



**A COMPREHENSIVE INTRODUCTION TO SMALL BUSINESS DEVELOPMENT
AND OWNER-OPERATORS WITH DISABILITIES**

**Presented by Cary Griffin and David Hammis
Griffin-Hammis Associates, LLC**

Day One

Introductions - Name Game

Overview of Agenda and Packet Materials
Sample Business Plans, SSA Info and Sample PASS's and Subsidies, etc
Group Concerns, Issues, Complications, Opportunities

Examples of Successful People and Idea - Slide Show

Rural And Urban Concerns

Definitions
Statistics of Business Success and Failure
Resources: Scarcity Vs Abundance Thinking
Transportation
Import Substitution
Resource Ownership

Lunch

Business Feasibility

Using the Spectrum of Readiness
Examples from Service, Manufacturing, E-Commerce
Legal Structures for Businesses

Business Planning

Who a Business Plan is Witten For and Who Writes it and Reads it
What a Business Plan REALLY Does
Where the Business Plan Goes
When a Business Plan is Real, Revealed, Ready, Revised, Recycled
How the Process and Plan Works

Business Planning Flow Chart

Product/Service
The 3 - C's
Marketing Mix
Operations
Financial Plan
Plan, Do, Check

Day Two

Opening Questions

Team Exercise: Welcome to Muddy Creek Ranch

Evaluate the Business Plan
Script the Missing Pieces
Re-design the Company
Address the Major Personnel, Operations, Legal and Marketing Issues
In-Basket: Address the New Market Circumstances
Report Back

Financial Planning

Social Security and Self-Employment Wages - A Brief Intro
Native American Benefits and Self-Employment Wages (Tribe Specific)
Overview of Plans for Achieving Self-Support, Subsidy, Medicaid,
Medicare, ITAs, IDAs, OJE, OJT

Lunch

Financial Plan Essentials

Liquidity, Assets, Investors, Loans, Cash flow Projection, Breakeven
Analysis
Financing Alternatives: Voc Rehab, SSA, Work Force Investment/One-
Stop, Wagner Peyser, Welfare to Work, Unemployment
Compensation Lump Sum, et al

Team Exercise: Cash Flow and Breakeven Analysis at Home

Individual Functional Assessment

Assets based Evaluation
Situational Format using Job Analysis and Personal Profiling
Data Collection
Start-up Decision Making and Self-Determination

Community Mapping & Mentoring

Finding Small Business Resources - Team Exercise
Small Business Natural Supports

Closing Thoughts - Q&A

Session Evaluations and Improvements

Day 3 - All Day

Individual Technical Consultations with Prospective Business Owners, Voc
Rehab, Funders, Stakeholders, etc.