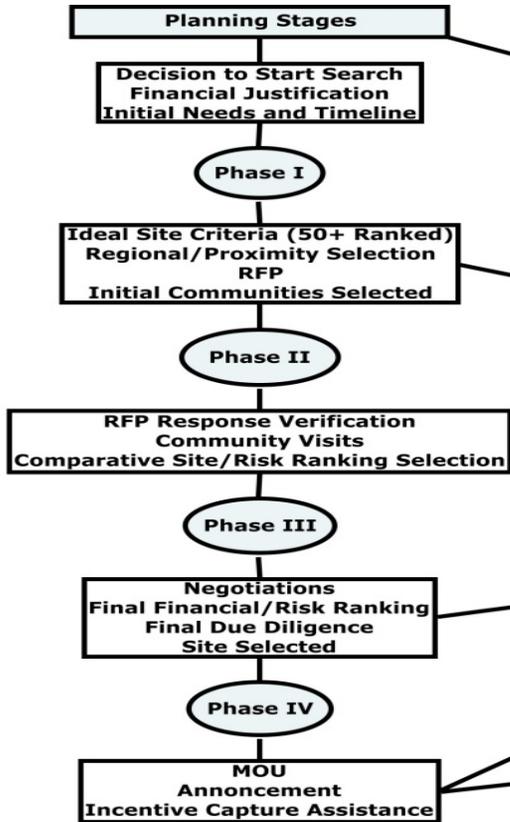


Building A Talent Pipeline

Stages of the Site Selection Process

Site Selector/Company

Economic Developer/ Workforce Development



Local Developers are Unaware of the Search

Ready Product, **People**, Process, Profit
Available Site & Building Inventory and Readiness
Working Your Plan to Develop Workforce

Present Business Case for the Prospect
Deadline Driven
Give Them Exactly What They Want; the Way They Want It!
Site Visit/Effective Hosting
Showcasing/Proving Your Talent Pipeline
K-12 Data
Technical Programs
State College
Universities

Negotiations with the Prospect
Utilizing Rapid Response Training
Submitting Final Proposal

Finalizing Deal
Announcement
Workforce Hired
Incentive Capture Assistance

Tracking Talent Pipeline to Showcase your Workforce

Project Completion