**S C H E D U L E**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30—9:30</td>
<td><strong>REGISTRATION &amp; CONTINENTAL BREAKFAST</strong></td>
</tr>
<tr>
<td>9:30—9:45</td>
<td><strong>WELCOME &amp; OPENING REMARKS</strong></td>
</tr>
<tr>
<td>9:45—10:30</td>
<td><strong>KEYNOTE ADDRESS</strong>&lt;br&gt;James R. Salzano&lt;br&gt;Executive Vice President&lt;br&gt;The Clarks Companies, N.A.</td>
</tr>
<tr>
<td>10:30—10:45</td>
<td>Break</td>
</tr>
<tr>
<td>10:45—12:00</td>
<td><strong>WORKSHOP SESSION 1</strong></td>
</tr>
<tr>
<td>12:00—1:45</td>
<td><strong>LUNCH &amp; REGIONAL ACTIVITY</strong></td>
</tr>
<tr>
<td>1:45—2:00</td>
<td>Break</td>
</tr>
<tr>
<td>2:00—3:15</td>
<td><strong>WORKSHOP SESSION 2</strong></td>
</tr>
<tr>
<td>3:15—3:30</td>
<td>Break</td>
</tr>
<tr>
<td>3:30—4:00</td>
<td><strong>A PLAN FOR ACTION</strong></td>
</tr>
</tbody>
</table>

Connections with the business community are an essential ingredient in any effort to improve employment outcomes for people with disabilities. For the first time, Massachusetts job developers from disability-related agencies and the workforce development system are coming together to:

- Hear and share strategies to improve links to the business community
- Learn new information and resources to use in their daily work
- Network with other job developers in their region

Don't miss important updates on the conference website:

[www.massworks.org](http://www.massworks.org)

**REGISTRATION DEADLINE—APRIL 4**
Working for the Commonwealth of Massachusetts (1A)
This session will provide up-to-date information on the types of employment available through the Commonwealth, the application process, and procedures for seeking accommodations. A new executive order on affirmative action will be highlighted.

The Job Vacancy Survey (1B)
Wondering what this is? Learn about the Job Vacancy Survey and how it can help you develop new business relationships.

Developing Relationships with Employers (1C)
Data show that employers who have a successful relationship with a job developer or agency are more likely to return to that source to fill subsequent openings. Come to this session to learn practical strategies for establishing and maintaining employer relationships.

Job Developers Networking Groups (1D)
Many hands make light work! The work of a job developer is usually performed independently, and can seem frustrating at times. Some job developers have found it helpful to meet periodically to network, exchange support and job leads, or work together to plan events. Learn what makes these groups successful and how to find (or start) one of your own.

Understanding and Using Employer Incentives (1E)
Get updated information on financial incentives for employers who hire individuals with disabilities. Learn how to use this information effectively to make placements that will last.

Agencies Working Together (1F)
There is a broad range of resources available to job seekers, but at times it can be difficult to identify them and determine how they can work together. This workshop will share ways to locate resources and determine opportunities, as well as best practices for working together while allowing job seekers their own choices for services and support.

Understanding and Using Labor Market Data (2A)
This session will introduce you to publicly available labor market data and explain how it can be used in the job placement process.

Collaborating Locally to Improve Business Relationships (2B)
Come hear from employment services providers, state agencies, and Career Centers about strategies that can be used to work more collaboratively with local businesses. How can disability-related service providers and the workforce system work together to more effectively engage the business community in efforts to improve employment outcomes?

Representing Job Seekers with Disabilities (2C)
Job development requires strong marketing techniques and an understanding of business needs. Specialized approaches are necessary when representing job seekers with disabilities. Come to this session to learn what successful job developers are doing to present their candidates to employers while attending to issues such as disclosure and self-representation.

What Will It Take? (2D)
What can be done in Massachusetts to expand business relationships and provide more effective job placement services? Share your ideas for systems change and infrastructure development. The information collected at this session will be shared with the EOHHS Steering Committee on Employment and used by the MI-CEO grant to inform future projects.

CORI (2E)
What is Criminal Offender Record Information? Who has access to it? Learn more about CORI, the impact it can have on the job search process, and strategies to deal with CORI issues.

Disability and Employability (2F)
Sometimes workforce development and disability services professionals seem like they’re speaking different languages when it comes to issues such as job readiness and what it means. Come to this session to discuss ways to develop a common set of expectations and identify approaches to ensure that job seekers are prepared to engage in employment.
### Berkshire County
- Adams
- Alford
- Becket
- Cheshire
- Clarksbury
- Dalton
- Egremont
- Florida
- Great Barrington
- Hancock
- Hinsdale
- Lee
- Lenox
- Lanesborough
- Monterey
- Mount Washington
- New Ashford
- New Marlborough
- North Adams
- Otis
- Peru
- Pittsfield
- Richmond
- Savoy
- Sandisfield
- Sheffield
- Stockbridge
- Tisbury
- West Stockbridge
- Williamstown
- Windsor

### Cape & Islands
- Barnstable
- Bourne
- Brewster
- Chatham
- Chilmark
- Dennis
- Eastham
- Edgartown
- Falmouth
- Gay Head (Aquinnah)
- Gosnold
- Harwich
- Martha's Vineyard
- Mashpee
- Nantucket
- Oak Bluffs
- Orleans
- Provincetown
- Sandwich
- Tisbury
- Truro
- Wellfleet
- West Tisbury
- Yarmouth

### Franklin-Hampshire
- Amherst
- Ashfield
- Athol
- Belchertown
- Bernardston
- Buckland
- Charlemont
- Chesterfield
- Colrain
- Conway
- Cummington
- Deerfield
- Easthampton
- Erving
- Gill
- Goshen
- Granby
- Greenfield
- Hadley
- Hatfield
- Hawley
- Heath
- Huntington
- Leverett
- Leyden
- Middlefield
- Monroe
- Montague
- New Salem
- Northampton
- Northfield
- Orange
- Pelham
- Petersham
- Phillipston
- Plainfield
- Rowe
- Royalston
- Shelburne
- Shutesbury
- Southampton
- South Hadley
- Sunderland
- Ware
- Warwick

### Hampden County
- Agawam
- Blandford
- Brimfield
- Chester
- Chicopee
- East Longmeadow
- Granville
- Hampden
- Holland
- Holyoke
- Longmeadow
- Ludlow
- Monson
- Montgomery
- Palmer
- Russell
- Southwick
- Springfield
- Tolland
- Wales
- Westfield
- West Springfield
- Wilbraham

### Lower Merrimack
- Amesbury
- Andover
- Boxford
- Georgetown
- Groveland
- Haverhill
- Lawrence
- Merrimac
- Methuen
- Newbury
- Newburyport
- North Andover
- Rowley
- Salisbury
- West Newbury

### Metro North
- Arlington
- Belmont
- Burlington
- Cambridge
- Chelsea
- Everett
- Malden
- Medford
- Melrose
- North Reading
- Reading
- Revere
- Somerville
- Stoneham
- Wakefield
- Watertown
- Wilmington
- Winchester
- Winthrop
- Woburn

### Metro South/West
- Acton
- Ashland
- Bedford
- Bellingham
- Boxborough
- Brookline
- Canton
- Carlisle
- Concord
- Dedham
- Dover
- Framingham
- Franklin
- Foxborough
- Holbrook
- Hopkinton
- Hudson
- Lexington
- Lincoln
- Littleton
- Marlborough
- Maynard
- Medfield
- Medway
- Millis
- Natick
- Needham
- Newton
- Norfolk
- Norwood
- Plainville
- Sharon
- Sherborn
- Southborough
- Stow
- Sudbury
- Walpole
- Walpole
- Wayland
- Wellesley
- Weston
- Westfield
- Westwood
- Wrentham

### Greater Lowell
- Billerica
- Chelmsford
- Dracut
- Dunstable
- Lowell
- Tewksbury
- Tyngsborough
- Westford

### Greater New Bedford
- Acushnet
- Dartmouth
- Fairhaven
- Freetown
- Lakeville
- Marion
- Mattapoisett
- New Bedford
- Rochester
- Wareham

### North Central
- Ashburnham
- Ashby
- Ayer
- Barre
- Berlin
- Bolton
- Clinton
- Fitchburg
- Gardner
- Groton
- Harvard
- Hubbardston
- Lancaster
- Leominster
- Lunenburg
- Pepperell
- Princeton
- Shirley
- Sterling
- Templeton
- Townsend
- Westminster
- Winchendon

### South Coastal
- Brantley
- Carver
- Cohasset
- Duxbury
- Halifax
- Hanover
- Hingham
- Holbrook
- Hull
- Kingston
- Marshfield
- Middleborough
- Milton
- Norwell
- Pembroke
- Plymouth
- Plympton
- Quincy
- Randolph
- Rockland
- Scituate
- Weymouth

### Southern Essex
- Beverly
- Danvers
- Essex
- Gloucester
- Hamilton
- Ipswich
- Lynn
- Lynnfield
- Manchester
- Marblehead
- Middleton
- Nahant
- Peabody
- Rockport
- Salem
- Saugus
- Swampscott
- Topsfield
- Wenham

### Southern Worcester
- Auburn
- Blackstone
- Boylston
- Brookfield
- Charlton
- Douglas
- Dudley
- East Brookfield
- Grafton
- Hardwick
- Holden
- Hopedale
- Leicester
- Mendon
- Milbury
- Milford
- Millville
- New Braintree
- Northborough
- Northbridge
- North Brookfield
- Oakham
- Oxford
- Paxton
- Rutland
- Shrewsbury
- Southbridge
- Spencer
- Sturbridge
- Uxbridge
- Upton
- Webster
- Westborough
- West Boylston
- West Brookfield
- Worcester
Working Together to Make a Difference
A Conference for Massachusetts Job Developers
April 26, 2007
8:30–4:00 • Sturbridge Host Hotel • Sturbridge, Massachusetts • Registration deadline—April 4

Cost
This conference is offered free of charge. ICI reserves the right to charge participants who register but do not attend a $30 fee to cover conference-related costs. This fee will be waived if a participant notifies ICI within three business days that they are unable to attend or of a substitute who will attend in their place.

CRCs
Working Together to Make a Difference has applied for continuing education credits for CRCs. Further information will be available at the conference.

Speakers
Check the conference website (www.massworks.org) for updated information on speakers.

Directions:
Sturbridge Host Hotel
366 Main Street
Sturbridge, MA 01566
(508) 347-7393

From the North, East, and West
Take the Massachusetts Turnpike (I-90) to Exit 9, Route 20 West. The hotel is on Route 20, less than a quarter-mile from the first set of traffic lights and immediately past the McDonalds on the right.

From the South
Take either Interstate 84 or Route 131 to Route 20 West. The hotel is on Route 20, less than a quarter-mile from the first set of traffic lights and immediately past the McDonalds on the right.