Veteran Staffing Network
Explaining the VSN Model

Easter Seals Serving DC | MD | VA
www.VSNUSA.org
Veteran Staffing Network
An Employer-First Program
Veteran Staffing Network

About the VSN

• Over 60 years of military-to-civilian transition experience (DOL/VETS, Army, Marine, AF, Navy)

• Intimate knowledge about transition infrastructure including:
  • Contacts with over 150 transition sites nationwide
  • Military Occupational Specialty (MOS) specific locations
  • Localized State DVOP/LVER contacts
  • Civilian-to-military skills translation
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Commercial Staffing Model

For-Profit, Commercial Staffing Business Model
- Contingent Recruiting Services
  - Temporary Jobs
  - Temp-To-Permanent Opportunities
  - Direct Hire Placement

- Candidate Database Exclusively From Military Community
  - Wounded Warriors
  - Veterans
  - National Guardsmen
  - Reservists
  - Military Spouses
  - Recently Graduated Children

- Fees Charged for Recruiting and Placement Services
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Commercial Staffing Model

1 in 10
"Job Ready"
Placements
$$$

9 in 10
Enter Career Coaching

Career Coaching
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Career Coaching Generates Inventory

Intake Assessment
Self-Awareness
Resume Readiness
Interview Ability
Networking Strategy
MMAs Exit the Funnel
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Career Coach-Job Readiness Timeline

Career Coach Engagement Every Two Weeks

Assessment
Complete Self Awareness
Develop Resume & Networking Plan
Research Employers
Network & Informational Interviews
Phone & In-Person Interviews
Follow Up with Employers & Coach

Providing These Services Enables the Business Model
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Staffing Model is Self-Sustaining

1 in 10 “Job Ready”

9 in 10 Enter Career Coaching

Career Coaching

Fees Pay for Coaching Services
The VSN can help with:

- Recruiting/retention strategies
- Identifying, screening and supplying qualified military talent
- Skills Training for candidates mapping to jobs with a high-demand for talent
- Training opportunities for candidates and employers for successful onboarding and retention!