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### *Tools for Effectively Supporting SE Customers*

Self-employment is becoming more important than ever. In fact, data projects that by 2020, over 50% of America's workforce will be self-employed. While some of this will be by choice, others will find limited traditional employment opportunities as employers move to more of a contingent workforce model. For VR, this means that more customers may be turning to self-employment opportunities to achieve their income and quality of life objectives.

To continue to support your efforts in this regard, this month's News Brief touches upon the [5 Steps to Self-Employment Success](#) and [10 Steps to Venture Success](#) and the new and enhanced repository of Tier 1 and Tier 2 resources respectively, now available on the BuzVR website under the [Counselor's](#) menu option at the top of each page.

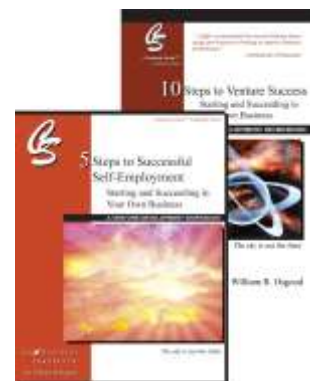
Included are all of the required Counselor approval forms as well as the [Disclosure & Agreement to Participate](#) form that helps Customer's to understand what's available, and downloadable MS Word templates to support completing the required Tier 1 & 2 Business Plans. Thanks to collective efforts, the total process helps you as Counselors to facilitate your Customer's progress without either party worrying about "missing something" along the way.

At each step of the process, these review forms and supportive templates help all parties to progress thoughtfully and purposefully. The process also helps to reinforce that the ultimately responsibility for vocational progress lies in the hands of the Customer. At the same time, however, they can progress at their own pace, apply what they learn to test and further validate their ideas, and - **most importantly** - *celebrate every step of progress along the way!* As Counselors, you know that this latter part can be quite transformative for many Customers, who may be learning for the first time how to believe in themselves and prove that they can succeed.

As a comprehensive Business Development System (BDS), the Tier 1 & Tier 2 processes, along with the Customer Tracking Workbooks, provide a proven framework for supporting your Customer, as well as leveraging your time and expertise in the process - *a delightful and productive win/win for all!*

#### Additional Resources

The [Start-Up Checklist](#) :  
Helping customers to  
address important details



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

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