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Cold Calling: In Person

In a recent *InFocus* interview, GST Michigan Works! Certified Business Solutions Professional Chris Schueler and Career Coach Bart Sadler discussed how the organization helps both job seekers and employers navigate today's changing workforce. They emphasized that GST Michigan Works! is not the unemployment office, but rather a re-employment resource, helping people move back into the workforce, explore new career paths, build skills, and connect with employers.

The conversation highlighted the current job market, where opportunities remain available, and how employers are increasingly seeking workers with middle- and higher-level skills. GST Michigan Works! helps job seekers identify transferable skills, improve resumes and interviewing skills, explore careers, access training, and prepare for opportunities such as job fairs. The organization also provides specialized resources for veterans and offers career exploration through workshops and even virtual-reality experiences.

For employers, GST Michigan Works! provides free assistance with recruiting and developing talent, including job postings, job fairs, training opportunities, apprenticeships, and programs such as the Going PRO Talent Fund. Their work also focuses on building the future talent pipeline by connecting students with local career opportunities and helping businesses develop skilled workers.

A key message throughout the interview was that finding a job is a job in itself. Schueler and Sadler encouraged job seekers to be prepared, proactive, professional, and willing to consider opportunities outside their previous experience. Most importantly, they stressed that people don't have to navigate the process alone, and that GST Michigan Works! offers these services at no cost to job seekers or employers.

Chris Schueler

Bart Sadler