Focus on key elements that have helped to develop successful sectors partnerships.

Discuss the real world of industry engagement. The Do’s, Don’ts, and anything in between.

Uncover some common themes across urban and rural partnerships.
MEET OUR PRESENTER

CHRISTY MONTGOMERY
Senior Analyst
Maher & Maher
**Meet Our Presenters**

- **JAN MCKEEL**  
  *Executive Director*  
  South Central Tennessee Workforce Alliance  
  (Local Workforce Board)

- **KEITH LAWING**  
  *President/CEO*  
  Workforce Centers of South Central Kansas
Poll Question

How Would you Characterize Your Level of Current Sectors Industry Partnerships?
- We’ve got this down!
- We’re fairly advanced, but still looking to learn
- We’ve gotten started but interested in taking to the next level
- We’re just getting started
WHAT MAKES A SUCCESSFUL INDUSTRY PARTNERSHIP?

Unicorns, Leprechauns.... Or something else?
HOW DID YOU GET INDUSTRY TO THE TABLE? WHAT WAS IN IT FOR THEM?

Phone a Friend? Poll the Audience? Or did you take a stab at multiple choice...?
WHAT DOES IT LOOK LIKE WHEN INDUSTRY IS TRULY INVOLVED AND LEADING?

Meeting rooms full? Golf Tournaments? Legends are created…?
ADVICE TO TAKE SECTOR PARTNERSHIPS TO THE NEXT LEVEL?
Breakout Rooms

- What myths have you faced? And how did you overcome them?
- What were key resistance factors (personalities, funding...) you’ve experienced along the way?
- How have you been able to operationalize across partners?
Breakout Facilitators

- **Breakout 1 Facilitator**
  - Christy Montgomery, Senior Analyst, Maher & Maher

- **Breakout 2 Facilitator**
  - Carrie Yeats, Director, State & Regional Workforce Solutions, Maher & Maher
Poll Question

After the panel discussion and breakouts, what areas are you most interested in hearing more about?

- Approaching businesses to make the initial ask
- How to find industry champions (when they aren’t all wearing knights armor on horseback)
- Where panelist most successful ideas came from
- Sustaining Momentum throughout the industry partnerships
Telling Your Story
Question & Answer Session
Thank You