



## WE ARE



Juno was founded in 2001, working at the cross section of leadership development and social sustainability. Our motto 'Making a Difference' is crucial to our philosophy in the consulting projects that we undertake. We pay great attention to and take responsibility for results, 'walking the talk' and making sure that the changes and pathways our clients pursue are adequate for their teams, their business and wider society.

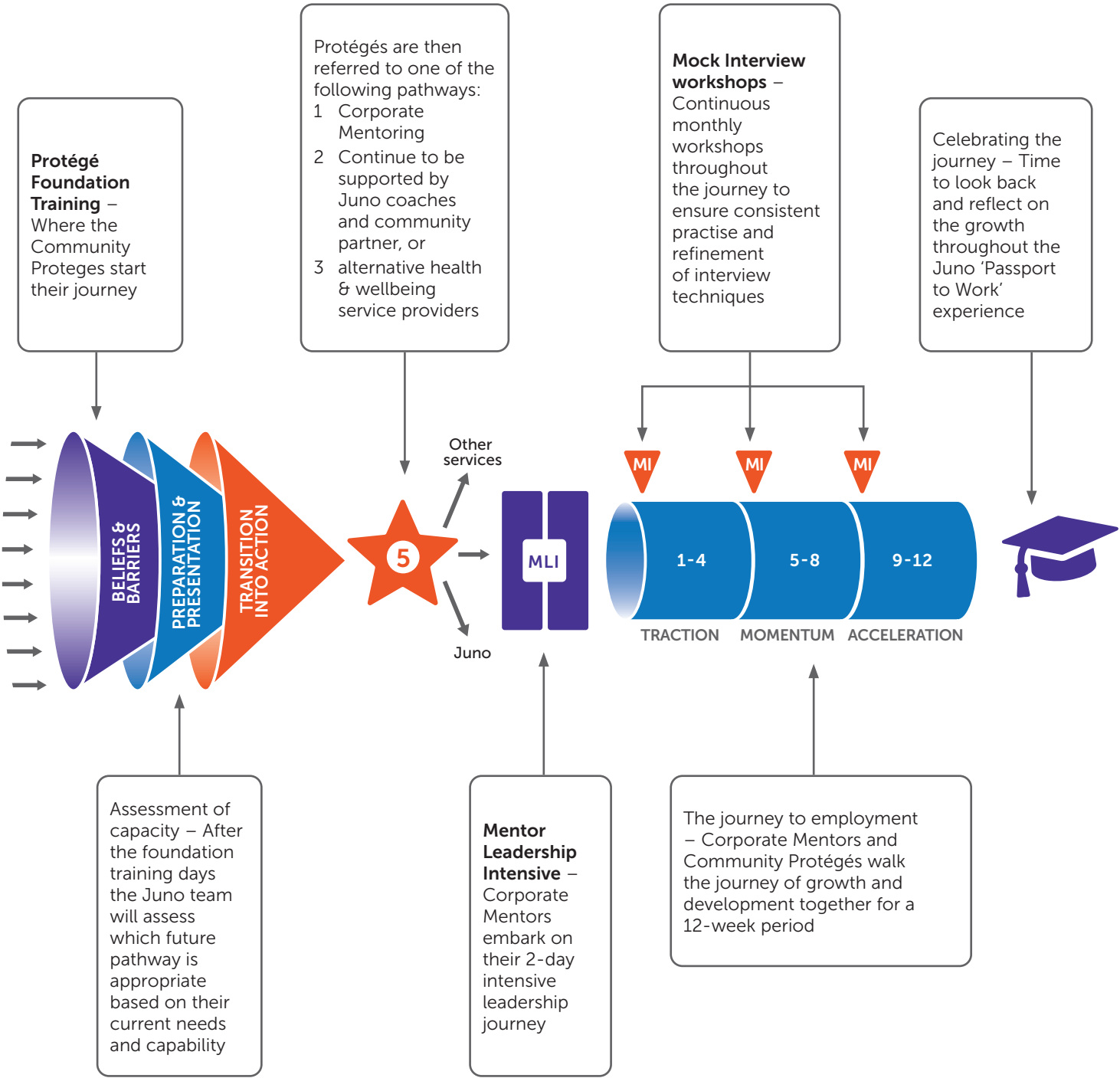


We believe that emotional intelligence and growth can't be taught in the classroom. Our focus remains on the emotional competencies and behaviours that we believe people can learn or change. We open avenues for people to re-examine their values when faced with emotionally challenging situations, and we give them the support and tools to make informed choices about their current and future behaviour.



# HOW IT ALL WORKS

Juno Specialists dedicate sessions to reviewing and refining current applications whilst promoting them to our active job placement partners and the open market.





# WHO COMES ON THE JOURNEY

1. You're able to commit
2. Open to stretching yourself
3. Understand the journey ahead
4. Ready to engage
5. Trust in the process

# WHERE THE MENTORING STARTS

Before the journey can commence our corporate mentors embark on a 2-day intensive in preparation to meet their community proteges and ensure they are fully equipped to help coach, mentor and lead not only a disadvantaged community member into sustainable employment but to effect positive change back into their own workplace.

Our Juno facilitators resource our mentors with cutting edge frameworks and processes so that everyone has the best chances for success. In this time our mentors will be able to form as a high functioning team, drawing on their collective intelligence, knowledge and team strategising for the 12-week journey ahead.



# HOW WE MARKET OUR JOBSEEKER PARTICIPANTS

Participants will have dedicated job marketing sessions with one of Juno's employment specialists. This will include, preparing them for referral to Juno's active job placement partners, reviewing and refining their current applications to ensure ideal impact, reverse marketing to potential roles/employers of a suitable capability and increase participants scope of possible employment.

# BREAKING DOWN THE FOUNDATION TRAINING

With the knowledge and experience of over 15 years working with disadvantaged communities around Melbourne our foundation training is designed specifically to target challenges, barriers and resistance to seeking and securing employment, ensuring our community proteges have all the necessary resources, skills and emotional readiness to move forward into a positive future

## Beliefs & Barriers



## Preparation & Presentation



## Transition into Action



# BREAKING DOWN OUR JOB MARKETING

## 1ST PHASE – 1:1 SESSIONS

- Review current applications to date to gain clarity around the jobseeker's capability and refine process where necessary
- Collate active applications and conduct follow up calls on these job ads/applications
- Cold call prospects and reverse market Job Seeker to online vacancies via Job Agencies
- Conduct research into employment demand of local and surrounding areas in the labour market
- Liaise with Employment Service Provider to outline current activity and upcoming job searching commitments along with scheduling future sessions

## 2ND PHASE – 1:1/ SMALL GROUP SESSIONS

- Promotion of clients and referral to internal job vacancies and potential employment opportunities via Juno active job placement partners
- Reverse Market to external vacancies in local area, including cold canvassing via phone and face to face resume drop-offs to local businesses
- Market to Job listing from Job Provider and refer suitable employment ready clients to site recruiter
- Liaise with Employment Service Provider to outline current activity and upcoming job searching commitments along with scheduling for future sessions

## 3RD PHASE – 1:1 SESSIONS

- Conduct Follow-ups on active job applications and prepare certificates, licenses, training, clothes, travel fund, clearance checks etc to help secure immediate employment
- Liaise with previous employers, contacts, friends and family to network and market for current opportunities
- Reverse Market to job vacancies and Labour Hire Agencies from online research and cold calling
- Promote Job Seeker to internal contacts, Private Employers and Local Businesses
- Research into Companies with suitable roles for Jobseeker to promote and market themselves
- Generate status report for Job Provider on Employment Progress for each Job Seeker and recommendations if required

Dedicated job marketing and coaching, including direct contact with potential employers. Total of 4hrs over 6 days per Jobseeker participant.

(Total of 60 hours based on an average group size of 15 participants)