

612:10-7-230.3. Self-Employment/Business Plans

(a) Each individual, requesting Agency assistance with self-employment, is required to complete and submit a business plan that details at a minimum the following:

(1) Complete description of the proposed business.

(2) Business objectives.

(3) Ownership.

(4) Market Analysis.

(5) Marketing Plan.

(6) Financial Management Plan including personal finance sheets, projected expenses and income for at least 2 years.

(7) Specific listing of needed start-up costs and equipment, not including assistive technology devices.

(8) Specific listing of the type and amount of assistance the consumer is requesting from the State VR Program.

(9) Information regarding cost and coverage of insurance policies to cover liability, inventory, and equipment.

(b) Counselors will refer individuals to the local Small Business Development Center for assistance in developing a business plan. As appropriate the counselor may utilize other technical assistance services to aid the consumer in developing the business plan. After the plan is completed, the business plan will be reviewed by the appropriate DRS personnel.

(c) If the individual has submitted a viable business plan and the cost of the business plan to the agency, is \$10,000.00 or less the counselor may approve the request. If the agency's cost will exceed \$10,000 the counselor will refer the request to their immediate supervisor for approval.

(d) Certain individuals may require on-going supports or services for a business plan to be successful. The counselor will assist the individual in identifying and securing these support services. DRS cannot be responsible for funding these supports following successful employment outcomes.