Starting a Business-
With the Right Supports, It's Easier than You Think!

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Business Owner Profile

- Snapshot
- Career Goal(s)
- Conditions for Success
- Production Steps
- Management Activities
- Business Owner Plan

Snapshot

- Summary of Past Work/Business Experience
- Summary of Skills, Abilities, and Strengths
- Summary of Education/Training

Career Goals

- Business (general description of business)
- Short term business goals
- Long Term business goals

Transferable Skills

These are Skills I Have	How These Skills are Transferable to Entrepreneurship

Conditions for Success

- Monthly income & health insurance
- Natural skills & interests
- Impairment-related conditions for employment
- Family/other personal considerations

SSDI & Self-Employment

- Eligibility for cash benefit based on average countable Net Earnings from Self-Employment (NESE)

NESE = Net Profit x .9235

- TWP:
  - Monthly NESE less than $720
  - 80 hours or less

SSDI: SE Work Incentives

- Impairment Related Work Expenses (IRWE)
- Unpaid Help
- Unincurred Business Expenses

Production/Management Considerations

- Production/management steps
- Contingency Plan
- Training necessary
- Accommodation necessary

Worksheet

Skills and Needed Supports

Needed Skills	I Can Do This	I Need These Supports	Who Can Help
Market Assessment			
Bookkeeping			
Managing Inventory			
Ordering Supplies			
Producing the Product/Service			
Customer Service			
Record Keeping			
Sales			
Marketing & Promotion			
Managing Cash and Checks			

Worksheet

Skills and Needed Supports

Needed Skills	I Can Do This	I Need These Supports	Who Can Help
Hiring and Interviewing Staff			
Supervising Staff			
Meeting with Lenders			
Presenting or Public Speaking			
Developing a Website			
Using Software (EXCEL, Quickbooks, etc)			
Establish and Maintain a Work Schedule			
Legal/Contractual			
Accommodating Employees			
OTHER			

Potential Funding Resources

- State Vocational Rehabilitation
- One-Stop Individual Training Accounts
- Individual Development Accounts
- SSA Plan to Achieving Self-Support

State Vocational Rehabilitation

- Provide a wide variety of services to help people with disabilities secure work
- Assists with paying for vocational expenses
- Self employment is acceptable vocational goal

One-Stop Individual Training Accounts (ITAs)

- Check with your One Stops to identify if they offer Individual Training Account funds that could be used for training needed to reach self-employment goal.
- http://www.workworld.org/wwwebhelp/individual_training_account_ita_.htm

Individual Development Account (IDA)

- Matched savings account
- Individual contributes earned income
- IDA program matches $1, $2, or $3 for each dollar saved *(up to a limit set by IDA program)*
  - Set aside $100/month for 10 mos = $1000
  - $3000 (match) + $1000 (saved) = $4000 for start-up
- Funds can be used for business start-up

www.cfed.org/focus.m?parentid=31&siteid=374&id=374

Plan for Achieving Self-Support (PASS)

- SSI work incentive
- Can work for some SSDI only beneficiaries
- Resource limits still apply
- Set aside income to purchase items/services related to self-employment
- Set aside income not counted (and not deducted from SSI cash benefit)
  - http://www.passplan.org/
  - http://www.passonline.org/

Other Resources

- Entrepreneurship/Business Resources
  - SCORE, SBDC, WSBC, SBA, etc.
  - Classes, individual counseling, databases, online counseling
- Family members, friends
- Agency:
  - VR, WIPA, CRP, SC
- General:
  - Accountants, lawyers, community business mentors