

Veteran Staffing Network

Explaining the VSN Model



Easter Seals Serving DC | MD | VA
www.VSNUSA.org

Veteran Staffing Network

An Employer-First Program



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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

VETERAN STAFFING NETWORK



Recruiting
T-TTP-DH



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**

Veteran Staffing Network Commercial Staffing Model

VETERAN STAFFING NETWORK



1 in 10

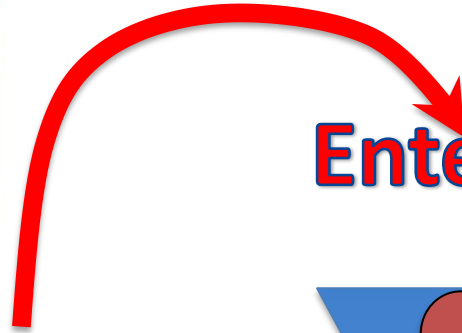
“Job Ready”



Placements



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9 in 10

Enter Career Coaching



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Career Coaching Generates Inventory

Intake Assessment

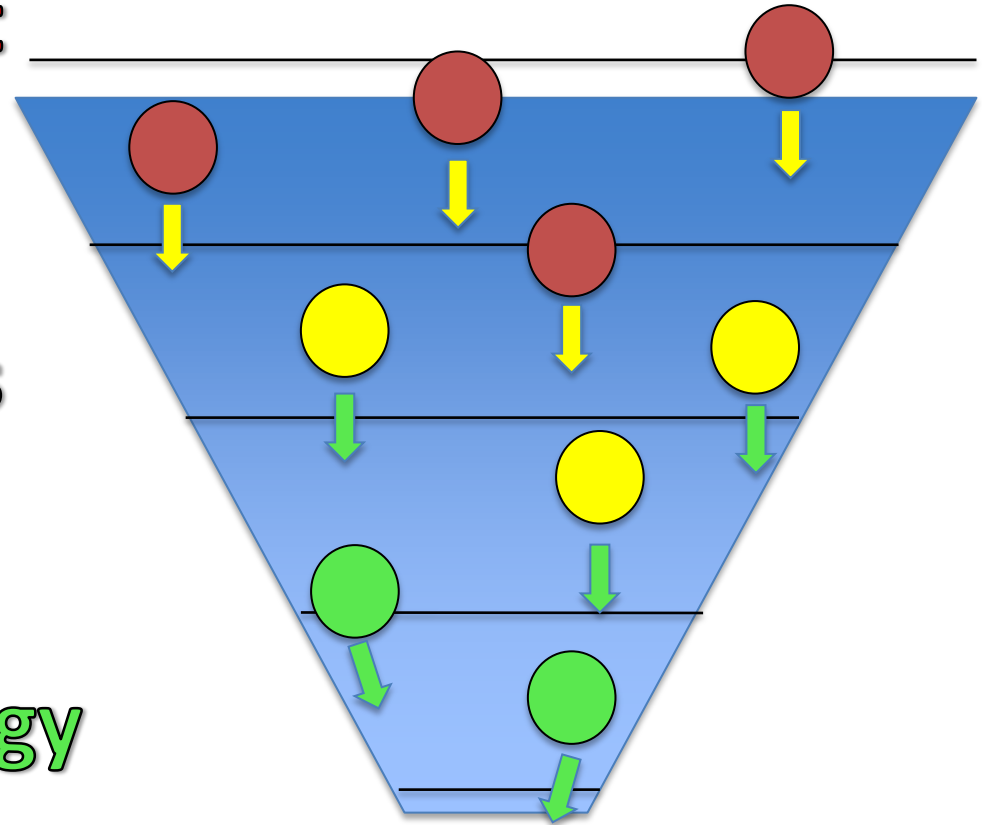
Self-Awareness

Resume Readiness

Interview Ability

Networking Strategy

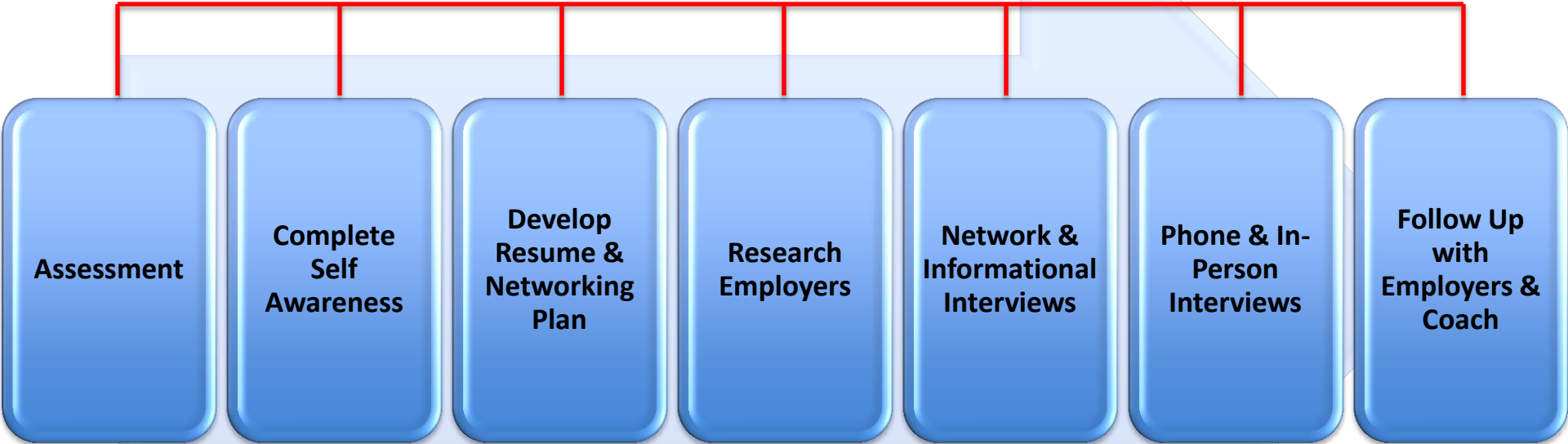
MMAAs Exit the Funnel →



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Career Coach-Job Readiness Timeline

Career Coach Engagement Every Two Weeks



Providing These Services Enables the Business Model

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Staffing Model is Self-Sustaining

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1 in 10

“Job Ready”

MMA

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9 in 10
Enter Career Coaching



MMA

Fees Pay for Coaching Services

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Summary

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!

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Questions & Answers



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