



Career Development Services First, we need to determine our goals

1





Should our client populations reflect our communities?







Applying the 20% Rule

•	Women	50%	60%
•	Disabilities	23%	28%
•	Recent Immigrants	4%	5%
•	Youth	12%	15%
•	Indigenous Canadians	8%	10%
•	Mature Workers	14%	17%

Services

5



Sources of Potential Clients

- Family Place and other parent support programs
- Local counsellors, lawyers, doctors, bankers, recreation programs, realtors, etc.
- Settlement organizations
- Bands and first nations
- MLA's, MP's, city counsellors, school trustees
- Social programs such as meals on wheels, home care, etc.
- Literacy programs
- Senior programs
- Temples, synagogues, churches and other places of faith



Build Relationships

- Learn about the non-employment and –career supports in the community
- Seek to gather information and understanding
- Work to achieve information sharing rather than referrals
- Establish your organization as a subject matter expert in the community
- Provide space, facilities and supports for non-employment events and activities
- Create resources tailored to individual client groups