

**The New Mexico Career
Development Association**
and the
**New Mexico Consortium of
Career Educators and Employers**

Present:



Strategies and Tools for Helping Others Find Work



Denise Bissonnette

**Beyond Traditional Job Development and
Cultivating the Spirit to Work: Motivating Job Seekers**

Concurrent Sessions: Green Careers, Networking & Hiring Plans Employer Panel

Friday, March 12, 2010

8:30 am-4:15 pm

CNM Workforce Training Center

Albuquerque, NM

Denise Bissonnette is an internationally renowned writer, trainer and keynote speaker on employment and career issues. For over two decades she has inspired people and organizations to look beyond traditional concepts of career development and to craft livelihoods rooted in the individual genius of each person. Denise has authored several publications on creative job development, job search techniques and how to shine on the job. She has presented to numerous educational, workforce, career development, vocational rehabilitation, and private industry council organizations. Her past presentations in New Mexico were highly acclaimed.

Workshop Descriptions

B E Y O N D
T R A D I T I O N A L
J O B D E V E L O P M E N T



Beyond Traditional Job Development: In this highly acclaimed, one-of-a-kind plenary session, Denise will offer a practical, innovative and proactive approach to helping individuals find their place in the work world. Based on principles in her celebrated book by the same name, Denise challenges the employment professional to look beyond traditional methods for achieving placement results by creating opportunities based on the needs, interests and abilities of the job seeker, and the business needs and interests of the employer. This fast-paced, half-day presentation will equip participants with new eyes and a new mind about how to approach the business community, how to engage their job seekers, and how to view their own livelihoods. Delivered with numerous real-life examples, this workshop promises to be as inspiring and mind-opening as it is relevant and timely to the needs of today's employment professional as we face the harsh realities of a down-turned economy.



Cultivating the Spirit to Work: In this dynamic, thought-provoking session, Denise will present a unique and inspiring framework around the critical and often elusive issues of motivation and self-esteem, as they relate to preparing people for the work of the world. The tools and concepts offered will change the way we see "change" and equip us with a fresh approach for assisting individuals through transition, exploring avenues for fostering hope, encouraging risk-taking, and building confidence in people by helping them put their intentions into action.



Green Careers with Carol McClelland: In this session, Carol McClelland, PhD, author of *Green Careers for Dummies* and Founder and Executive Director of GREEN CAREER CENTRAL, will share concise information about the green economy that you can use in your work with students and clients interested in finding a green, clean, sustainable career. In addition to a detailed description of the green economy, you'll discover the factors shaping the new economy, the goals green companies are striving to achieve, the industries most closely aligned with these green goals, and five essential job search strategies every green career seeker must know.



Networking Techniques with Stacy Sacco: Stacy Sacco currently works as a Business Consultant/Trainer for WESST Corp, and as an Adjunct Professor at both the UNM Anderson School of Management and Webster University where he teaches professional selling, marketing management and competitive strategies. Stacy is a guest columnist for the *New Mexico Business Weekly* and publishes the *New Mexico Directory of Professional Associations*. He also hosts the annual NM MARCOM Mixer, with more than 350 attendees representing marketing-related organizations statewide, and the NM MARCOM JobBank with over 2,500 subscribers. Stacy regularly speaks on marketing, networking techniques and professional development.

Hiring Needs Employer Panel: Major local employers will discuss their hiring plans, hiring procedures, and applicant strategies for employment professionals to pass along to job seekers.



Workshop Schedule & Registration

Not a NMCDA or NME²C² member? Join us! Receive annual membership and a discounted rate. For membership information, contact NME²C²: parmstrong@sfcnm.edu; NMCDA: fjeffries@cnm.edu

| | By Feb. 1st | By March 5th | On Site |
|---|-------------|--------------|---------|
| NMCDA or NME ² C ² Member | \$95 | \$110 | \$125 |
| NMCA Member | \$105 | \$120 | \$155 |
| Non-Member | \$135 | \$150 | \$160 |

Please note - There is a \$25 cancellation fee after March 5

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|---------------|--|
| 7:45-8:30 am | Registration & Sign-In |
| 8:30-11:45 am | Keynote Speaker: Denise Bissonnette |
| 11:45-1:15 pm | Lunch |
| 1:15-2:45 pm | Concurrent Sessions A <ul style="list-style-type: none">• Cultivating the Spirit to Work - Denise Bissonnette• Green Jobs - Carol McClelland |
| 3:00-4:15 pm | Concurrent Sessions B <ul style="list-style-type: none">• Networking - Stacy Sacco• Hiring Plans Employer Panel• One-on-One with Carol McClelland & Denise Bissonnette |

Name: _____ NMCDA or NME²C² Member


Full Address: _____

Phone: _____ E-mail: _____

Check/Money Order for \$_____ enclosed Purchase order #_____ enclosed
Make all checks payable to NMCDA

Lunch and refreshments included with registration fee:
 Vegetarian Lunch Special Accommodations

Mail this registration form and check or PO to:
Employment Workshop, NMCDA
PO Box 35906 Albuquerque, NM 87176



Questions?
Contact Charles Lehman
505.938.1282/clehman@nm.net





New Mexico
Consortium
of Career Educators
& Employers



New Mexico
Career
Development
Association



PO Box 35906
Albuquerque, NM 87176

March 12, 2010 Workshop

Client Job Placement Strategies & Tools for Career Counselors, Placement Officials and Other Employment Professionals

**Beyond Traditional Job Development
Cultivating the Spirit to Work: Motivating Job Seekers
Green Careers
Networking Techniques for Jobs
Employer Panel on Hiring Plans**

CNM Workforce Training Center

**5600 Eagle Rock Avenue NE
Albuquerque, NM 87113**

