Shifting Your Perspective; Become Employer Centric

Florida Postsecondary Education Program Planning Institute

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• **Created** by the Florida Legislature in 1990 as direct support organization to the state vocational rehabilitation program.

• **Mission** is to be a key leader in providing opportunities for successful employment of Floridians with disabilities.

• **Our role** is to identify the most effective and efficient means for increasing employment of Floridians with disabilities.
The Vocational Rehabilitation System

Person with a disability → Florida Division of Vocational Rehabilitation → DVR Counselor

IPE Created → Employment Service Provider

- Education / Training
- Technology / Equipment
- Other Services

Employment
• Lower Turnover
• Less Absenteeism
• Safer Work Habits
28% Higher Revenue
2x Higher Net Income
30% Better Performance on Economic Profit Margin
Staff turnover is also lower by up to 30%
Business, after all, is nothing more than a bunch of human relationships.

— Lee Iacocca —
• Do Your Research
• Cultivate the Relationships You Create
• Seek a Referral
• Sell the Business Case
Acknowledgement

Bill Santos
President/Partner of Employment Management Professionals – Oakville
http://www.empoakville.com/home.html
Florida Postsecondary Education Program Planning Institute
(FLPEPPI)

July 12, 2023, at 8:30-9:30

At Hyatt Regency Grand Cypress
1 Grand Cypress Blvd
Orlando, FL 32836