



<p><b>December 2013</b></p>	<p><b>Celebrating 2013 Self-Employment Success Highlights</b></p>
<p><b>2013 Resource Highlights</b></p>	<p><b><i>Vocational Rehabilitation (VR): Measuring Progress</i></b></p>
<ul style="list-style-type: none"> <li>• The VR Counselor <a href="#">Resource Center</a></li> <li>• SE Tier 1 <a href="#">Process Flow</a> Chart</li> <li>• <a href="#">How to Live Economically Intelligent</a></li> <li>• <a href="#">Working Professionally From Home</a></li> <li>• Do I need a <a href="#">Business License?</a></li> <li>• NH <a href="#">Job Fairs &amp; Events</a></li> <li>• <a href="#">Creative Job Search Guide</a></li> <li>• <a href="#">Personality Profiling Exercise</a></li> <li>• US Department of Labor, <a href="#">Occupational Outlook Handbook</a></li> </ul>	<p>Another year has passed with many successes to share in terms of VR customer's progressing through the self-employment (SE) process. Success has taken many different forms including those who have chosen and secured traditional employment over SE once they learned more about what was involved. Below are only a few of the total cases where customers secured increased income as a result of receiving VR SE support and guidance:</p> <p>Highlights include an individual with PTSD who grew a lucrative mortgage foreclosure defense consulting business after successfully defending his own case; a women with traumatic brain injury productively selling crystals and jewelry through direct and wholesale retail channels; a heart attack survivor choosing to land a well-paying road construction position over pursuing SE; and a young man with a felony record and bronchitis landing an assistant management role in an auto body shop instead of launching his own shop.</p> <p>Many of the techniques used to support these and other productive VR customer outcomes have been covered in monthly News Briefs including...</p> <ul style="list-style-type: none"> <li>• <b>January:</b> Helping customers to <a href="#">F.O.C.U.S.</a> when pursuing SE</li> <li>• <b>February:</b> Identifying, writing down and tracking <a href="#">G.O.A.L.S.</a></li> <li>• <b>March:</b> <a href="#">VR SE Customer Basics</a>; <i>Why am I here?; Where am I at?; Where am I going?; and How am I going to get there?</i></li> <li>• <b>April:</b> SE <a href="#">Success Begins with "Why"</a> Before "What" - Identifying and leveraging why a customer truly <b>wants</b> to succeed</li> <li>• <b>May:</b> The <a href="#">Similarities and Differences</a> between traditional employment and self-employment - <i>Want, Fit and Focus.</i></li> <li>• <b>June:</b> <a href="#">Making the intangible tangible</a> - The importance of doing and being pro-active</li> <li>• <b>July:</b> SE Counseling - The <a href="#">facilitative versus directive approach</a> to bringing about transformative change</li> <li>• <b>August:</b> <a href="#">SE Success is in the Numbers</a> - Using templates and tutorials to learn, leverage and live the dream of owning your own business</li> <li>• <b>September:</b> <a href="#">Fixed Costs, Variable Costs and Breakeven</a> - Understanding each term by comparing personal financing to business financing</li> <li>• <b>October:</b> <a href="#">Who Am I?</a> - Helping customers to establish vocational models based on inherent strengths while facilitating progress through targeted networking</li> <li>• <b>November:</b> <a href="#">The Self-Employment Customer Tracking Guide</a> - A compilation of the SE documents, procedures and forms collectively developed and refined over time and through collaboration</li> </ul>
<p><b>VR Counselor Support Networks</b></p>	
<ul style="list-style-type: none"> <li>• <a href="#">SCORE</a> Counselors to America's Small Businesses</li> <li>• NH <a href="#">Small Business Development Centers</a></li> <li>• NH <a href="#">Governor's Commission on Disability</a></li> <li>• NH <a href="#">Resources for Disabled Individuals</a></li> <li>• <a href="#">Knowledge Institute</a>, Drs. Osgood</li> </ul>	<p>Your work as VR Counselors in helping thousands of individuals across the state to pursue healthy, happy and prosperous lives is truly valued. <b><i>Wishing you all the same in the New Year!</i></b> Sincerely, <i>The Drs. Osgood</i></p>

*Knowledge Institute specializes in entrepreneurial education and small business development through [eLearning](#), [curriculum development](#), [publishing](#), [interactive resource communities](#), [public speaking](#) and philanthropic endeavors.*

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