

Shifting Your Perspective; Become Employer Centric

Florida Postsecondary Education
Program Planning Institute

May 2, 2023



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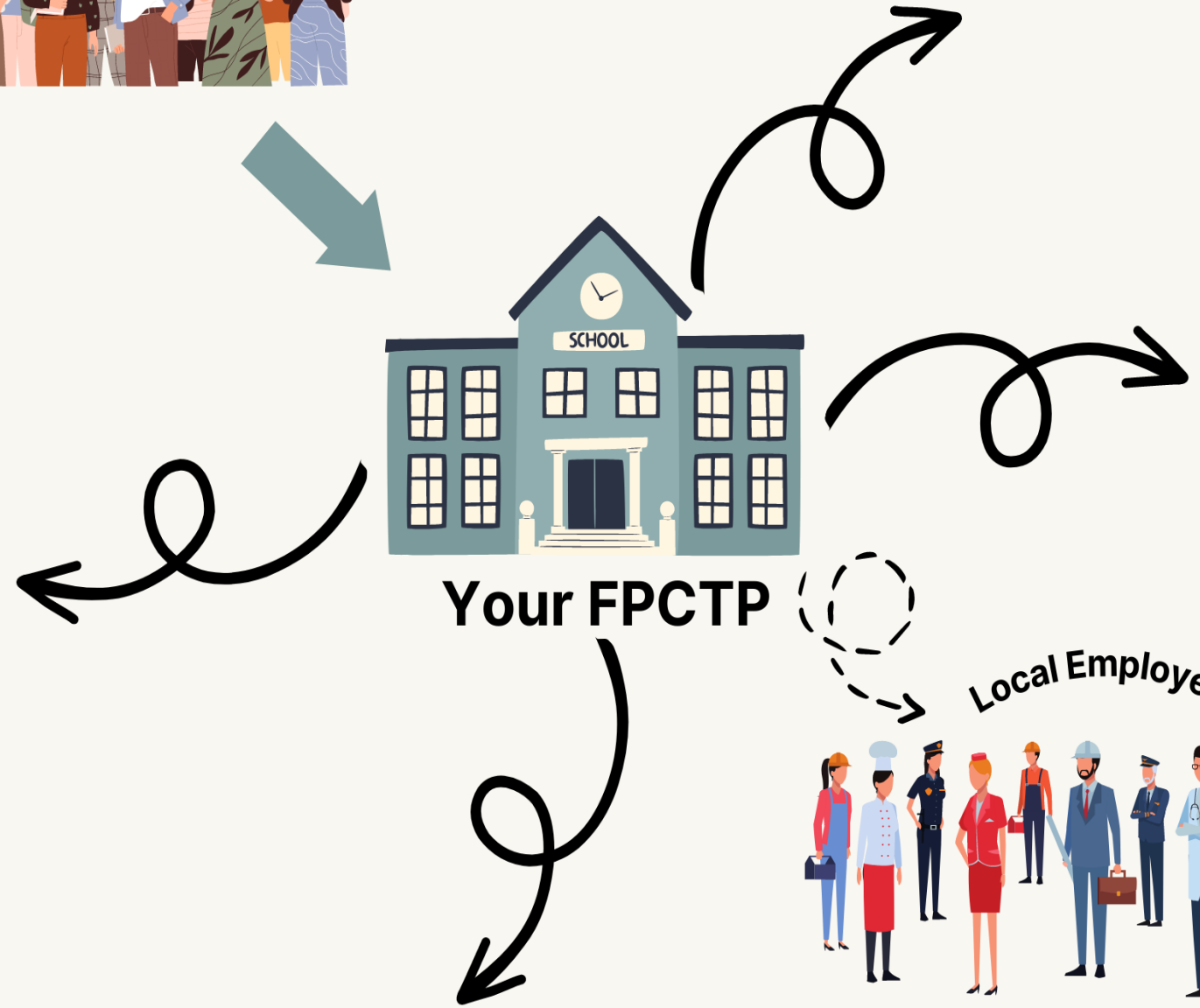
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students



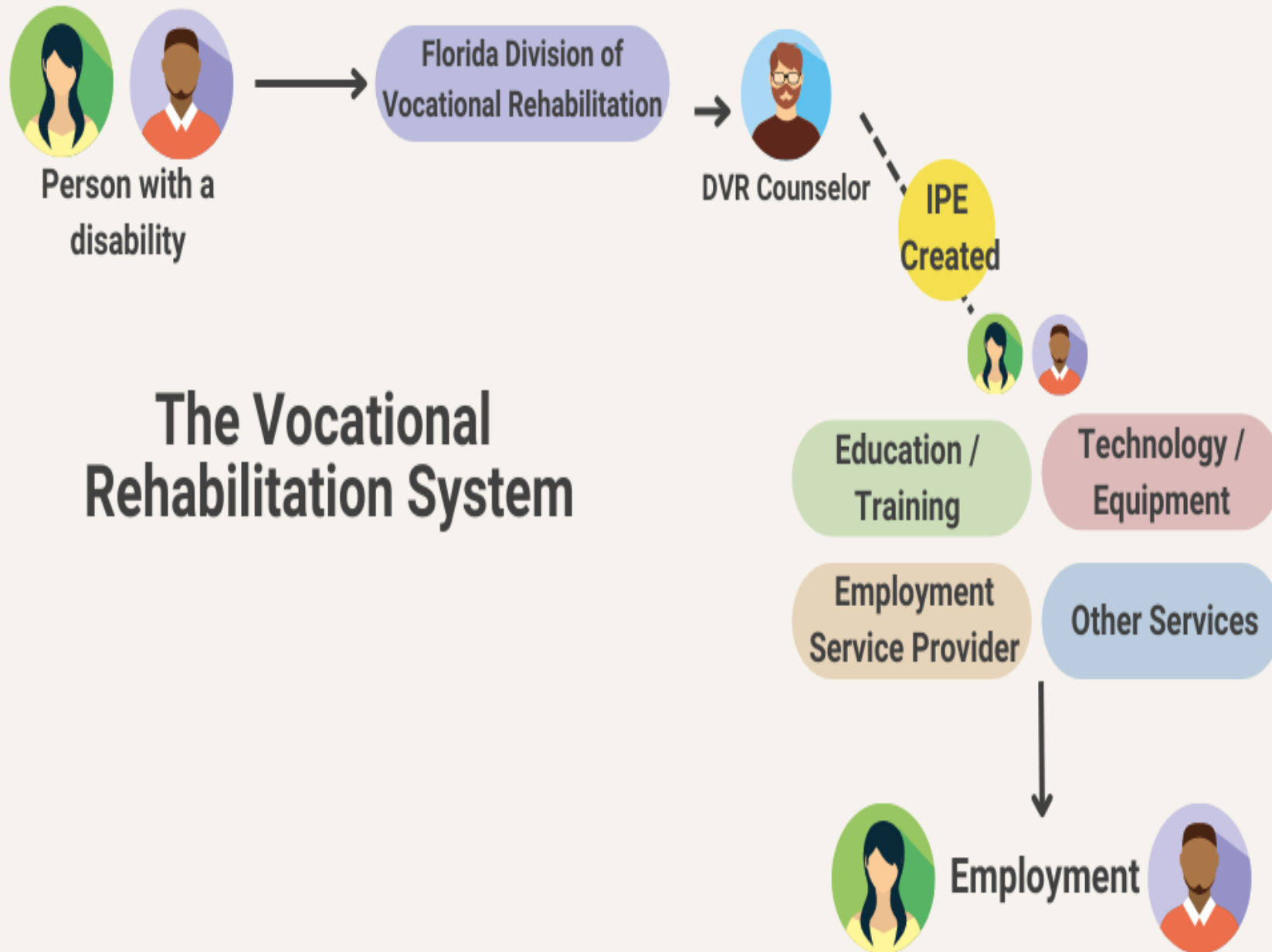
Your FPCTP

Local Employers





- **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.



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Students



Local Employers



Your FPCTP



Business & Industry groups and associations



Employment Service Providers



Division of Vocational Rehabilitation





- 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%

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Business, after all, is nothing more
than a bunch of human
relationships.

— *Lee Iacocca* —



Hospitality

Maritime

Technology

Manufacturing

Food Service

Logistics

Construction

Retail

Real Estate

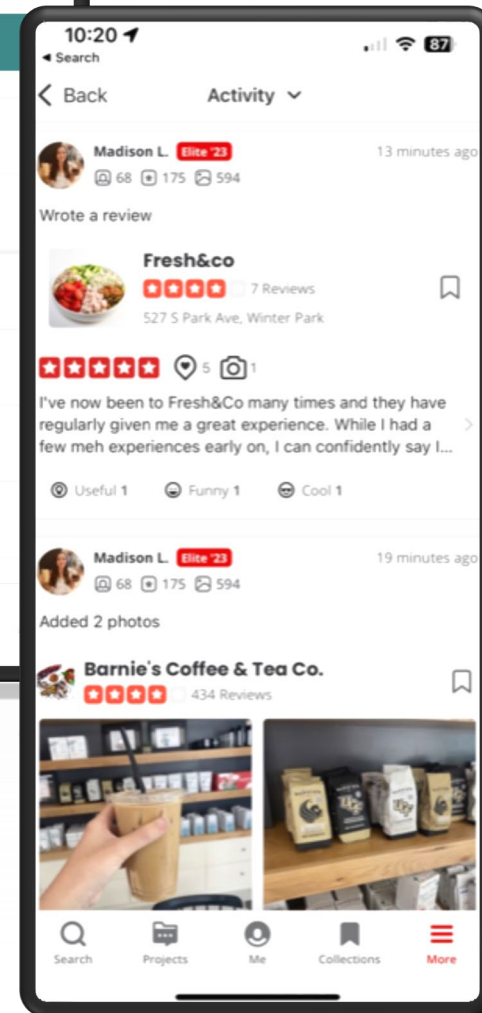
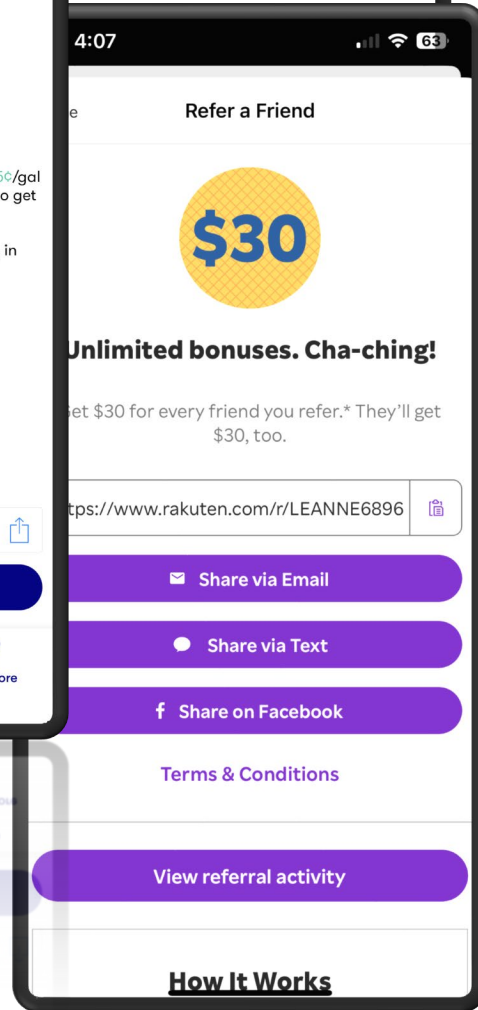
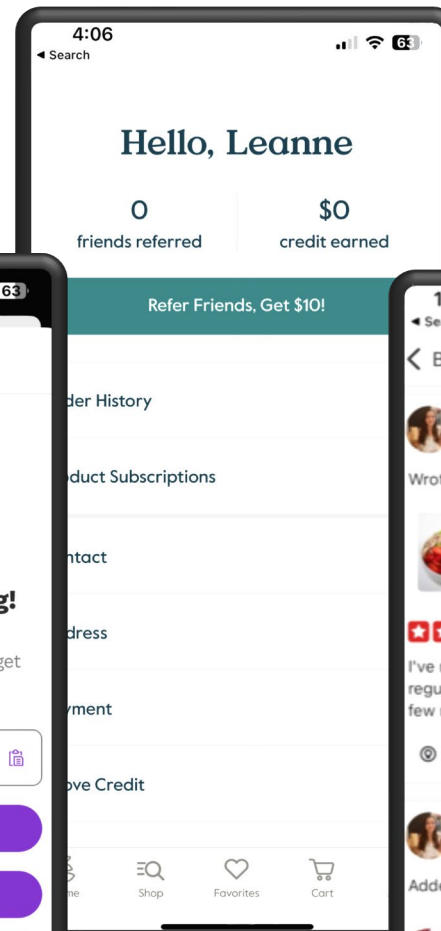
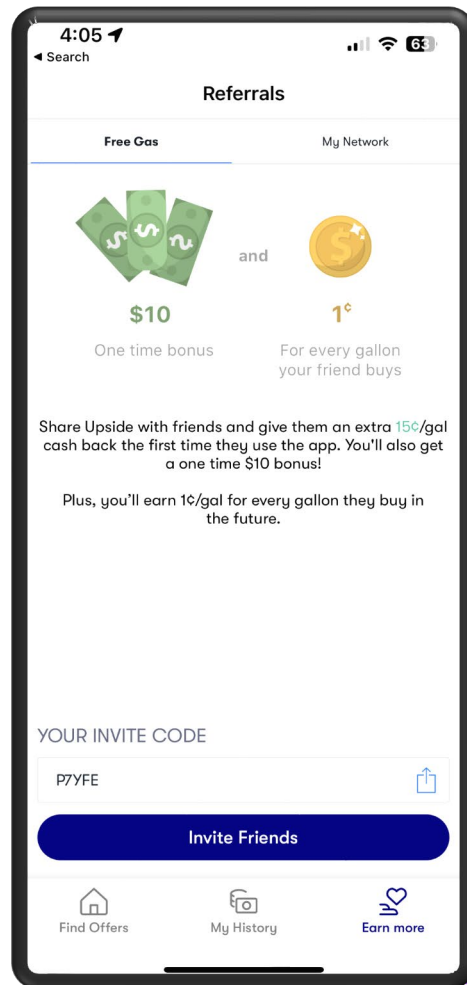
Transportation

Health Care

Entertainment

Consulting

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- Do Your Research
- Cultivate the Relationships You Create
- Seek a Referral
- Sell the Business Case

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Acknowledgement



Bill Santos

President/Partner of Employment
Management Professionals – Oakville

<http://www.empoakville.com/home.html>



JOIN US

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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

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