

## Here are some recommendations for returning service members who are looking for <u>entrepreneurial opportunities</u>:

**1. Develop a plan.** No one in the military would head into a conflict without a plan and a good idea of his or her strengths and weaknesses. Take the time to list likes and dislikes and then be honest about abilities and tolerance for enduring a challenge. Enlist help from someone – spouse, parent, sibling or best friend – so that you're not overlooking any blind spots.

2. Examine finances. How do bank account and assets square with a business plan? The VetFran program provides information about discounts and other resources that can help with a start on a financial plan. Check with the <u>Small Business Administration Office of Veterans Business Development</u> for the programs in which veterans can receive help.

**3. Take advantage of skills and experience.** Many qualities, such as leadership, are learned in the military. Think about how to put those into action in the business world in an industry that best fits background, skills and experiences.

**4. Network with colleagues.** Ask franchises to provide names of retired military personnel who have bought into their enterprises. Make the phone calls or send emails. There's nothing like a military veteran who will cut through the fancy phrases for an honest evaluation.

**5. Look to resources.** VetFran, a program developed by the International Franchise Association, can assist in many ways by helping to access franchise opportunities through training, financial assistance and industry support. Take a look at the <u>VetFran</u> list of more than 400 franchise partners – that will be a good starting place for matching skill set and passions with franchise possibilities.

## **About Home Instead Senior Care**

Founded in 1994 in Omaha by Lori and Paul Hogan, the <u>Home Instead Senior Care</u><sup>®</sup> network is the world's largest provider of non-medical in-home care services for seniors, with more than 950 independently owned and operated franchises providing in excess of 45 million hours of care throughout the United States, Canada, Japan, Portugal, Australia, New Zealand, Ireland, the United Kingdom, Taiwan, Switzerland, Germany, South Korea, Finland, Austria, Italy and Puerto Rico. Local Home Instead Senior Care offices employ more than 65,000 CAREGivers<sup>5M</sup> worldwide who provide basic support services – assistance with activities of daily living (ADLs), personal care, medication reminders, meal preparation, light housekeeping, errands, incidental transportation and shopping – which enable seniors to live safely and comfortably in their own homes for as long as possible. At Home Instead Senior Care, it's relationship before task, while continuing to provide superior quality service that enhances the lives of seniors everywhere.