

A monthly E-News update for employers committed to creating opportunities for people with disabilities.

Vol. 4, No. 1 January 2005

EARN Introduces New Name, Web site and Service Features

Happy New Year! As we begin a new year of service in helping you find the right candidate for the right job, we would first like to thank you for using EARN. Over the past year we have learned from employers how locating potential employees through our service has been a quick, easy and reliable process.

Secondly, we are excited to tell you EARN is experiencing growth and change in many areas to better serve our employers. Read on to find out why we've changed our name, introduced a new Web site and expanded service features to improve your EARN experience.

EARN has a new meaning: Employer Assistance & Recruiting Network

As we prepared to re-brand, or change our image, we started by taking a look at our name. We wanted to make sure that who we say we are accurately describes what we do. And because helping you meet your recruitment needs is the core of our service, we changed the "R" in EARN from "Referral" to "Recruiting."

A new Web site for you

Log on to www.earnworks.com and you'll be at the home of the new EARN Web site. The site has been redesigned to provide more of the information you're looking for about hiring and managing individuals with disabilities. If you or your colleagues want to know why hiring people with disabilities makes good business sense, you'll find the answers in the [EARN business case](#), now on the Web.

Also, navigating the new EARN web site is easier. We've added distinct sections for both federal and private industry employers to help you reach your area of interest with just one click.

In the coming months, the site will continue to evolve to bring you the latest in disability research and statistics, current news, and useful tools to help you make the most of using EARN.

We've changed our look

We've changed our image to show the energy and excitement of EARN. By now you've noticed our vibrant new logo, the look and feel of this e-newsletter, and Web site.

We also have attractive new brochures designed to depict the EARN experience. The brochure provides an at-a-glance description of our services, how we operate and employer testimonials of success with EARN. Call us at 1-866-EARN-NOW or email earn@earnworks.com to request a brochure.

Continued on page 2

Fast Facts...

- ▶ Over 360 employers nationwide signed up with EARN between October 2003 and October 2004, contributing to a total of nearly 1,400 private and public employers enrolled in EARN.
- ▶ EARN has almost 4,000 employment service providers in its network. These providers include vocational rehabilitation agencies; military veterans organizations; community colleges; colleges and universities; advocacy groups; and other organizations that link job seekers with disabilities to employment opportunities.
- ▶ More than 50 percent of the jobs employers post with EARN fall in the professional and technical category.
- ▶ Approximately 22 percent of the jobs employers posted with EARN in 2004 fell in the management and administrative support categories.

Nationwide service with a regional focus

EARN now includes a regional component to help you find the right candidate down the street or across the country. Adding a regional aspect to our service allows designated EARN employment specialists, assigned to 10 geographic regions, to better assist you. Here are the reasons why:

- 1) EARN specialists become experts in a specific area so, when you're seeking qualified candidates, we have more knowledge and insight on where to find them.
- 2) EARN specialists can develop a one-on-one relationship with employers and EARN employment service providers in a given geographic area.

Customer satisfaction is our mission, too

EARN is always looking for your feedback to help us better serve you. In this first issue of the New Year, we wanted to let you know we are conducting quarterly customer satisfaction surveys to find out how we can improve our customer service processes.

Last year, some of you let us know that while EARN employment specialists are reliable and helpful, knowing more about the full range of EARN services would help you better utilize EARN as a recruitment tool for finding qualified candidates.

Peer-to-peer information

In business, decision-makers often take the advice of their peers; EARN understands that. So this year we will use the e-newsletter as a vehicle to bring you more peer-to-peer information. We will bring you more on best practices, tips and insight into the full range of news in the employment of people with disabilities.

For example, our next issue will feature an overview of what EARN learned when we conducted focus groups on employers' attitudes and perceptions about hiring people with disabilities. The focus groups were conducted with senior level executives and HR professionals working for companies of all sizes in major metropolitan areas across the country.

So, let us hear from you.

EARN connects employers with workforce talent and solutions. To sign up with EARN and to learn more about EARN services, go to www.earnworks.com or call us toll-free at **1-866-EARN-NOW, V/TTY (1-866-327-6669, V/TTY)**.

GIVE US YOUR FEEDBACK

IF YOU HAVE AN EARN SUCCESS STORY, TELL US ABOUT IT. WE WOULD LIKE TO FEATURE YOUR STORY IN THIS NEWSLETTER AND ON OUR WEB SITE.

E-MAIL YOUR STORY TO EARN@EARNWORKS.COM

EMPLOYMENT RESOURCES

- disabilityinfo.gov
- dol.gov/odep
- ssa.gov
- jan.wvu.edu
- doleta.gov
- nod.org

INFORMATION YOU CAN USE

Virginia Commonwealth University, Rehabilitation Research and Training Center on Workplace Supports offers a free, online disability awareness training course. If you want to refresh your knowledge or get a colleague on board with disability awareness, [click here to take the online seminar](#).

EARN SUPPORT

EARN is a service of the U.S. Department of Labor Office of [Disability Employment Policy](#) with additional support provided by the [Social Security Administration's Office of Employment Support Programs](#). EARN is operated and managed by [CESSI, Inc.](#)

TICKET TO HIRE

A FREE NATIONAL REFERRAL SERVICE FOR EMPLOYERS

*Ticket to Hire (TTH) is a distinct service of EARN. TTH connects employers with job vacancies to vocational rehabilitation agencies and employment networks who have direct access to job seekers from the Social Security Ticket to Work Program. For information on how to sign up, call TTH toll-free at **1-866-TTW-HIRE, V/TTY (1-866-889-4473, V/TTY)**.*