

Nine Strategies to Survive and Thrive in 2011

2011 is likely to be a tough year for the workforce system with reduced or flat resources. The new congress, the national and state budget deficits, and multiple-competing priorities, may well mean unfortunate and undeserved workforce funding reductions.

This may happen even though the system is serving more customers and having success in helping job seekers find jobs in a tough economy. Funding allocation levels do not always reward or recognize great work!

Now is the time to **prepare for reduced resources** while improving service quality and figuring out how to not just cutback but to **capture the opportunity to redefine, reposition, reengineer, and reinvent.**

Greg Newton is helping his customers develop strategic responses to the looming resource challenges by:

1. **Streamlining service delivery processes** (using Lean manufacturing principles) to eliminate waste and add value, so more can be accomplished with less.
2. Identifying and **removing bureaucratic, the “way we’ve always done it”, legacy procedures** so limited staff and limited staff time is spent on what really counts.
3. Continuing to capture the efficiencies of **integrated service delivery** by shifting from program silos and staffing, so more customers can be served even better while maximizing existing resources.
4. Exploring **statewide, regional and cross-center service delivery strategies** to capture the economies of scale while maintaining community-based access to services.
5. **Updating services offered** to better respond to a changing and challenging customer base by more clearly defining the key services that are needed and improving the quality of those services that have priority.

6. Shifting to more **“direct job seeker/employer connection” services**, such as OJT, to ensure that the investment of limited resources results in employment.
7. Clarifying and redefining the roles and expectations of **employer services, business service teams, and business service representatives** to ensure productivity and tangible results.
8. **Expanding resources** through positioning for competitive funding by aligning with national and state workforce trends and priorities.
9. Assisting Local and State Workforce Boards develop **realistic, meaningful strategic plans** responding to the new environment.

**Greg is ready to help you with
any or all of these “survive and thrive” strategies.**

Training and technical assistance is available through onsite delivery, webinars,
and/or telephone consultation.

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