**Learn more about the organization**

* Tell us a little about your organization and culture.
* Describe your workforce to us.
* What is the average education level of your employees?
* What sources/methods are you currently using to find employees?
	+ Are you happy with the results?

**Identify their challenges**

* What hiring challenges do you anticipate over the next 3-5 years? 10 years?
* What are your current pain points with your workforce?
* What aspects of the hiring process do they find most challenging?

**Identify their needs**

* Tell us about your short and long term hiring goals or strategies…
* What are the types of positions you are hiring for?
	+ Are there any certificates, trainings or accreditations that you seek after?

**How we can help them?**

* Considering your current and future needs, what skills and competencies are you going to require from your future hires?
	+ Are these skills you plan to achieve through hiring or internal training?
* All of the partnerships with the Regional Consortium are different in nature and scope, what attributes, services, or components do you feel would most benefit your organization?
	+ WBL?
	+ Job Placement?