

INSPIRING OTHERS

Another of my goals was to find more opportunities to do public speaking. This year I was granted five opportunities to present. Each event provided its own unique audience and theme, so I tailored each presentation to its event.

The **ISAAC** (International Society for Argumentative & Alternative Communication) **Conference** in Barcelona, Spain was especially exciting, as I was presenting to an international audience. I did a showing of my DVD, Dare 2 Dream, and then, to celebrate the 20th anniversary of the Americans with Disabilities Act, I showed a short video about my experience in supporting its passing and what it means to me.

At the **2010 National Self-Advocacy Conference (SABE)**, I participated in a Poster Session in which I displayed a poster of the information from my Micro-Enterprising. It gave me a chance to inspire others by answering their questions and showing them the steps I'd taken.

Another unique event I was able to speak at was the **Administration on Developmental Disabilities Envisioning the Future Summit Series** in Denver. This was an opportunity for self-advocates, families and professionals to let the government know what the administration needed to do to meet the needs of those with developmental disabilities, their families and the staff that serve them. It was a very moving day - I heard testimony on budget cuts that were affecting everyone from teachers to direct-care staff to preschoolers who were losing access to early intervention programs. My own testimony centered on asking that they provide funding and support to self-advocates who wished to start businesses or get trained for jobs.

At **TASH 2010**, I both exhibited and presented. I presented as part of a panel of Self-Advocates with their own businesses. It was a great mix of entrepreneurs - myself in retail sales, an artist who sells his artwork on greeting cards and other merchandise, another gentleman who runs a service business and a very inspirational young man who has found his niche reading to schoolchildren using his communication device. What a great session for self-advocates, their families and teachers!

One of the most exciting and well-received presentations I did was at **CalTASH 2011**. It was standing-room-only in there! I screened my DVD, Dare 2 Dream, and also my video on the Americans with Disabilities Act. The participants were very interested in both, and it ended with one of the most in-depth question-and-answer sessions I've ever done. I presented on the last day of this conference, and spreading the word about the screenings to the participants who came to my booth earlier in the conference really got people interested.



Presenting to a packed room at CalTASH 2011

The ANNUAL STATUS UPDATE Fiscal Year 2010-2011



ABILITYWEAR
PRODUCTS

The Milestones.
The Inspiration.
... and oh yeah - the Money.

Milestones

Money Talk\$

It's been quite a year for Dare 2 Dream!

The most important goal that I mentioned in my last Annual Status Update was my goal to use my experience to inspire others to follow their dreams.

The presentation that I designed last year and continued to present this fiscal year included step-by-step instructions on how to start your own Micro-Enterprise. I've spoken to many self-advocates at the events I've attended about how to go about starting their own businesses. In late 2009, I had a very important conversation with the director



Exhibit booth at the TASH Conference in December 2010

of exhibits at **TASH**, one of the biggest conferences I've exhibited, about their booth rental prices for Micro-Enterprises. The information I gave her inspired the organization to lower the booth rental fees for self-advocates with their own businesses - and at **TASH 2010** there were FOUR Micro-Enterprise booths run by self-advocates because the booth rental fees had gone down! That made for some competition in the marketplace, but it was so awesome to see my peers taking the opportunity to get out there and follow their dreams!

I'm proud to announce that this fiscal year has brought Dare 2 Dream to a new level of financial independence. By deciding not to exhibit at conferences with high booth rental fees, I've been able to save money. As a result, Dare 2 Dream is operating primarily on its own funds. The company is paying its own booth rental fees without borrowing from any other sources, paying for new merchandise orders with its own funds and has agreed on and begun to implement a repayment plan for seed-money loans received in the 2009-10 fiscal year. I'm thrilled about this achievement! While my primary purpose is to spread inspiration, there's a lot of self-confidence to be earned by self-support.

In the coming year, I plan to continue my efforts to get the business standing on its own two feet and to keep spreading the inspiration!

SPOILER ALERT!

Be on the look-out for a new, original product from Dare 2 Dream - a product to help AAC Users with a common frustration! Hoping to unveil it by 2012!

Peace,

RYAN

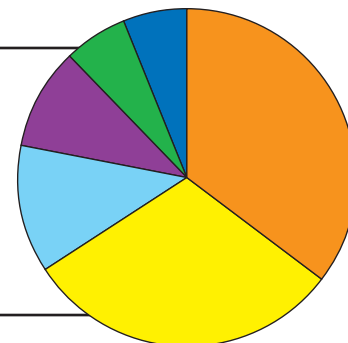


This year I exhibited my merchandise at five venues. I'd exhibited at four of them before, but there were major changes in the way many of them handled Micro-Enterprise exhibits - a welcome change, and one that will allow many more self-advocates to grow their businesses.

Revenue Sources Breakdown

CalTASH - \$518.00
TASH - \$444.00
Lewiston Peddler's Faire - \$180.00
People First of CA Statewide - \$142.00
Supported Life Conference 2010 - \$88.00
Website Sales - \$88.00

Total Sales: \$1460.00



At the **Supported Life Conference 2010**, I exhibited at the Information Faire. Everyone had fun, and I must say, I did quite well in sales with only three hours to exhibit!

TASH 2010 was a great success. Since they reduced their booth rental fee for Micro-Enterprises, I covered my booth rent and then some. It was a great pleasure to meet the other self-advocates with businesses of their own. There was a great selection of unique products for customers.

CalTASH 2011 was an even greater success. We re-vamped the look of the booth with some new display racks and drew in a lot of attention and sales. Many of my booth customers even attended my presentation on the last day.

The **Lewiston Peddlers' Faire** is a time-honored event in the small mountain town my father lives in and is attended by people from all walks of life. What a great opportunity to spread inspiration and awareness! And, although it poured rain for the entire day Dare 2 Dream brought in almost as much as it did last year when the sun was shining.

I've attended the **People First of California Statewide Conference** for many years, and even presented there a few times - but this year they introduced the **Micro-Enterprise Marketplace**, a venue where self-advocates could sell their merchandise and spread their messages. Meeting my peers with their own businesses was quite an inspiration, and I hope they continue the Marketplace for many years to come

All in all, it was a great year for merchandise. Dare 2 Dream didn't bring in as much money as last year, but it certainly spent a lot less - so there was actually room to make some money!

(Over for Public Speaking Report)