WAYS OF PERSUADING YOUR EMPLOYER TO PAY FOR ALL (OR A PORTION) OF THE COST OF THE COURSE

_Grief Support Specialist Certificate_

Draw up a formal written proposal asking for tuition reimbursement for the course, including within the proposal a printout of the course description along with the background of the instructors. Also include some (or all) of the following persuasive sales points.

Mention that this course is aimed at increasing your effectiveness in your work environment. You are doing this work-related course which will benefit your work, and doing additional work for your agency on your own time (not being paid for that time).

Mention that the course will include many participants doing similar work as yourself and you will be able, through the course, to interact with them, learning their successes and failures in the work. This will help you copy their successes and avoid their failures in the continuing of your job.

You could mention that your project/paper for the course (which covers half of the time commitment for the course) could aim at solving a particular problem at your agency. Or, the project/paper could develop a value-added service for your agency. Or your project/paper could be designed to attract more clientele to your agency. Or increase community awareness of your agency. Or your project/paper could be aimed at reducing some costs/expenses of the agency. Or making some staff time more efficient. Or several of the above benefits. (Also, you will get valuable feedback from fellow students on the project/paper, in addition to getting input from the instructors – national experts in the field.)

Lobby for full coverage of the tuition. However, if that appears to be unlikely to happen, end your sales pitch by saying that you’d be willing to cover half the costs if your employer comes up with the other half.