

# Starting a Self Sufficient Business

Workshop

Presentation

By

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**PRESENTERS GUIDE**

## *About the Presenter*

My name is Hallie Long I am the owner and principal of Mainstreaming in America. My company is dedicated to opening the hearts and minds of people to possibilities and a better understanding of persons with disabilities. Also to help all people understand that people with disabilities are equal to everyone else, and that disabled persons can do things for themselves.

Mainstreaming in America provides services to businesses nonprofit organizations and agencies, and to conferences held specifically for people with disabilities. Services include oral presentations and workshops in the areas of:

### Oral Presentations

Workshops  
Consulting  
Key Note Address

### Workshops:

Thinking About the Future

Presentation 1) Thinking About the Future  
Presentation 2) Family  
Presentation 3) Positive Approaches

Talking for better understanding

Presentation 1) Self Advocacy  
Presentation 2) Communication  
Presentation 3) Relationships & Marriage

Gaining experiences to improve your Life

Presentation 1) Choices  
Presentation 2) Self Determination  
Presentation 3) Transitions  
Presentation 4) Employment and Careers  
Presentation 5) Supported Employment  
Presentation 6) Owning Your Own Home

I am a person living and working with a disability. I have first hand experiences and discrimination based on person who lack of sensitivity, perceptions and prejudices of disabled person.

Welcome to the presentation, **starting a Self  
Sufficient Business**

My name is Hallie Long and I am? Years old etc Do you know what it takes for a person to have a successful business.

Today, I would like to talk to you about what optical I faced when putting together my self -sufficient business.

First, I will tell you about my family's reactions.

Second, I will tell you about what the Department of Rehabilitation thought about my idea that I would create the first consumer owned business.

Next, I will talk to you about the obstacles that I needed to overcome in order to have a better chance in the job market, as well as more about my business.

Fifth, there are many agencies out there that are available for supporting people with numerous types of disabilities.

Finally I would like to tell you about what my short term and long-term plans for the future are going to be.

I will talk about the American with Disabilities Act and how the law protects people with disabilities.

## SELF SUFFICIENT BUSINESS

### Family's reaction-

- \*Set goals for self-young
- \*Learn more about people
- \*Persistent and consistent
- \*Sacramento- people first
- \*Regional center/ life institute boards
- \*Trips, watched husband speak
- \*Decided to develop my own business to
  - a) Teach others about those with disabilities
  - b) Teach disabled that they can do what they want
  - c) Earn a living wage
  - d) Share what I've learned about the community
  - e) Get "out of the system"
- \*Family and husband very supportive

## Department of Rehabilitation next challenge

- \*Presented self owned business idea  
SELF SUFFICIENT BUSINESS

- \*Brand new idea---"nuts"

- \*Concerns with failure

- \*Supplied start up needs

- \*Approval of business plan

- \*Betty Parks- support

- \*Write speeches, business proposal, and track finances

- \*Marketing profile and consultant competition

- \*2 year contract of Dept. of Rehab. Expectations

- \*Speaking ability and success at annual meeting

- \*Role model for others

## More About My BUSINESS

- \*Fax Dept. of Rehab. With contracts
- \*Make transportation arrangements (train/plane)
- \*Learn a lot from travel
- \*Lots of time, big commitment

Challenges to overcome

- \*Folks don't understand disabled

## SELF SUFFICIENT BUSINESS

- \*Time to build relationships
- \*Put aside misconceptions
- \*Eyes open, attitudes change with insight
- \*Find people supportive of you

**Finally, you will find out what my short term and my long-term plans for the future are going to be.**

. Mainstreaming in America needs to generate more income, while keeping low overhead. Mainstreaming in America needs to generate more income, while keeping low overhead. Mainstreaming in America needs to generate more contacts with new clients. Mainstreaming in America needs to maintain contact and continue relationships with already existing clients.

Mainstreaming in America needs to have more name recognition. Mainstreaming in America needs to disseminate information more effectively to both potential and current clients as well as wider community. I want to learn more computer skills. I would like to get a Domain name I would like to learn how to generate business on the web. I would like to learn how to make better contact with different businesses. I am learning how to do this more effectively with a group called score. My long-range goals are to do diversity trainings throughout the country and to help people better understand people with disabilities. To have a living wage and to be able to help people work better with a person who has a disability. Finally to teach each business how to be more sensitive to working with coworkers who has a disability?

## Conclusion

Today I have given you the steps you will need in order for a consumer to start up a self sufficient business, Today, I would like to talk to you about what optical I faced when putting together my self sufficient business. They were what my family thought about me starting of my own. Business Second, I have talked to you about what the Department of Rehabilitation thought about my idea that I would create the first consumer owned business. Next, I talked to you about the obstacles that I needed to overcome in order to have a better chance in the job market, as well as more about my business. Fourth, I have discussed with you what kind of systems we have available for supporting people with disabilities and finally, I would have told you about my plans for the future.

You might think that this was an easy process to go through, but to do this it took me over several years and it is not over yet. I hope that this has given you some idea and in sight into what it takes to start up a self-sufficient business