

COMMUTER CONNECTIONS

FY2019 Employer Outreach Training Sessions and Schedule

1. September 2018 – Travel Behavior and Automated Vehicles

This will be an informative TDM sales training session on recent trends of travel behavior and impacts on commuting particularly with the advent of automated vehicles. Training session participants will gain insight to trends that affect traffic patterns in and around employer sites and how automated vehicles factor in to future on-site plans.

2. December 2018 – DiSC Assessment

This sales training session will give participants an opportunity to learn how to work more productively with employers to help them start or expand employee commuter benefit programs. DiSC is a non-judgmental tool used for discussion of people's behavioral differences.

3. March 2019 – How to Have Employers Buy-in to TDM

This TDM sales training session will focus on how to get a TDM program up and running or expanding a current program at employer client sites. Techniques on how to motivate, assist and

guide employers to commit to and execute employee commute benefit programs which are effective and efficient will be addressed.

4. June 2019 – Presenting Effectively

The sales training session will focus on how to give your presentations an effective impact. Participants will gain additional knowledge on skills to get the pertinent points across within a group setting of employers looking to start or expand employee commute benefit programs.