|  |  |
| --- | --- |
| **When the business says:** | **We can say:** |
| “I don’t think we have any jobs that people with disabilities can do.” | “You may be surprised to learn that there may not be a single job here that someone with a disability can do. The real question is do I have the right person to meet the requirements of the job opening you currently have. ” |
| “We are not hiring.” | “That’s ok. I would love to speak with you about some other possible opportunities”  (Business Engagement) |
| “I can’t incur the cost of my liability going up.” | “That’s fine because there is not different cost for hiring people through this program.” |
| “We don’t work with agencies, bad experiences in the past” | “I am sorry to hear that. Can you tell me what happened?” then “If you are willing to work with me how be ensuring that your experience is a good one” |
| “We just laid off/furloughed people” | “I'm sorry to hear that. I would like to talk with you about some other programs that might benefit you at this time. “  (Business Engagement) |