Self employment and small business ownership

BASE Conference 2015

Keith Bates
Head of Employment
Foundation for people with Learning Disabilities
Self employment is already a reality
Delroy

• Delroy’s Plan
  - likes to crush plastic bottles
  - Enjoys walking and being outdoors
  - Loves transport and going places

• Plastic recycling collections not offered locally
Delroy

- Local collection service
- Charge per bag
- Local headache
- Reaps the rewards
Delroy shortlisted for Award - Excellence in Recycling and Waste Management.
Self employment is already a reality
Developing enterprise

The three big questions

1. Where do ideas come from?
2. How do we check finances?
3. Are there enough customers?
Where does the idea come from?
Self Employment

It's all about using skills and interests to make or do something that people will pay for.
Self Employment

It's also about having the idea but doing something different with it

• Might be cheaper
• May be quicker
• Could be nicer
• Perhaps more convenient
Bird boxes
Bird boxes
Bird boxes
Bird boxes
Patrick

- Keen to work alone
- Gardening Services
- Painting and decorating
- Specialist niche service
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<th>Opportunities</th>
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### Skills + Assets + Problem + Opportunities

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What about the finance?

• Understand the product/service
• Know the price
• Know the cost of sale
• Remember overheads
Are there customers?

- Learn the market
- Understand the competition
- Think about how to ask people!
Testing cycle

- Can I make it or do it?
- Can I sell it?
- Do the numbers add up?

My business idea
Most people go self-employed because:

- Their chosen work lends itself to self-employment
- They don’t care what they do as long as they are in charge
- Choice of last resort
We know what it should look like

- Part of common employment pathway that builds on skills, interests and aspirations
- Viable enterprise
- Meeting a community need or demand
- Sustainable support
We know the inputs

Essentially we need to

• Promote self employment as a realistic option
• Help shape the business proposition
• Facilitate the support
• Navigate the journey
When we give good quality support to people who are interested in finding work, we can match their skills, interests and aspirations with the needs of local employers or a good business idea and get good job outcomes.
But what does that all mean in practice?

- How do we do this?
- How should the supported employment model differ to support self employment?
- Common pathway or dedicated project?
- What training and support do we need?
- What about capacity?
- What are the barriers?
- What about financial implications?
- Where do we go from here?
Bugfest

@TherealBugfest  www.bugfest.org.uk
Gateshead Access to Employment (GATES)
Circle of Business Support for Sunniside
Dog Walking

Friendly dog walking service for happy, healthy dogs.

Based in Sunniside.
(please contact for other areas)
One to one dog walking.

Prices
- 30 min -£5.00
- 60 min -£9.00

All prices include a 30 minute consultation where you and your dog will meet your fully insured dog walker and discuss your dog walking needs.

(Weekends and Bank Holidays at a higher tariff)

For more information contact
David
0751 360 2245
FPLD - Resources and support

- Business planning workbook
- Guide to self employment
- Guide to writing a business plan
- Easy cash flow
- Break even

www.learningdisabilities.org.uk
Rapid Enterprise Development (RED) Workshops

3 Core workshops
• Developing a business idea
• Finance and Break even
• Market Research
Thoughts, comments, suggestions

• What are the three most significant bits of information you have heard today?

• What do you consider the other barriers to your service supporting people to become self employed?
Thoughts, comments, suggestions.

• Thank you

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