

# DRIVE QUALIFIED TALENT INTO THE WORKFORCE

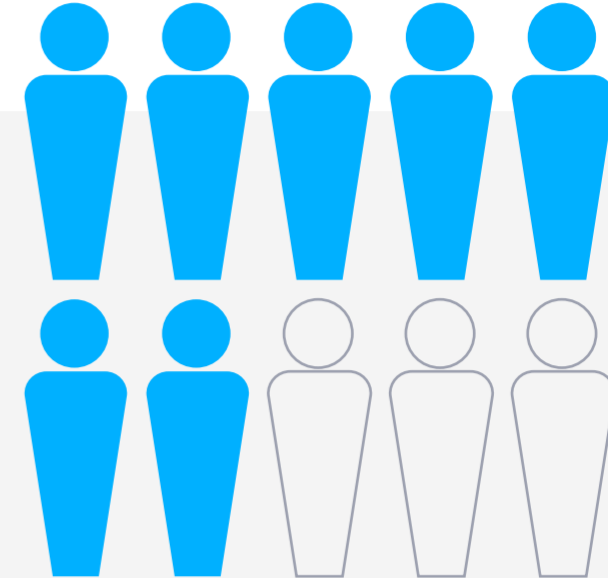
TALLO + MEDCERTS

As job vacancies continue to grow and the pool of qualified candidates declines, *it pays to have a partner with exclusive access to qualified leads* and the resources to *train and certify new talent* in as little as 4 to 6 months.



## HEALTHCARE JOBS

According to the DoL, *healthcare is the fastest growing occupational group* with over 1.9 million new healthcare jobs to be added in the next 10 years.



## STATE OF THE LABOR FORCE

BLS reported that the *labor force participation rate is declining*, on track to go from 61.7% in 2020 to a projected 60.4% in 2030 - *mainly due to Baby Boomers retiring and a decreasing birthrate*, resulting in fewer people available to work.

This means there will be an even *smaller talent pool* to fill the already numerous open positions.

## UPSKILLING TALENT INTO THE WORKFORCE WITH TALLO & MEDCERTS

1

*Tallo reaches out to qualified talent* in their network with information regarding MedCerts certification programs and how they work with workforce agencies like NAWB.

2

*These people utilize MedCerts to upskill their talent* and create a viable talent pool to enter the workforce.

3

Workforce agencies are able to pull from this *viable talent pool*.

References: <https://www.bls.gov/>  
<https://www.hrmorning.com/news/workforce-participation-rate/>

## K to Job: The Learner Journey



### K-12

We're ready to support those learners as soon as they complete K-12.

### Qualified Lead Funnel

Tallo, Snagajob, AmericanJob Center, etc.

### MedCerts Certification Program

Exam prep, practice exams, registration support

### Certified Grad

Continues academic journey via articulated credit

Exits to the workforce

### Articulated Credit to Academic Institution

Healthcare employer - partner sponsored TA Pipeline

### Gainfully Employed Grad

Transfers to Degree Program and uses employer TA policy

Employer WBL TA policy supports incumbent employee learning via MedCerts programs or at academic institution degree programs