

The following roadmap for job development is based on work done in stages 1-3 of Discovery.

## Job/Business Development Plan

List of Twenty Places where people with similar Vocational Themes Work:

Theme 1:	Theme 2:	Theme 3:
1. _____	21. _____	41. _____
2. _____	22. _____	42. _____
3. _____	23. _____	43. _____
4. _____	24. _____	44. _____
5. _____	25. _____	45. _____
6. _____	26. _____	46. _____
7. _____	27. _____	47. _____
8. _____	28. _____	48. _____
9. _____	29. _____	49. _____
10. _____	30. _____	50. _____
11. _____	31. _____	51. _____
12. _____	32. _____	52. _____
13. _____	33. _____	53. _____
14. _____	34. _____	54. _____
15. _____	35. _____	55. _____
16. _____	36. _____	56. _____
17. _____	37. _____	57. _____
18. _____	38. _____	58. _____
19. _____	39. _____	59. _____
20. _____	40. _____	60. _____

**Note:** Create representational portfolios, picture books, resumes, and other tools for job development as needed.

# Informational Interviews for Job Development

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Utilizing information gained during Discovery and summarized in this DSR, select 3 or 4 businesses from the list above and arrange Informational Interviews, or short-term Work Experiences, Internships, and Modified Apprenticeships for job development

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1. **Business Name:** \_\_\_\_\_  
Person responsible: \_\_\_\_\_  
By this Date: \_\_\_\_\_ Date completed: \_\_\_\_\_

**Contact person and title:**  
\_\_\_\_\_

Phone: \_\_\_\_\_ - \_\_\_\_\_ ext. \_\_\_\_\_ e-mail: \_\_\_\_\_

Notes: \_\_\_\_\_

Information Learned: \_\_\_\_\_

Follow up (what, who and by when): \_\_\_\_\_

Negotiation Notes: Date: \_\_\_\_\_ Notes: \_\_\_\_\_

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2. **Business Name:** \_\_\_\_\_  
Person responsible: \_\_\_\_\_  
By this Date: \_\_\_\_\_ Date Completed: \_\_\_\_\_

**Contact person and title:**  
\_\_\_\_\_

Phone: \_\_\_\_\_ - \_\_\_\_\_ ext. \_\_\_\_\_ e-mail: \_\_\_\_\_

Notes: \_\_\_\_\_

Information Learned: \_\_\_\_\_

Follow up (what, who and by when): \_\_\_\_\_

Negotiation Notes: Date: \_\_\_\_\_ Notes: \_\_\_\_\_

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3. **Business Name:** \_\_\_\_\_  
Person responsible: \_\_\_\_\_  
By this Date: \_\_\_\_\_ Date Completed: \_\_\_\_\_

**Contact person and title:**  
\_\_\_\_\_

Phone: \_\_\_\_\_ - \_\_\_\_\_ ext. \_\_\_\_\_ e-mail: \_\_\_\_\_

Notes: \_\_\_\_\_

Information Learned: \_\_\_\_\_



