



Tomorrow's
Workplace

S.U.C.C.E.S.S.

Business and Economic Development

In Partnership with the Surrey Board of Trade

contact us: info@tomorrowsworkplace.net

Building Professional Skills **Sales, Messaging, Networking, Consulting** *“A workshop for Surrey based Employment Service Providers”*

Tuesday, May 4, 2010 --- SFU Surrey Campus, Room 5100 (5th floor)

Registration and coffee 8:30am

Workshop 9am-4:00pm

(No workshop fee -- A light lunch will be provided)

Introduction

The workplace of tomorrow will be comprised of multi-faceted individuals with diverse cultural influences and other differences. The Tomorrow's Workplace project is supporting connection of businesses with community groups such as yours by building partnerships where everyone benefits – your clients, the business, and your organization. There's a clear alignment of need and service, but it can often be difficult to connect with fast-paced changing organizations.

In this interactive workshop, you will gain practical skills to build stronger working relationships with businesses. We'll explore: messaging that responds to an employer's business case for diversity; sales strategies, models and skill building; optimum networking practices; and tips for workable consulting approaches. Through discussion, sharing best practices, and tools, you'll be able to look to new initiatives and methods of building sound partnerships with organizations.

Participation in this workshop will result in enhanced professional skills and the ability to increase organizational results. A solid combination for success. We will cover:

- As individuals, building your sales, networking, and professional skills, achieved through knowledge building, exploring new methods, group discussion, role playing, and sharing practices. You'll receive templates and resources to support application of the learnings in your daily work.
- As a representative of an employment service organization, increasing your results through framing messaging both verbally and in marketing materials that gains the attention of business, and exploring new services and delivery approach methods.

Transport: Skytrain to Surrey Central Station; or visitor paid parking in the SFU parkade Level P5; cost is \$2.00/hour.

RSVP: **by April 29 to:** Heather Scragg, Surrey Board of Trade, heather@businessinsurrey.com; 604-581-7130.

And, a following event

Mark Thursday, May 20 in your calendar to participate in the “Tomorrow's Workplace Toolkit Launch Party” at the Sheraton Guildford from 4:30-7:30pm, hosted by the Surrey Board of Trade. We invite you to host your organization's information table, and connect with over 100 attending business leaders. Details will be shared May 4, and posted on www.tomorrowsworkplace.net later in April.

April 2010