

'Grand' Success Event Highlights Partnerships

"Successful partnering is a key to our 'grand' success," said Training, Inc. Board Co-Chairperson **Lloyd Lyons** as he welcomed community partners, graduates, Board members and staff to a celebration of 1,000 graduates on June 26 at the Hyatt Regency.

The breakfast event provided a forum to recognize the Training, Inc. business/education partnership and to examine the keys to effective partnering between business and educational institutions.

Vincent Serritella, Regional Vice President of the National Alliance of Business, was the keynote speaker for the event.

Training, Inc. partners recognized for their role in the 'grand' success included **Ivy Tech**, the **Indianapolis Network for Employment and Training**, **IBM Corporation**, the **Institute of Cultural Affairs**, the **Mapleton-Fall Creek Neighborhood Association** and the **North Meridian Business Group**.

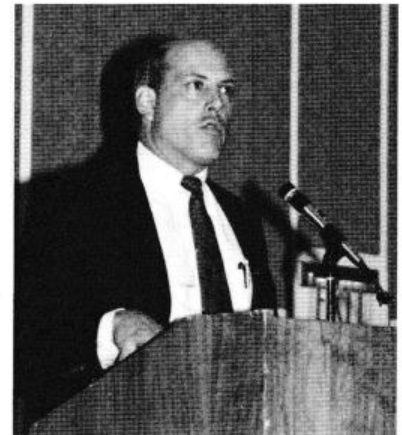
"In terms of providing education that's relevant to the workplace, there aren't many folks who do it better than Training, Inc.," said iNET President **Roy Vanderford** when receiving iNET's partner award.

"The key to Training, Inc.'s success has been its focus on the total person. It enables trainees to move from despair to hope," added **Harold McCarthy**, Convener of the North Meridian Business Group.

Tom Binford received a surprise award for his catalytic role in developing initial business support for Training, Inc. in 1981. Binford also pointed to the 'whole person' approach as an important factor in Training, Inc.'s success. He voiced his hope that the methods used in the program could have an impact on other educational institutions.

In his keynote remarks, Serritella challenged businesses to acknowledge that the U.S. faces an educational crisis. He highlighted the skills that today's students need for present and future jobs: communication; problem solving; interpersonal relations; leadership; flexibility; "big picture" understanding.

Serritella encouraged businesses to go beyond "feel good" projects with schools to become involved in areas of education which could produce significant change: curriculum development, school-based management, school/community networks, accountability and



Keynote speaker Vince Serritella

incentive systems and staff professional development.

Following Serritella's presentation, discussion groups at each table identified some of the innovative business/education partnerships in Indianapolis and brainstormed future recommendations. The results of the forum discussions are available from the Training, Inc. offices.

Training, Inc. graduates **John Hankins**, **Christina Mynatt**, **Virginia Russell**, **Donna Jarrett**, **Connie Smith**, **Robert Ware**, **Brenda Norwood**, **Brenda Williams**, **Linda McMurray**, **Cynthia McGrew**, **Rhonda Paige** and **Jeri Cunningham** participated as award presenters and discussion notetakers.

Many thanks to the program partners and these other organizations who made the forum a 'grand' success event:

American States Insurance, **Meridian Insurance**, and **Knowledge Systems, Inc.**



Graduates played key roles in forum event.

*Training, Inc.
has a new
phone number:
264-6740*

New Images . . . New Life!

"It's not your weight or your age that keeps you down—it's your attitude about yourself!"

Such was the recent advice of graduate **Heidi Dixon** when she shared her experience as part of a graduate panel for present Cycle 29 trainees.

Heidi would agree with Training, Inc.'s basic operating assumption: we all live out of **images**. Images of ourselves and our world determine our behavior and our choices. These principles of writer and economist Kenneth Boulding are the basis of the Imaginal Education approach used at Training, Inc.

Heidi Dixon understands the power of images. A mother of four, she entered Training, Inc. in August 1989, after a series of night jobs at convenience stores. "When I came to the program," she says, "I'd been told by my family that I was too stupid to work in an office and too

overweight to get a job at all." In her own image, she was "just a housewife and a cashier."

The week that training began, Heidi put away her slacks and dressed in a skirt for the first time in ten years! Her self-esteem grew as she improved her writing skills, met deadlines in her accounting jobs, and managed a department in the Lester Hill Corporation, a distributorship simulation.

Heidi says that when she began her job search her image of herself had shifted from "worthless" to "dependable, helpful, professional and happy!" She eventually secured a position with the City of Indianapolis as a Variance and Rezoning Technician.

According to Heidi's supervisor, Joyce Belton, "Heidi is a good self-starter. You can count on her to be punctual, pleasant and to get the job done."



Graduate Heidi Dixon

Heidi remembers a film in the first week of the program which included the message "you yesterday is not you today." She attributes her new self-image and her success to that message and the other positive messages she received at Training, Inc.

Do You Know a Future Training, Inc. Graduate?

Do you know someone who is unemployed and having difficulty with their job search?

Do you know someone in a low-paying job with no career future?

Do you know someone in transition from high school, a factory job, or military service?

Do you know someone looking for a new sense of direction, new skills and new confidence?



Cycle 29 trainee Michael Tolliver processes accounts payable.

Training, Inc. is looking for persons like these to be part of its 30th training group. The three-month training cycle begins **December 3, 1990.**

Interested applicants must meet the following criteria:

- 18 years of age or older
- meets income eligibility guidelines
- Marion County resident
- sixth grade level math and language skills
- average manual dexterity
- committed to obtaining office employment

Please refer potential trainees to **Christina Mynatt** at Training, Inc., 264-6740. Applicants will be initially interviewed and tested through the Indianapolis Network for Employment and Training.

Can You Help With These Needs?

Training, Inc. needs your help in meeting the following needs:

- **Part-time temporary positions** — late afternoon, evening, or weekend—to give trainees income and work experience during their 14 weeks of training.
- **Mentors** to provide guidance and support to trainees during their training, job search and first months on the job.
- **Tutors** to work with trainees on math or language skills in preparation for their GED.
- **Volunteer receptionists** to help during job search and non-training times.
- **Printing assistance** for newsletters and program materials.
- **Desk-top publishing equipment** or in-kind **typesetting assistance**.
- **Fax machine** to help us provide better service to our employers.
- **High quality cassette players** for use in training sessions.
- **Winter suits and coats** to assist trainees in building their interview and on-the-job wardrobes.
- **Cash contributions** for program events and trainee emergency needs.

For more information call *Linda Grossman* at Training, Inc., 264-6740.



Volunteers who provide practice interviews give trainees valuable job search experience. Board member Marcia Moore advises trainee Isabelita Robinson on interviewing skills.

Organizations Provide '90s Resources

As federal job training monies coming into Indiana continue to decline, Training, Inc. faces the 1990's needing to expand its financial resource base. In 1990-91, federal monies will cover only 80% of the program's operating budget. The program's Board of Directors has recently launched a campaign to raise the balance through individual and corporate donations.

This past summer, three organizations invested in Training, Inc. for the future: **IBM Corporation** selected Training, Inc. as its Indianapolis Job Training Center, part of a national network of over 70 centers. The new partnership provides up-to-date PS/2 computers and electronic typewriters, as well as Word-Perfect, Lotus 1,2,3 and other software used by local employers.

Says Dave Moore, IBM External Programs Manager, "We're pleased to be associated with a program that prepares graduates for **life**, not just for jobs."

IBM's investment doubled the number of computers on-site at Training, Inc. This has allowed a separate computer lab to be established for individual work on typing and basic skills remediation.

To complement IBM's investment of equipment, the **Cathedral Women** of Christ Church Cathedral have contributed \$3,080 for the purchase of additional computer tables.

The **Indianapolis Foundation** announced in August a grant of \$12,624 to prevent the loss of necessary training space for life management skills workshops during this transitional year of fundraising.

Thanks to Recent Training, Inc. Supporters

Financial Contributors

Tanya Currie-Richards
Wanda Elliott
Dianne Francis
John Gibson
Jack Heneghan
Frank Iacona
Linda Krevda
Lloyd Lyons
Marcia Moore
David and Jackie Speicher
Marge Strack
Edwin Taylor
Michael Wright

American United Life
Insurance Company
Bank One, Indianapolis NA
Cathedral Women
IBM Corporation
INB National Bank
The Indianapolis Foundation
Meridian Insurance Company

In-Kind Contributors

American States Insurance
Company
The Associated Group
Creative Business Identification
Her Friend's Closet
Jefferson National Life
Insurance Company
Knowledge Systems, Inc.
Meridian Insurance Company
Second Impressions

Lloyd Lyons
Melissa Olesen
Ruth Sedam
Kathy Shawhan
Susan Snyder
Michael Wright

New Employers of Training, Inc. Grads

American Express Company
Anacomp
Animal Arts
Controlled Temperature Transit
Company
MCI
Paper Arts Company
Reliable Drugs
Rytex Company
Suburban Glass Company
USF&G Company

Positions Wanted!

40 well-trained Training, Inc. graduates will be seeking full-time, part-time or temporary office positions as of November 1990.

Need help in filling an opening?

For non-fee, screened referrals call **Dianne Francis**, Job Development Coordinator, at 264-6740.

Dates to Remember

October 13
Graduate Reunion
Garfield Park

October 17
"Lester Hill" Corporation
Simulation Open House

November 13
Cycle 29 Graduation
Westin Hotel

December 3
Cycle 30 Start Date

What is Training, Inc.?

- Training, Inc. is a special program of **Ivy Tech** for low-income unemployed or underemployed persons, funded through the **Indianapolis Network for Employment and Training**.
- Training, Inc. offers a 14-week job simulation program which prepares graduates for positions as **customer service representatives, data entry/word processing operators, secretaries, accounting clerks, general office clerks and records clerks**.
- Training, Inc. has a nine-year success record with more than **1,000 graduates: 90% job placement and 85% job retention**.
- Training, Inc.'s success is based on:
 - ▶ *its whole-person, image-building approach*
 - ▶ *its strong business/community partnerships*
 - ▶ *its hands-on, real-life learning environment*
 - ▶ *its emphasis on life skills in addition to technical skills*
 - ▶ *its individualized counseling support*

TRAINING, INC.
47 S. Pennsylvania, Suite 801
Indianapolis, IN 46204

Non Profit Org.
U.S. Postage
PAID
Indianapolis, IN
Permit No. 3256

**Don't Miss Our
Open House — October 17!**