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## Discussion prompts for agenda item II.b.

Purpose: Two-way fact-finding

When we meet with the employers:

1. How do we present ourselves to them?
  2. What do we give them? Collateral, outline what we have to offer and that we need their help
    - a. What is the ask?
      - i. Who do you hire?
      - ii. What do you hire for?
    - b. What is in it for them (the employers)?
  3. Who are we meeting with? Who is our target?
    - a. How do we identify whom to contact?
    - b. What is our sample?
    - c. How do we find out the contacts?
  4. What do we do with it? What now? Next steps?
    - a. Collect and manage data/info
    - b. Get info to the colleges
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