



December 2014

## A Year in Review | *Supporting VR Customers*

As the year comes to a close, we would like to take this time to highlight the many useful topics and resources that we have shared with you throughout the year. This month's newsletter serves as a quick reminder of where these various resources can be found, and how they can be used to better assist your customers as they pursue self-employment and small business ownership.

- **January:** [A New Year – A Review of the Basics](#) | Helping persons with disabilities to help themselves through self-employment, as well as highlighting the power and importance of mentoring.
- **February:** [In Counseling, Beware the Filter](#) | A systems approach in helping customers to change expectations to improve business outcomes, such as goal setting, planning, and utilizing celebration journals.
- **March:** [What's New in VR Self-Employment?](#) | Introduction of the 5 part VR Self-Employment Development System to help support customer income objectives and facilitate success.
- **April:** [The Flow of Money – Financial Investment Solutions for Small Business](#) | Tips to help VR customers better understand the financial mechanisms, especially cash flow management and breakeven analysis, along with additional financing options.
- **May:** [Building Business Credibility](#) | Solutions for customer success through leveraging proven business development processes.
- **June:** [The Hidden Danger in Having Employees](#) | Highlighting various HR issues associated with having employees, as well as explaining the difference between employee and sub-contractor work.
- **July:** [Building Your Business – Resources to Start, Grow, & Succeed in Business](#) | Helping your customers understand legal liability exposures, and connecting with other business resources.
- **August:** [Self-Employed and SMB Marketing Resources & Strategies](#) | Uncommon marketing resources and ideas for self-employed individuals, as well as no-cost, low-cost marketing for SE customers.
- **September:** [Solopreneurship – The New Face of Self-Employment](#) | Resources and strategies to enhance your customers' business, particularly when saving time and money is the objective.
- **October:** [Cash Flow – A Critical Part of Self-Employment \(SE\) Planning](#) | An explanation of cash flow analysis and how using contingency reserves can help to set your customers up for success.
- **November:** [Time Management – A Vital Part of SE Ventures](#) | Time management techniques and resources are critical to facilitating SE customer growth and success.

We would like to thank you for the work that you do to assist individuals with disabilities to start, grow, and succeed in business. We look forward to continuing to work with you and New Hampshire Vocational Rehabilitation in facilitating and supporting VR customer self-employment and business success as we move into the New Year!

For more information, visit: <http://www.buzvr.org/>



*Happy Holidays from the Team at KISBD!*



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