

Welcome to The Next Step TUTORIAL

Presented by
WOTC Solutions/The Next Step

www.WOTCSolutions.com
www.TheNextStep99.com



www.wotcsolutions.com

Markets ex-felons to employers, associations and groups.
Lobbies House and Senate to keep WOTC law in place.
Secures WOTC credit for employers that hire ex-offenders.
Educates employers about the benefits of hiring WOTC eligible labor.



www.thenextstep99.com

Updates database with current employer data, feedback and dispenses leads.
Works directly with Reentry, Corrections officers and staff.
Verifies ex-offender employment for Corrections' agencies.
Processes online enrollment and distributes employer leads .

What is WOTC?

Work Opportunity Tax Credit

- The Work Opportunity Tax Credit is a federal tax credit employers can earn and claim by hiring ex-felons who are 1 of 8 eligible target groups.
- Worth up to \$2,400.00 off of business's federal tax liability per qualified employee.
- Based on our experience, if a business hired one WOTC eligible employee, there is a good chance that 20% of their incoming workforce is WOTC eligible.

Who is WOTC eligible?

- Must have a felony conviction.
- Must be within 12 months of felony conviction or release date.
- We will screen all enrolled probationers for eligibility, so encourage everyone to enroll.*
- Provide all enrolled probationers with WOTC cards for their use with employers at all times!

*We guarantee employers the WOTC so we must send WOTC qualified job candidates to apply. We do not provide employer leads to probationers who are not WOTC eligible.

Please provide the WOTC cards to all your enrolled probationers to give to employers when they apply.

I Am A WOTC Eligible Candidate!

Helping Employers
Help People!



Employers...

- ✓ You are entitled to a federal tax credit of up to \$2,400 for hiring this candidate.
- ✓ There are numerous federal and state forms that must be properly filed within 28 days!
- ✓ WOTC Solutions will do all of the work for you and **GUARANTEE** your tax credit. Our fee is a fraction of the money you recover.

What you need to do...

- ✓ Simply call us at (888)313-5696 and speak with one of our staff members trained to get your tax savings.
- ✓ A 10 minute call will save you THOUSANDS!

Why call us...

- ✓ We are nationally recognized experts at obtaining the Work Opportunity Tax Credit.
- ✓ We have a large pool of highly motivated, credit-eligible job candidates available for interviews.
- ✓ **Call 888-313-5696 today!**



ELIGIBLE

- ✓ TANF Recipients
- ✓ Qualified Veterans (Hire a hero!)
- ✓ Qualified Ex-Felons
- ✓ Designated Community Residents
- ✓ Vocational Rehab Referrals
- ✓ Summer Youth
- ✓ Food Stamp Recipients
- ✓ SSI Recipients
- ✓ Long-Term TANF Recipients



Save even more time!

Submit online at:

www.wotcsolutions.com

What is CoFFE! ?

The Cooperative of Felon-Friendly Employers is your database maintained and updated by us.

Contains Job Candidates and Employers that are digitally matched based upon work history, skills, industry types and location using geo-coding technology.

You get out of it what you put into it!

How to enroll your clients

Go to www.thenextstep99.com

Select 'For Candidates'

Select online form

Complete and submit!

How you can help

- Encourage all of your clients to enroll
- Enforce the commitment to work leads, provide feedback and report jobs
- Communicate with us
- Distribute WOTC cards



Leads and Feedback

- Leads will be sent by email to staff member identified in Candidate online enrollment record.
- Employer leads represent employers that have hired or expressed interest in hiring WOTC eligible labor. They may not represent current open positions.
- [Use our online Feedback Form](#) to request more leads and report feedback on previous set.
- No limit on leads per Candidate! Three at a time until they are hired.
- Report new employment on [website](#) or on Job Report form within one week of hiring!

Job Reports

- Contributes to employer database growth.
- Ensures employers are aware of the WOTC.
- Report on our [website](#) or via email to jobreports@thenextstep99.com

Employers have only 28 days to submit paperwork to get the WOTC.

What happens when jobs are reported to WOTC Solutions?



Employer representative calls to inform, assist and educate and verify employment.

WOTC Solutions markets additional enrolled Job Candidates directly.

Reminds employers of the 28 day application deadline.

Sells any current Job Candidates that are being considered for positions using the \$2,400.00 savings.

Provides employers with Labor Savings Calculator to show savings.

Our Goals

- Grow the CoFFE! database for staff and ex-offender benefit.
- Increase employers WOTC retention.
- Get ex-offender population in jobs and out of the system.
- Assist agencies with Reentry employment challenges.
- Be a valuable resource to all Reentry staff and clients.

Thank you!



Questions@wotcsolutions.com