

# SKILLSUSA PLAYBOOK

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## SkillsUSA Information

This document is a reference source for you to make initial contact with your SkillsUSA state office. The process of getting started with SkillsUSA at the state level is straight forward and you will find the organization to be very open to your inquiries! The step by step process is as simple as calling your state director, which is listed in this document and introducing yourself as a contractor working in the state and that you are a DCA member. A short description of your company's specific work activity and what the DCA does will get the conversation started.

In this document you will find each state's SkillsUSA Director contact information and the location of the state office. In addition, we have provided a few suggested opening questions to begin the exchange of information. The conversation will flow naturally once you have made contact and the SkillsUSA representatives will be happy to share information.

Our goal is to get you all involved to a greater extent in your state's SkillsUSA program so you can build both your company's and the DCA brand deeper into the organization. You will find some states are much more organized than others in terms of having locally integrated relationships and skills challenges and some will be only active at the state level. In either case, there is an opportunity to be involved and to meet potential future job candidates.

We will begin by focusing on the welding skills competitions but feel free to expand into other areas if you feel there is a good fit for your organization.

Certainly, if you have any questions throughout this process, feel free to give me a call and I will share the experiences I have had making these initial calls with some of your peers.

Dave Wisniewski

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## Opening questions

1. The Distribution Contractors Association and “contractor” are working together to expand our level of involvement with Skills USA nationally.
  - a. Expand upon what your company does, how many you employ, numbers of annual job opportunities
  - b. Also mention what the DCA represents
2. As a contractor in your state, how can I get more involved at the SkillsUSA state level?
  - a. Judging competitions
  - b. Board activity
  - c. Sponsoring competitions
  - d. Executive Councils
3. We are most interested in the welding skills competitions, but we may be open to other events. (Other events may include plumbing or construction competitions).
4. Do you have any recommendations for schools in my local area that we can get involved with along with contact information?
5. What is the largest need in your organization where we can make the most impact?
6. Our organization and the DCA would like to know more about how we could support your local competitions.
  - a. The DCA will be doing some level of co-sponsorship for competition awards. Please contact “” for more information.

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