



ACRE Certificate Course with Emphasis on Customized Employment

1. Interest-Based Negotiation Activity

During Discovery, you observed Robert engaged in the following tasks, both in familiar and unfamiliar environments: tasks related to auto maintenance (changing fluids, a tire, replacing a headlight, changing brake pads, and others), tasks involved in pulling apart old equipment with tools for scrap (fire extinguishers, computers, and appliances), wood-chopping using an axe and a splitter, and lawn and landscaping tasks. Transportation (Robert has a goal of driving and is working towards getting his Driver's License) and Machinery are two confirmed Vocational Themes.

You follow the themes to a local car garage where you take your car for tune-ups and basic repairs. The garage has one full-time employee who works along-side the owner, Dwayne. The informational interview goes well, and an extended observation uncovers a need for a Tire Changing Machine that costs roughly \$4,000 and a Vehicle Lift that costs roughly \$3,000.

Robert has an open VR case, but no access to Medicaid Waiver supports. The team is concerned with transportation and follow-along supports once the VR case is closed.

Robert receives \$600/month SSDI and \$364/month SSI. (PASS Potential starts at \$580/month)

Questions:

1. How can Resource Ownership (using PASS, VR, or other funding) assist in removing identified barriers and creating a job?
2. Compose a brief narrative introducing Resource Ownership (Hint: Identify Tasks and Benefits to Business):
3. List 5 potential concerns/objections:
4. List possible responses to each objection: