“Self-Employment with a Minimal Investment outlined the advantages and disadvantages of working for myself, so that I could make an informed decision.”
— Lisa Salinger

“The FCE is something we’ve needed for a long time. It’s a very encouraging environment for those of us who want to work but have encountered challenges.”
— Faith Cummings

“I see the FCE as a gathering place. As visually impaired business owners, we have special needs that sighted business owners don’t share. It’s great to be able to learn from others with the same experience.”
— Becky DeGeorge

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The Forsythe Center for Entrepreneurship (FCE), part of The Hadley School for the Blind’s Adult Continuing Education Program, is a business and technology initiative designed to assist individuals who are blind or visually impaired in achieving their career goals.

FCE courses and modules provide information, resources and networking opportunities that will enable students to advance in their careers or to successfully launch and grow their own business.

In addition, the Center provides computer training and relevant Social Security, tax, accounting, legal, marketing, management and communications information specific to the needs and concerns of blind or visually impaired individuals.

**STRUCTURE**
The FCE is practical, relevant and interactive, utilizing existing Hadley courses and newly developed, FCE-specific modules.

**FCE COURSES** are designed to improve students’ knowledge of starting a business and enhance business and technology skills for the workplace. Courses include:

- Self-Employment with a Minimal Investment
- Business Fundamentals
- Business Communications
- Business Writing
- Using Excel

**FCE MODULES** provide practical questions and exercises on how to start and operate a business. Subjects include:

- Market Research
- The Marketing Plan
- The Financial Plan
- The Business Plan
- Business Insurance
- Forms of Ownership
- Veterans Benefits
- Federal Government Benefits
- Obtaining Financing
- Networking Skills
- Networking with LinkedIn
- Using PowerPoint 2010

Family members who plan to be involved in a student’s business venture may enroll in select entrepreneurship courses.

**NETWORKING**
In addition, the FCE provides students with access to:

An **Email Discussion List** for business owners who want to network/share information about starting and running a business.

A **Business Directory** of visually impaired business owners and/or operators.

**Online webinars** covering topics of interest to business owners.

For more information, contact Tom Babinszki at 800-323-4238 or TomB@hadley.edu, or visit www.hadley.edu/FCE.