



Business Proof of Concept

- 1. What do you plan to sell?**
- 2. Who do you plan to sell it to?**
- 3. Who is your competition?**
- 4. Why will people want to buy from you instead of your competition?**
- 5. Have you done any surveys or asked questions of potential customers?**
- 6. What supplies and equipment will be necessary?**
- 7. Where will the business be located?**
- 8. What experience do you have?**
- 9. How do you plan to finance start-up?**
- 10. Is Vocational Rehabilitation involved?**
- 11. Do you understand how self employment will affect your benefits?**

Who will provide initial functions?

Function	Who will do it?	What is the cost?	Who is Paying?
General Management			
Market Research			
Business Planning			
Start-up Coordination			
Legal Advice			
Benefits Planning			