

BUSINESS LEADERS PROGRAM



NIB
NATIONAL INDUSTRIES FOR THE BLIND



Enhancing Career Success for People Who Are Blind

NIB's unique Business Leaders Program prepares individuals who are blind for careers in business. By providing educational and employment opportunities, the program encourages professional development and transforms high-potential employees into successful business men and women and future business leaders.

By providing business-oriented training, work experience and other learning opportunities to qualified people who are blind, the Business Leaders Program creates pathways for rewarding, successful professional careers in the business world, and prepares people for job promotion.

The Business Leaders Program was recognized in 2011 by ASAE: The Center for Association Leadership with a Summit Award, the organization's highest honor, in "The Power to Create a Competitive Workforce" category.



Five Tracks for Professional Development

- **Fellowship for Leadership Development** combines business-focused, on-the-job experience with management training to sharpen business competence. The overall goal of the NIB Fellowship is for successful fellows to land professional managerial positions within NIB's network of associated nonprofit businesses and the broader business community.
- **Effective Supervision** is a multifaceted learning opportunity designed to develop participants' abilities to perform supervisory jobs with greater confidence, productivity and effectiveness and to prepare for ever-increasing levels of responsibility.
- **Business Management Training** is an intensive curriculum facilitated by the University of Virginia's Darden School of Business Administration that targets high-potential employees of NIB associated agencies who are blind and motivated to succeed in a



business setting. The track builds business acumen with classes in general management, finance, marketing, communications, production, and human resources management.

- **Leaders At All Levels** provides on-site training to staff and management throughout NIB's network of associated nonprofit agencies in leadership, communication and team-building skills, focusing on the fundamentals that enhance workplace effectiveness and morale.
- **Business Basics**, combining The Hadley School's proven excellence in distance learning with NIB's mission, teaches entry-level business skills essential in a competitive workforce, including business writing, general business concepts, spreadsheets, business communications, and Web-based research.

Igniting Career Advancement

NIB encourages and rewards upward mobility by expanding employment options at all levels. More than 1,000 people each year receive professional training through NIB's Business Leaders Program, increasing productivity and expanding their responsibilities.

With an unemployment rate of 70 percent among working-age Americans who are blind, NIB's Business Leaders Program breaks down barriers and prepares qualified persons who are blind to become business leaders in an increasingly competitive workforce.

The Business Leaders Program, launched in 2003, recognizes how leadership development in today's business workforce is key to enhancing the social and economic independence of people who are blind. NIB's Business Leaders Program: expanding the universe of career choices for people who are blind.





"NIB's Business Leaders Program gave me the confidence to know I can help drive positive action to help more people who are blind succeed in business."

Kevin Daniel

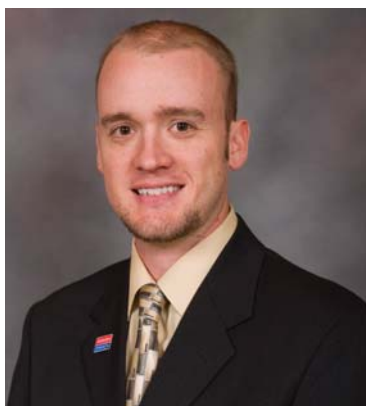
Executive Director
Inland Northwest Lighthouse
(satellite of The Lighthouse for the Blind – Seattle)
Spokane, Washington



"This training offers real, on-the-job skills, case skills and application skills, so all of the concepts and theories we're learning will directly apply to the conditions of industry."

Cindy Watson

New Business Development Manager
Winston-Salem Industries for the Blind
Winston-Salem, North Carolina



"Thanks to the power of this program, several companies recruited me, and I received multiple job offers containing top salaries and career advancement potential. Try finding that anywhere else – especially in today's economy."

Chris Ledding

Financial Analyst/Controller
East Texas Lighthouse for the Blind – Horizon Industries
Tyler, Texas



NATIONAL INDUSTRIES FOR THE BLIND

1310 Braddock Place
Alexandria, VA 22314-1691
703-310-0500

Mission-Driven Investment in People Who Are Blind

The mission of National Industries for the Blind (NIB) is to enhance the opportunities for economic and personal independence of persons who are blind, primarily through creating, sustaining and improving employment. NIB, along with its 90 associated nonprofit agencies, serves as the largest employer of people who are blind through the Javits-Wagner-O'Day Act, which established the AbilityOne Program, a federal purchasing program that enables people who are blind or who have other severe disabilities to be employed and provide products and services to federal and commercial customers.

To learn more, contact NIB's Business
Leaders Program team at **703-310-0500** or
visit **www.nib.org**

Cover: Ken Fernald, Business Management Training graduate and vice president of operations, Association for Vision Rehabilitation and Employment Inc., Binghamton, NY. He has been legally blind, since age eight, from juvenile macular degeneration.