaining Next Gen Sector Partnerships. Please visit www.nextgensectorpartnerships.com to learn more before the session.

Providing True Opportunity for Opportunity Youth: Best and Promising Practices in Employment Strategies for the Most Vulnerable Young Jobseekers *Caitlin Schnur and Melissa Young, Heartland Alliance*
Youth and young adults who face multiple serious barriers to employment, such as experiencing homelessness, aging out of foster care, living in extreme poverty, or involvement with the justice system often need specialized employment services to successfully find and keep work and connect to further skill development. Even employment programs designed to serve opportunity youth may risk leaving the most vulnerable young people behind.

The Opportunity Youth Employment Toolkit was created by Heartland Alliance to address the lack of documented best practices in employment services for the young people who need them the most. The toolkit supplements the available research with information gathered from extensive interviews with expert providers from across the country, in order to compile and document innovative approaches that work. This training will provide an overview of the evidence supporting intensive employment interventions for opportunity youth, a discussion of the program recommendations that emerged from the experiences of practitioners, and case studies from the programs featured in the toolkit. Attendees can expect to come away with ideas for serving opportunity youth that they can apply in their programming right away, as well as guidance for planning and implementing employment initiatives using evidence-based models.