

Working with the Ohio Rehabilitation Services Commission since 1989

PLANNING PAYS OFF FOR MR. JOE'S BARBER SHOP

Patience is the most important quality you need for self employment according to Joe Newell, owner and operator of Mr. Joe's Barber Shop, located on the east side of Columbus at 2545 Petzinger Road. Newell heard about Rehabilitation Services Commission from a friend during his orientation at barber school. Dealing with a speech impediment and a dexterity disability in his hands, Newell sought out the services of RSC to find employment initially.

Upon starting to work with RSC Newell had no idea that he could actually set up a barber shop of his own. However, his BVR counselor, Zandia Galvin, quickly got him moving along the path to self employment through a referral to EnterpriseWorks' coordinator Stuart Schakett. "I would not have known where to turn without the assistance of BVR and EnterpriseWorks," said Newell. "I ended up developing a business plan, something I could never have done without the coaching and assistance of Ms. Galvin and Mr. Schakett."

With regard to pursuing self employment Schakett feels the most important characteristics a consumer can have are realistic goals

and a lot of motivation. Joe Newell had both! He was not looking for the easy way out and was willing to contribute significant amounts of time and funds to make his dream a reality. This led to a productive and rewarding relationship between Newell and BVR, and an agreement to work in multiple stages. Newell knew that starting his own business would be a long haul but decided that it would be worth the effort.

First Newell completed the EnterpriseWorks Lite business plan, which paved the way for him to spend one year honing his barbering trade through a chair rental at an established barbering business. Newell decided he wanted to take the good things he had learned from working as an independent contractor and put them to work for himself, as well as avoid the pitfalls he had discovered along the way. Newell was ready to develop a business plan for a barber shop of his own. The development of his business plan took a little over two months.

Newell deeply appreciated the assistance of both Galvin and Schakett. Their help kept him from feeling overwhelmed and they explained the process in understandable

Con't. page two



*EnterpriseWorks
Coordinator Stuart Schakett
Gets a Haircut from
Barber Joe Newell*

Call Your EnterpriseWorks Coordinator when:

- *A Consumer Keeps Asking about Self-Employment Options*
- *You Don't Know the Answer to a Consumer's Business Question*
- *You Need Help Redirecting a Consumer*

FROM THE DIRECTOR

Fiscal year 2007 has been an extremely successful and rewarding year for EnterpriseWorks and our RSC consumers. We identify benchmarks at the onset of every fiscal year and our accomplishments are monitored on an ongoing basis. Not only did EnterpriseWorks' coordinators see a 10 percent increase of referrals over fiscal year 2006, but also a net increase of 16 percent in Self-Assessment attendees and existing business strengthens and/or expansions.

During the upcoming year look for EnterpriseWorks to provide counselor trainings across the state, and to work with RSC through participation in quarterly reviews. Assisting persons with disabilities to become self-sufficient is our primary goal, and EnterpriseWorks is striving to enhance our services and bring successful outcomes to those individuals we work with in fiscal year 2008

Deborah North, Executive Director, EnterpriseWorks

*EnterpriseWorks Welcomes New Board Members:
Bill Payne, Jerry Allen, Eileen Goodman & Frank Cipriano*

BARBERSHOP (CON'T FROM PAGE ONE)

laymen's terms, giving helpful direction about where to go for information. "Mr. Newell was a pleasure to work with," said Newell's BVR counselor, Zandia Galvin. "He did everything required, put a lot of his own resources into the business, and was always motivated and outgoing."

Mr. Joe's opened in the fall of 2006 with Newell at the helm. Since that time Newell has taken on two barbers and a shoe shine individual as independent contractors. With the milestone of his first anniversary completed Newell is celebrating. "It's been challenging at time," he says. "But I love the work. The key is building a good regular clientele and I'm making good progress at that." Newell was originally skeptical but always knew he had the skills and he had the right partner. Newell works with his wife who he says brings deep wisdom and expertise to his business.

SAVE THE DATE!

RSC new counselor trainings have been scheduled for winter 2008. Training for Canton, Wooster and Dover is scheduled for January 14, 2008 in Canton. Training for Columbus, Zanesville, Athens and Portsmouth is scheduled for February 11, 2008 in Columbus. St. Clairsville and Steubenville can choose either location. Please contact Bob Larkin at (614) 459-3609 for more details and to RSVP.

Meet Your EnterpriseWorks Coordinator—Jackie LeBerth

Native Ohioan Jackie LeBerth, brought her small business expertise to EnterpriseWorks in 1999. In the early 1990's LeBerth and her husband Mike operated a construction business specializing in restoring historic buildings, and as she says "boy, did we do everything wrong, except work really hard." They closed the company in 1997 and opened Bramble Creek Bed and Breakfast in southeastern Ohio while maintaining their day jobs. When down-sized from the Enterprise Development Corporation in 1999 LeBerth discovered the answer to "unemployment" was "self-employment."

LeBerth's favorite part of her work with EnterpriseWorks' consumers is providing assistance to the diversity of people she works with. "Some have overcome incredible difficulties. Some have astonishing skills. It's so rewarding to see it all come together." "They start out, frequently, with a very narrow view of their business or else a very expansive one, and when the business plan is done they have developed something that is truly workable."

LeBerth urges RSC counselor to "trust us - EnterpriseWorks coordinators, that is." She feels RSC counselors and consumers alike benefit from EnterpriseWorks consultants' perspective, objectivity, knowledge, and business experience. "Get EW coordinators in the process early and keep us there until the case is resolved either by starting a business or seeking competitive employment," LeBerth encourages. "Let us be your partner - silent at times - especially in difficult cases as a constructive team member to help get the job done."



MM. MM. GOOD!

December marks the fourth annual edition of the EnterpriseWorks cookbook! This year's edition is titled the "Main Dish Recipe Book," and it contains over 90 taste tempting main entrees that are sure to please the most discernable palate. Whether it's preparing a delicious meal for company or just putting on a crock pot of chili for the big game, let the EnterpriseWorks recipe book be your go-to guide. Look forward to receiving your own personal copy from your EnterpriseWorks coordinator in the upcoming weeks! We thank you for all of your support and wish you a joy filled holiday season.

SUCCESS IS MEASURED ONE CONSUMER AT A TIME

RSC liaisons and EnterpriseWorks staff came together for the fall EW statewide meeting on November 2, 2007. EW coordinators took this opportunity to spotlight successes they have had during the past year. Eight coordinators presented a total of 15 successful outcomes highlighting consumers they had worked with. From a specialty gourmet cheese-cake entrepreneur to tele-marketing representatives, it is proof that self employment works.

EnterpriseWorks Operations Manager, Bob Larkin, compiled the 2007 Business Directory of RSC consumers, which was distributed at the meeting. The directory details 79 business start ups for the period October 1, 2006 through September 30, 2007.



V:(614) 228-1043
800-867-2997
Fax: (614) 621-9222

Contact your EnterpriseWorks Coordinator — see <http://www.enterpriseworks.biz/disabilities/disabilities.asp> and select contact a coordinator located on the left hand column.