

It Takes a Village!

How to Develop a Seamless & Powerful Referral System
Community to Help People Succeed

Presented by Larry Robbin

Client & Community Engagement Training

Build Strong Relationships

We have learned that no single organization can meet all the needs of people facing multiple and difficult barriers to getting out of poverty. With many of the people served, it is a challenge to get them to seek out the additional resources provided. Simply giving them the necessary information about other agencies is often not enough to get them to go there. Challenges in funding requirements and time allotted to be with program participants have also become barriers to provide clients with the referrals they need. The *It Takes a Village* training will eliminate the referral gap and help forge strong relationships among programs to create a powerful village of services that can be the springboard to successfully helping the people we serve get out of poverty.

This session features:

- Building the referral community
- How to overcome the hidden causes of resistance within clients that keep them from going to referral resources
- The art of counseling people so they may connect with the resources they need
- How to get the feedback of people being referred so you can build a powerful referral system that works for the clients

Tuesday | 9:00 am
Dec 5th | 3:30 pm

\$200 / 3 trainings
\$75 / 1 training

Check-in

Check-in 8:00 am—9:00 am

Location:

Catholic Charities of SCC
2625 Zanker Road
San Jose, CA 95134

Information Contact:

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Reservation details coming soon.