

CBTAC

CASE STUDY

The Center for Confidence dba FullConfidenceRX/FCRX delivers business technical assistance to individuals with disabilities seeking self employment.



AGENCY PROFILE

Challenges

- Increase Number of CBTAC Providers
- Revision of the CBTAC Recertification Process
- Increase Self-Employment Need

Benefits

- Uniform CBTAC Training
- Mandatory Recertification Process
- Statewide Vendor Access Portal.



FLORIDA DEPARTMENT OF
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VOCATIONAL
REHABILITATION

OBJECTIVES

To address the needs of Florida Department of Education, Division of Vocational Rehabilitation (DOE/DVR) to increase their use of self-employment and microenterprise to meet the needs of their customers by providing Certified Business Technical Assistance and Consultation (CBTAC) services to support self-employment.

SOLUTIONS

FCRX delivers business technical assistance to individuals with disabilities seeking self employment using a systematic process that covers all critical aspects of business research and design, including: Discovery and Business Concept Identification; Market Research; Funding and Financing; Public Benefits Analysis; Marketing and Operations; and Business Plan Development.

The CBTAC role is to assist the DVR client who is seeking self employment with full business development from ideation to business plan development.

BENEFITS

Individual Plan Development

The Individualized Plan for Employment (IPE) requirements mandate the creation of a financially viable business plan. The individual must directly contribute to the operation of a business.

Business Plan Development

CBTAC is responsible for helping the customer develop a required business plan, and a detailed feasibility study must be held to determine the viability of the business plan.

Business Implementation Support

Florida VR funds implementation hours, which allow the CBTAC to help the business owner after the business plan has been developed but before the business has launched,



Our mission is to build equity and influence for the disadvantaged and their allies through entrepreneurship."



VALECIA 'DR. V' BROOKS DUNBAR
CEO Full ConfidenceRX (FCRX)

CBTAC CASE SUMMARY

The Center for Confidence dba FullConfidenceRX/FCRX delivers business technical assistance to individuals with disabilities seeking self employment.



CLIENT PROFILE

Needs Summary

- Business Vision Clarity
- Financial Projections & Outlays
- Target Client List
- Initial SWOT
- Action Plan Takeaways

Benefits Received

- Concept Clarity
- Start Up Estimate & Timeline
- Client Acquisition Approach
- Resources & Referrals.
- Accountability
- Business Mindset Shift



"We are proud to be a Florida CBTAC vendor to help vocational rehabilitation clients gain self-employment."

The excitement in their voices when we make the introductory call is priceless. We are here to help them gain equity and independence through entrepreneurship and can't imagine not seeing their journey to self employment through to the end"

VALECIA 'DR. V' BROOKS DUNBAR

CEO Full ConfidenceRX (FCRX)

NEEDS

In 2024, The Center for Confidence/Full ConfidenceRX (FCRX) received authorization to provide initial assessments and business concept development to five individuals with disabilities who are seeking self employment. Businesses needed clarity to ensure their capacity for business ownership was attainable and what category of essential resources could be identified.

OUTCOMES

Clients completed a needs assessment and individual development assessment to clarify business ideation and related operational activities. Following the session, the client receives an action plan to begin initial workflows.

Developing a structure for operations through activities mapping followed by a list of immediate actions to take proves beneficial to help the client develop behaviors and processes for managing a business. This creates a partnership with the CBTAC to be accountable to the initial steps towards self employment and the commitment to do the work necessary to business ownership.

RECOMMENDED SERVICES

CBTAC Technical Assistance Library

Easy access for CBTAC's to upload documents and create a workflow through on-demand workshops imbedded in the portal.

CBTAC Communications Portal

Community portal for past and current vendors to share best practices, insights, and referral opportunities to support clients.

Resource Event

Provide CBTAC with ongoing information and communication on internal and external resources to improve client engagement.