

Resources for service providers and government

Creating a more inclusive community requires everyone to make adjustments. Whether it's building more accessible workplaces, including inclusive hiring practices, or developing new types of jobs- inclusive practices mean approaching challenges in a different way.

The current employment system and workplace attitude doesn't work for everyone. A huge percentage of the population is left out by the current model, which not only does a disservice to a portion of our communities, but also robs employers of the opportunity to work with incredible employees and colleagues.

This course promotes employment stakeholders' understanding of where they fit as an employment stakeholder in the Relationship-Consultative-Selling with Third Party Support Representation Employment Model and the needed transformation of the employment and developmental systems for jobseekers with an intellectual disability.

Learn how to create employment that is inclusive for everyone:

- **Who are the job seekers?**
- **A new approach**
- **Why isn't the current model working?**
- **How change can benefit employers**
- **How to navigate the system**
- **How to implement change**

An inclusive employment system can benefit everyone, but first we must make a change.

This course covers the dilemmas with the current model, what needs to change, and how a better future is possible for everyone.

Chapter 1

From A Transactional to a Consultative Selling Practice.

Chapter 2

Voices From Experience - A Case for Change.

Chapter 3

Strategies Towards a Consultative Model - Agencies.

Chapter 4

Strategies Towards a Consultative Model - Employers.



CHAPTER 1

From A Transactional to a Consultative Selling Practice

Episode 1

[Who are the jobseekers?](#)

Episode 2

[How today's model fails most jobseekers](#)

Episode 3

[Consultative Selling through Third-Party Representation](#)

Episode 4

[Reasons to adopt a new approach](#)

Episode 5

[How change brings value to Employer](#)

This chapter explains why jobseekers with developmental disabilities with higher employment barriers are left behind by the current system and offers a new strategy that moves from a transactional approach focused on supply (available jobs) to a consultative selling model that explores demand (jobs needed by employers) through third party representation.

CHAPTER 2

Voices From Experience - A Case for Change

Episode 1

[A system hard to navigate](#)

Episode 2

[From finding clients for jobs to sourcing jobs for clients](#)

Episode 3

[Understanding the jobseeker's experience](#)

Episode 4

[Just enough support when needed](#)

Episode 5

[Forging a career path](#)

Intimate conversations with self-advocates, family members, and job developers offer a first-person perspective on how the current system has failed to address the needs of job seekers with higher employment barriers. Their experiences make the case for a systemic transformation.

CHAPTER 3

Strategies Towards a Consultative Model – Agencies

Episode 1

[Introduction](#)

Episode 2

[Understanding the process](#)

Episode 3

[Creative Solutions](#)

Episode 4

[Measuring accountability](#)

Episode 5

[A glimpse into a transformed system](#)

This chapter highlights current agency strategies based on the consultative selling model with third-party representation. These will inspire other agencies looking to improve outcomes for job seekers with higher employment barriers.

CHAPTER 4

Strategies Towards a Consultative Model – Employers

Episode 1

[Who are the jobseekers?](#)

Episode 2

[Self-Advocates Currently Employed](#)

Episode 3

[Managing a diverse workforce](#)

Episode 4

[Measuring accountability](#)

Episode 5

[Inspiring other businesses](#)

This final chapter in our course highlights employers working to transform their hiring practices to move towards an inclusive and diverse workforce.

We follow self-advocates currently employed across various industries and managers as they implement long-term sustainable work for people with developmental disabilities with higher employment barriers.