



FY2014 Preliminary

Employer Outreach Training Sessions and Schedule

1. September 2013

Flexible Work Schedules/Telework

Intensive session: This training session will give an overview of Flexible Work and Compressed Work Week Schedules as well as Telework.

2. December 2013

Sales Presentations

This session will cover basic sales presentation techniques and tools to use to sharpen your message.

3. March 2014

Qualified Transportation Fringe Benefits-Transit/Vanpool/Bicycle

This session will focus in information for the rules covering the Transportation benefit and how-to's for assistance on implementation with employers.

4. June 2014

How to Structure Your Sales Meeting

This session will build on the presentations session and give tips for your meetings can be structured with examples such as dealing with time constraints, small sized meetings, group meetings, and other sales scenarios.