



IIAN Talent Network

January 2018 Update



Problem:

Members need employees



Problem:

College Graduates Need Jobs

Solution:

IIAN Talent Network

Members



College Graduates



Here is how we are going to do it

Permanent Placement- 80% focus

- Relationships with Nebraska colleges
- Staffing agencies and recruiting firms

Internships- 5% Focus

Shared Services

- Agency Marketing
- Social Media
- Collateral Development
- IT

Training and Education- 5% Focus

- Licensing
- Technical Training
- Specialization
- Professional Designation

Marketing to Members- 10% Focus

- Identify target agencies
- Establish primary agency contacts
- Evaluate individual agency needs
- Develop consistent communication plan
- Connect members with candidates

Where We Are Today



Where We Are Going

- Secure permanent placements through relationships with colleges and staffing agencies
- Establish shared services internship programs
- Finalize new employee training programs
- Market IIAN Talent Network to members

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