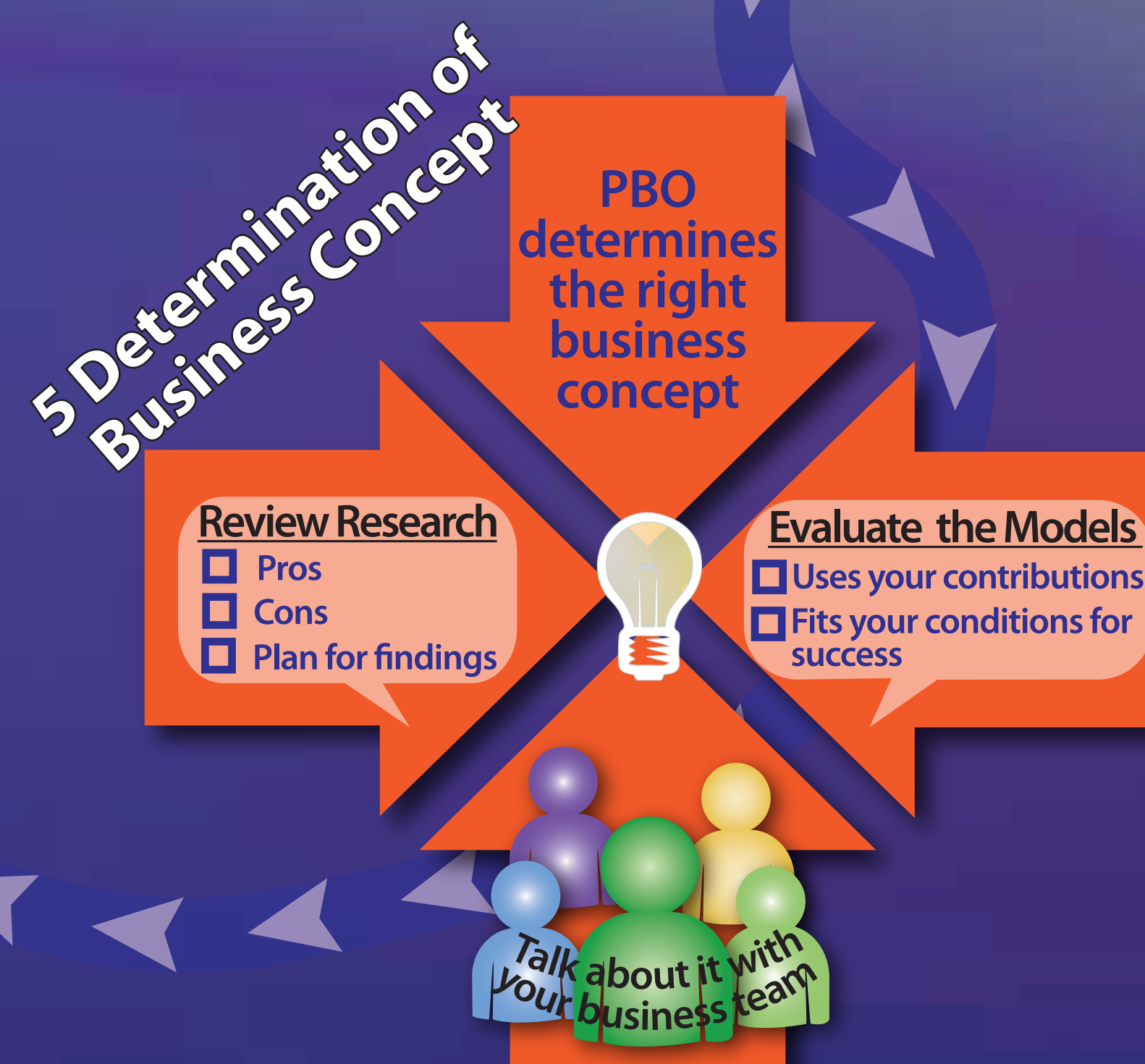
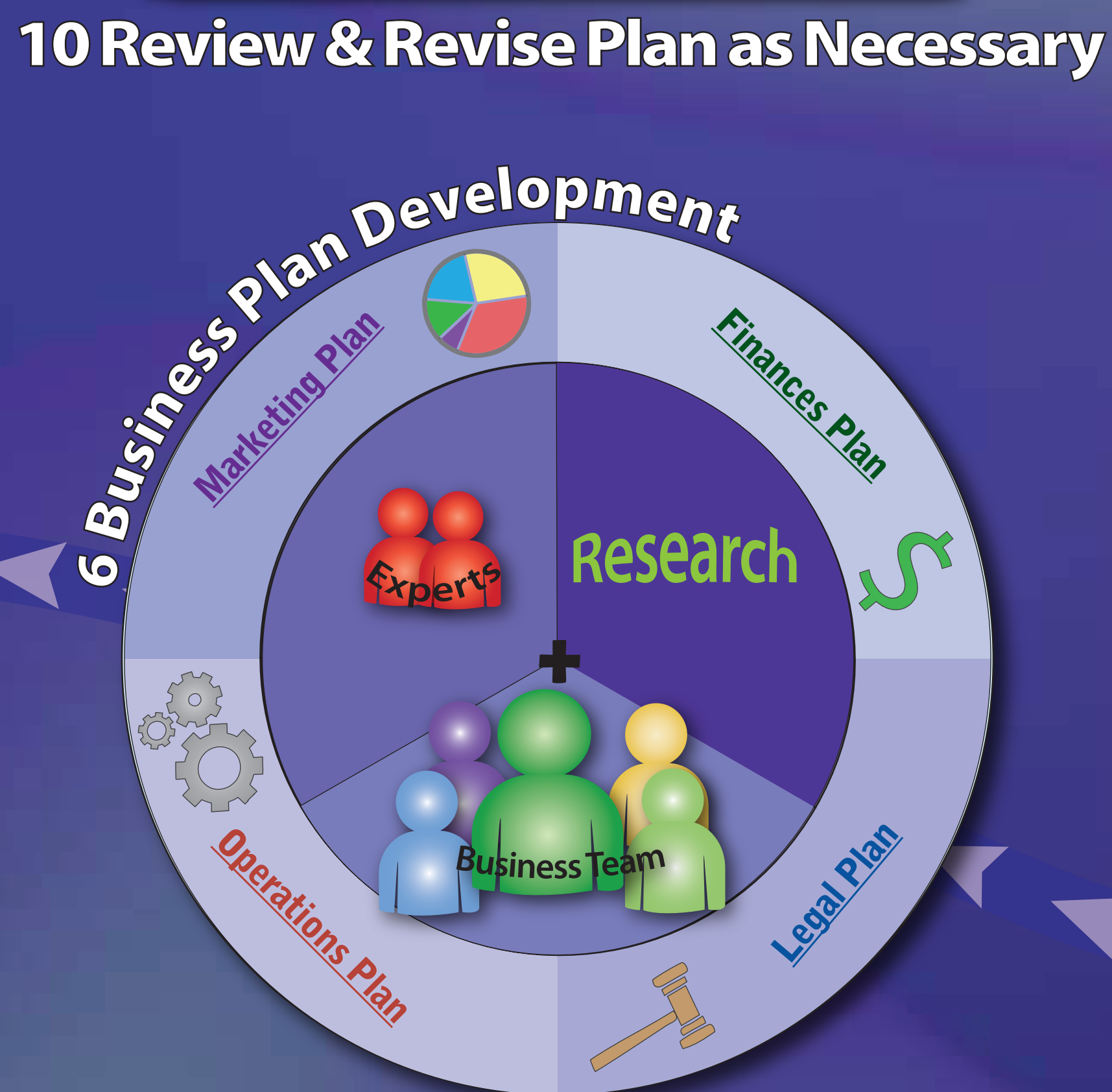
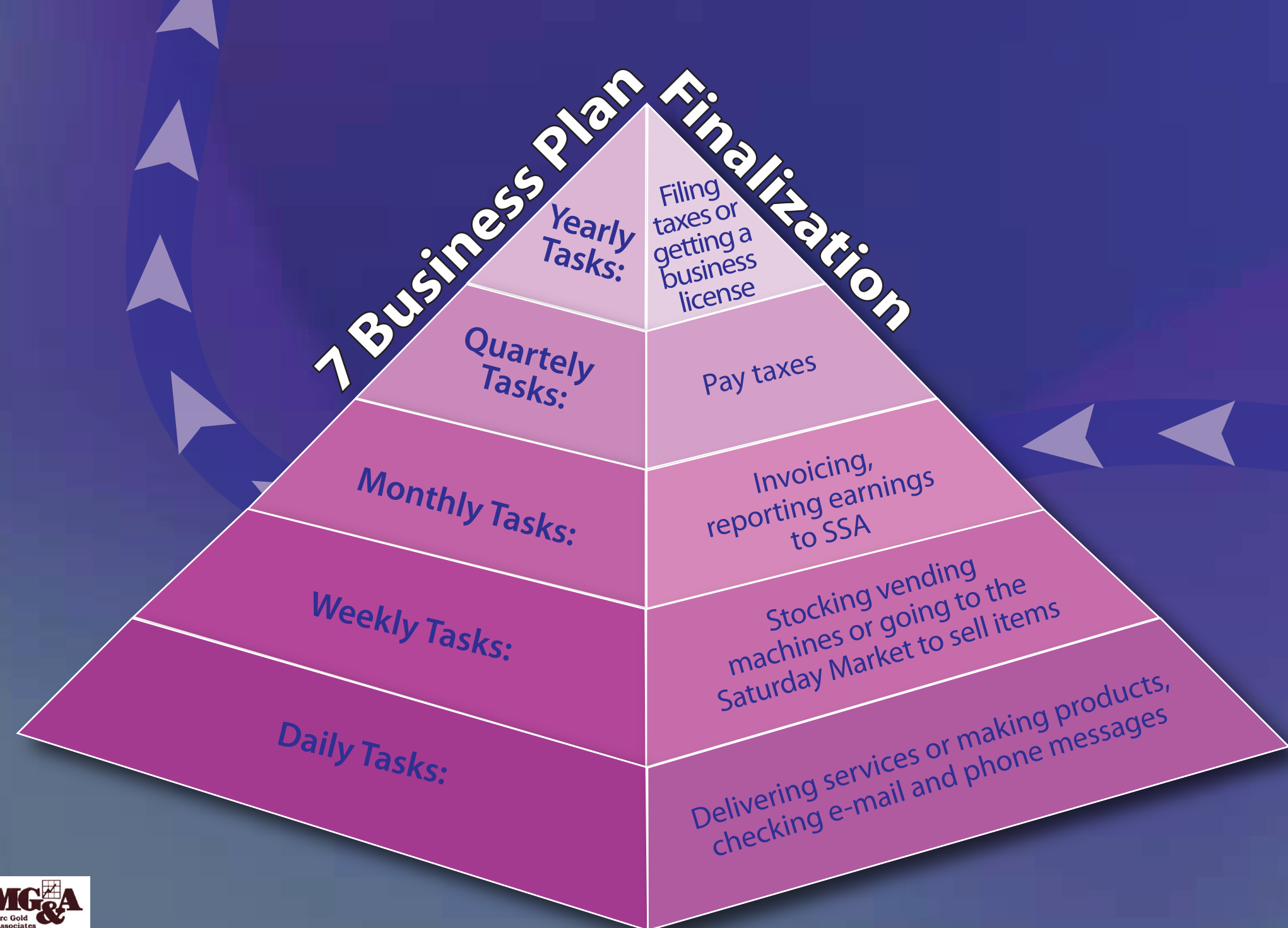
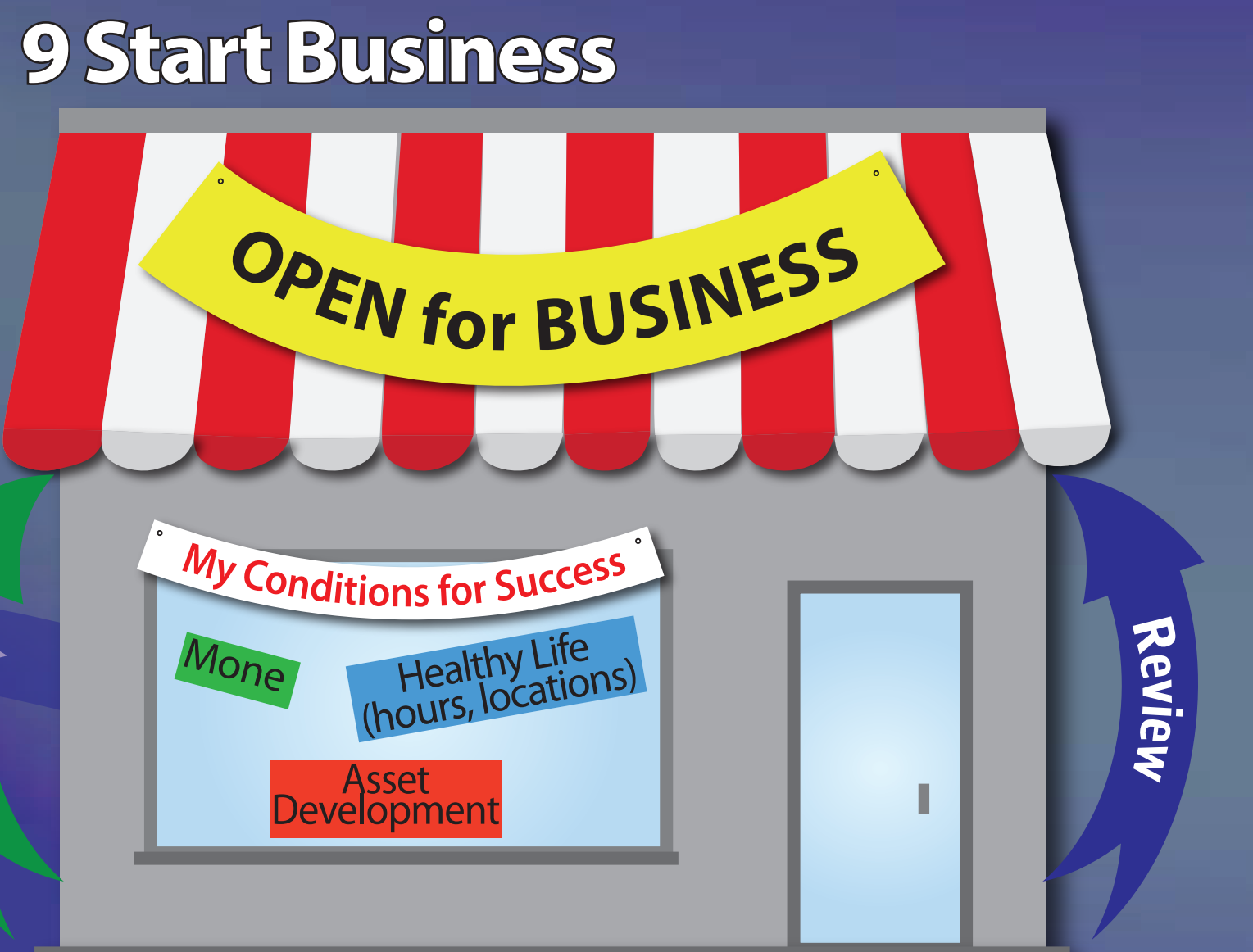
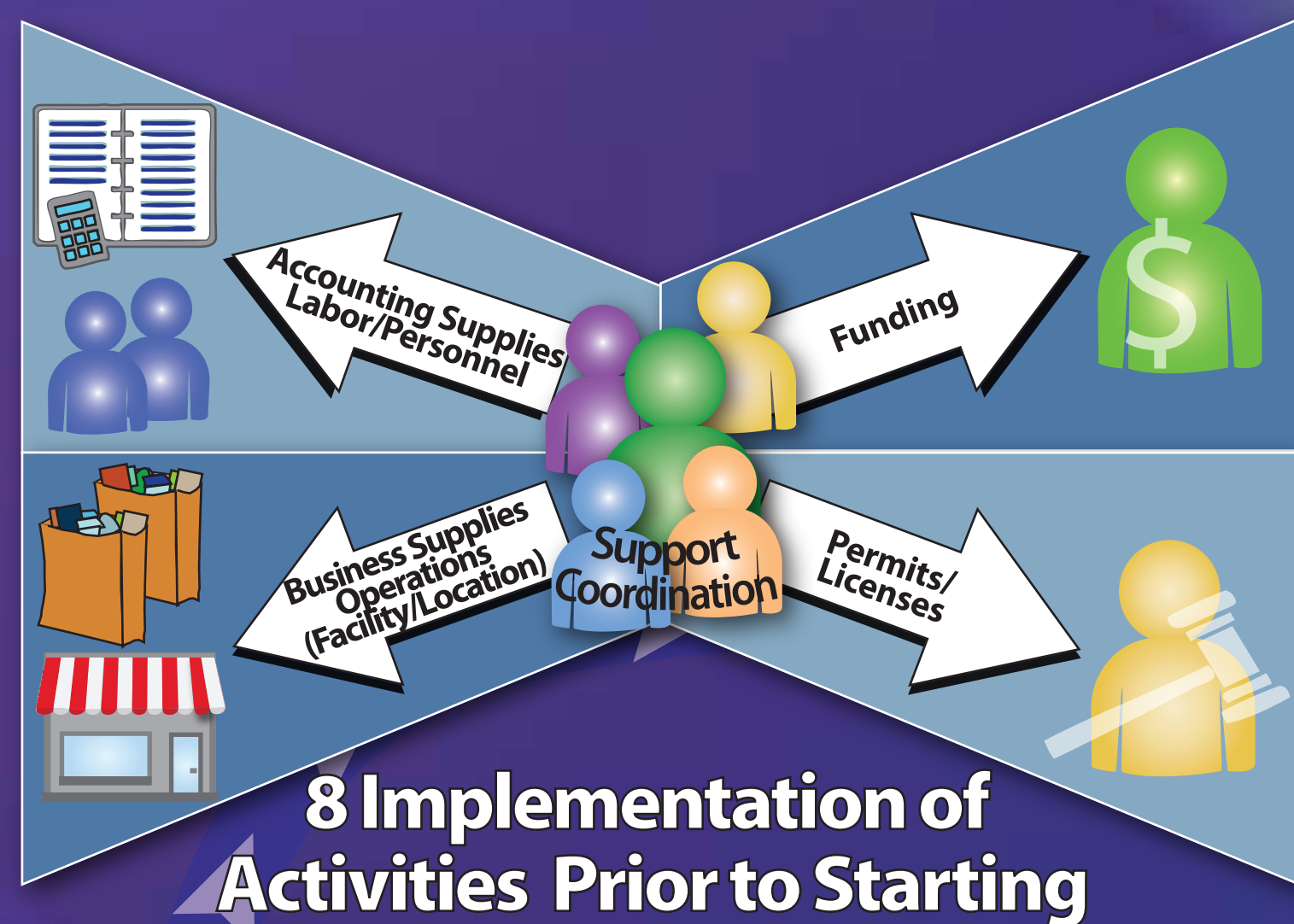
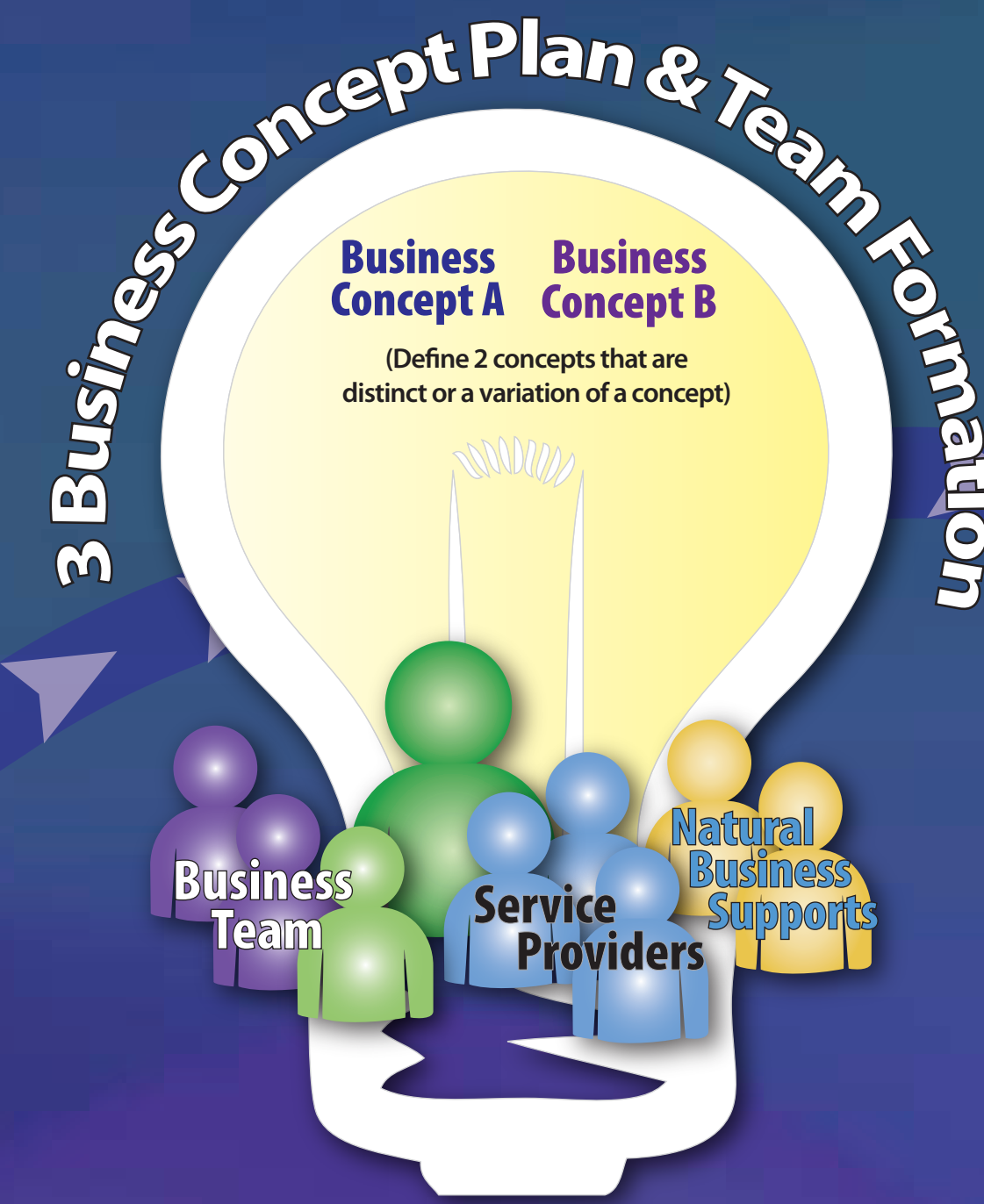
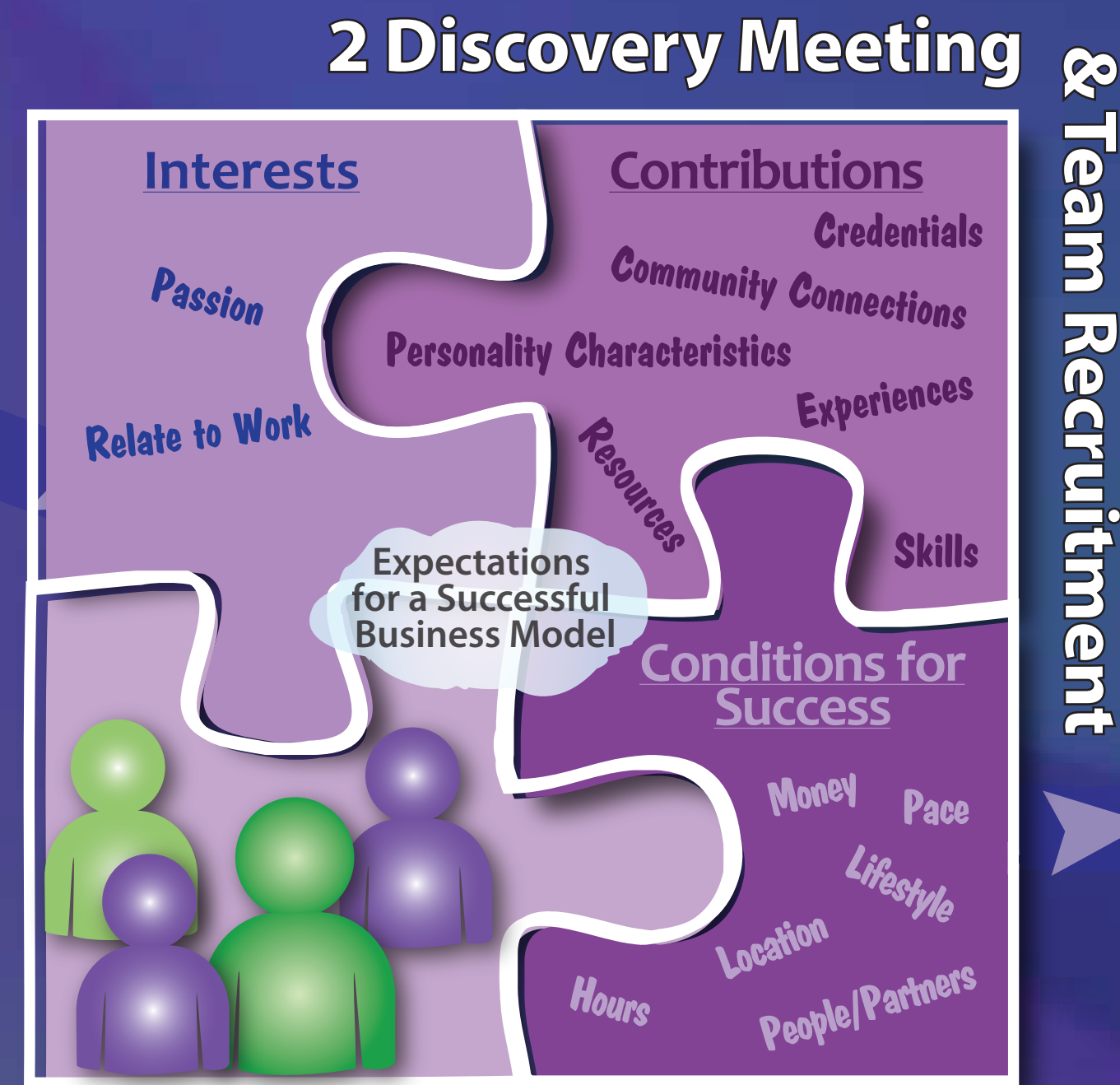


# MG&A Customized Self-Employment Process

## Steps



### 1 Discovery & Profile Development

A set of interviews, conversations, observations, to develop a comprehensive description of the PBO and their resources, connections, and supports.

#### Agency Roles

- VR: • Purchased from a CRP  
• Strongly recommended for self-employment
- ESD: • Information on CSE and other self-employment options in One Stops  
• Refer to VR & SBDC
- SBDC: • Information & Refer to VR  
• Information on CSE  
• Refer to VR & DBH providers who provide Discovery services

### 2 Discovery Meeting & Team Recruitment

A meeting with persons in the life of the PBO and a person with similar interests to identify from the PBO Profile the interests, contributions of the PBO, and the conditions of the PBO/business to determine success of the business.

#### Agency Roles

- SBDC: • Participate in Discovery meeting
- VR: • Counselor present

### 3 Business Concept Plan & Team Identification

A meeting with appropriate business members to offer potential business concepts based on the PBO characteristics of the customized business.

A team designed around the PBO's interests, connections, and support needs that includes persons from the PBO's life and business mentors in the following areas; similar industry sector, financial, marketing, operations, and legal.

#### Agency Roles

- VR: • Purchased from CSE Facilitator
- ESD: • Use WIA funding for business related training  
• Use WIA funding for SBDC classes
- SBDC: • Assist with identifying team members

### 4 Research of Potential Business Concepts

A set of activities to offer the PBO information about the concepts to assist them in making an informed choice in the business concept of the customized business.

#### Agency Roles

- VR: • Purchased from CSE Facilitator
- SBDC: • Work with CSE Facilitator and PBO

### 5 Determination of Business Concept

A discussion with the PBO surrounding the research and feasibility of the concepts, possible ways to deal with negative information from the Research and Feasibility Review, advice from the business team, and final selection of the concept of the PBO with options and consequences of selection.

#### Agency Roles

- VR: • Purchased from CSE Facilitator
- SBDC: • Work with CSE Facilitator and PBO

### 6 Business Plan Development

A set of activities to develop the following plans: operational plan, marketing plan, financial plan, and legal plan.

#### Agency Roles

- VR: • Purchased from CSE Facilitator
- SBDC: • Classes in Business Plan development/Quick launch  
• Individualized business planning assistance

### 7 Business Plan Finalization

An analysis of the start up activities and the daily, weekly, monthly, quarterly, and yearly tasks necessary to implement the business plan. The analysis will consider tasks the PBO currently offers, will learn, pay for either through contracting or employees, government supports, or the PBO has or will seek volunteers to accomplish.

#### Agency Roles

- SBDC: • Classes in Business Plan development/Quick launch  
• Individualized business planning assistance

### 8 Implementation of Activities Prior to Starting

Implementation of the necessary start up business tasks necessary for launching the business. This could be requesting funds, obtaining permits, or other tasks specific to the customized business.

#### Agency Roles

- VR: • Purchased from CSE Facilitator
- SBDC: • Individualized business planning assistance

### 9 Start Business

Provision of assistance necessary for implementing the business plan with a focus on acquiring revenue from the business.

### 10 Review & Revise Plan as Necessary

#### Agency Roles

- VR: • Counselor participates in business launch
- SBDC: • Individualized business planning assistance

CSE = Customized Self Employment  
CRP = Community Rehabilitation Providers  
DBH = Division of Behavioral Health  
ESD = Employment Security Division  
PBO = Personal Business Owner  
SBDC = Small Business Development Centers  
VR = Vocational Rehabilitation