

Read this before investing in a
new business startup

10 Essential Characteristics of a Successful Startup

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By

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Introduction

You will not find the following information anywhere else on the Internet!

With more than thirty-five years of business experience in several industries, I've learned what it takes to recognize a viable business concept when I see it. I have developed a unique and easy method of assessing a new business startup that will assure your success, regardless of the industry or business entity you choose.

My approach does not require any special skills. However, it does require common sense and the ability to evaluate a business concept free of emotion or bias.

It may be that you have already determined what startup you want to launch. It's equally possible that you have no idea what business you would like to start. Most new entrepreneurs wisely consider their personal interests, background, and financial goals in making this determination. Unfortunately, even this logical approach cannot determine the quality of the business concept you choose.

It may be the case that the startup you have in mind is something that interests you. However, financial success and personal interest do not always coincide. Keep in mind that you are entering a business to make money, not to entertain yourself. Yes, in a perfect world, combining these two characteristics would be wonderful. Unfortunately, we live in a less-than-perfect world.

The success of a new enterprise must be determined by its ability to make you money with the least amount of effort. The startup should also have reasonable entry costs and can be adjusted to fit your lifestyle and personal objectives. Picking a particular industry or business type cannot always determine if the startup is proper for you.

However, there is a way to assess any business startup and determine if it is the right fit for your personal goals. Instead of

focusing on a particular kind of business to start, consider the benefits the startup provides. By reviewing the built-in beneficial characteristics of a startup, you are giving yourself an unbiased, real-world comparison to your goals and desires.

Nearly every source offering a new business startup will bombard you with unproven benefits. These sellers will claim outrageous potential earnings and visions of high-end real estate or expensive cars. Some will even offer glowing testimonials and snapshot bank statements showing impressive earnings. But, if you stop and contemplate these approaches, you will recognize that all of these approaches can be faked.

After many years of business experience, I have identified ten extraordinary benefits of a startup that cannot be faked. These ten beneficial characteristics are built into the fabric of a startup and can all but guarantee your success. Not that I qualified the word guarantee. No one can guarantee the success of any business. A new enterprise requires hard work, focus, perseverance, and determination. If a person is offering a startup claiming otherwise, it is probably a scam.

So, what are these ten beneficial characteristics of a new business startup? Before listing these characteristics, I want to acknowledge that there are other benefits that are also desirable. However, I have found that the ten characteristics I am about to share with you are profoundly powerful. If at least seven of these ten characteristics exist in any business startup you evaluate, you have probably found yourself a winner.

These beneficial characteristics of a startup are:

- Income Potential
- Marketability
- Hidden Qualification
- Background
- Certification
- Competition
- Online vs. offline
- Homebase Compatibility

Travel Reimbursement Expanding Industry

It is not enough to just list a handful of beneficial characteristics and call it fantastic. You must understand why these specific benefits can make a difference in your quest for business success. In the several following chapters, I will explain each Beneficial Characteristic and how it directly affects your chances for success.

Beneficial Characteristic One

Verifiable Income Potential

There are few subjects more important to a new startup owner than the potential income of the business. After all, a person starts a business to develop an independent source of income. Therefore, the first benefit to consider in a startup is income potential. To properly assess income potential, there must exist an independent method of verification.

Let's face it, most business startups offered on the Internet are pathetic or worse. Sadly, I am only referring to the legitimate ones. What is most disappointing to many new entrepreneurs is the lack of transparency regarding income potential.

It is not unusual for a business opportunity to make fantastic claims about potential income. But the reality of this all-important benefit somehow never comes close to realization in the real world. This problem is called income hype!

If this has happened to you, you are not alone. Income hype is a huge problem experienced with most business startups. While all legitimate startups require focus and hard work, it is not unfair for an investor to expect at least minimal income results.

Example Industry

In this text, I'm going to use a startup called Social Security disability advocacy as my primary example. I'm using this industry because it is one of the few startups that contain all ten of our essential characteristics for business success.

Intrinsic Income Structure

The best startups have an intrinsic income structure. That is, the amount of income you earn is built into the opportunity. This characteristic makes it easy to verify a startup's income potential.

An example of such a structure can be seen in the field of Social Security disability advocacy, also known as non-attorney representation.

A disability advocate represents those applying for Social Security disability benefits. The fees associated with non-attorney representation are built-in and guaranteed in this service. The maximum fee paid to an advocate is \$6000 per case. This maximum fee is verifiable via the Code of Federal Regulations. You can access this code on the Internet.

Please be advised that not all cases will pay the maximum fee of \$6000. Our experience shows that only about fifteen percent of cases will pay the maximum fee. Over the past decade, the average fee for our students has ranged from \$2400 to \$3800 per case. While these fees are less than the \$6000 maximum, they remain highly attractive. This generous fee level will easily enable you to operate a successful advocacy service from home or office.

But there's more. Within our unique disability advocate training program, we will also show you how to earn additional income from this incredible skill. When you invest in the field of disability representation, you can be assured that the income potential is there.

Beneficial Characteristic Two

Marketability Index

Many startups ignore or hide what it really takes to market the opportunity. Marketability refers to the amount of time and capital it takes to market a startup's products or services.

For instance, we know that the proper marketing of a disability advocacy service is critical to your success in this field. But what is required for a successful marketing campaign?

One of the major problems with most business startups is that they have few viable ways of being marketed to the general public. A disability advocacy service is an exception to this rule.

Marketing a business opportunity of any type can be challenging. Most startup opportunities provide vague marketing approaches that do not attract the best customers for the product offered. Fortunately, marketing a disability advocacy service is logical and straightforward.

There are people just like you, struggling daily to expose their products or services to the public. Many of them do not realize that business marketing has changed dramatically with the advent of the Internet.

The Internet is now the most used and most effective approach to marketing just about every product and service offered in this nation. The surprise is that this is no different for disability representation.

Our exclusive disability advocate training program will provide you with detailed, step-by-step instructions on how to market your service. But what is the core marketing approach used on the Internet for an advocacy service?

What few new entrepreneurs understand is that the Internet is, in reality, a monopoly controlled by a few large players. As a startup, you have little choice but to play along if you want your business to

prosper. While this monopoly control may change, I do not see it happening soon.

The answer to marketing an advocacy service is a concise, logical explanation of your service, coupled with a solid SEO campaign. This approach will require a properly constructed search engine optimized website, a little bit of focused platform marketing, and an email marketing structure. These combined online systems are inexpensive and will enable you to build a lasting disability advocacy service.

In disability representation, there are also a number of free or very inexpensive local marketing approaches taught in our course. While some of these approaches may seem primitive, they still work.

When you consider the full range of available marketing approaches and costs, disability advocacy proves to have a high marketability index.

Beneficial Characteristic Three

Hidden Access Restrictions

What good is a tremendous-sounding startup if you can't easily or legally access the industry? Many new entrepreneurs are blindsided when they discover that it is all but impossible to enter their newfound industry. Many business opportunities sound great until you find out that there are qualifications, or licensing barriers, that are too difficult or expensive to overcome.

One of the significant problems with some business startups is that they have hidden qualifications that can prevent your access to the industry.

Has this ever happened to you?

You've just paid your hard earned money for what appears to be a great business startup. You trained and followed all the instructions only to learn that you do not qualify to enter the field. This problem occurs a lot more often than you might think.

Restrictions to industry access are not an isolated problem. I've discovered that four in ten industries have hidden restrictions that can cost you thousands of dollars to overcome. These qualification restrictions can range from expensive licensing, staff safety requirements, and even specific types of required equipment.

Know that you are not alone in facing these access barriers. To avoid this problem, you should take a moment to determine the exact access requirements for any startup you are considering. If the source offering the startup is not entirely transparent on this issue, seek a different startup.

The Social Security Administration has laid out the specific qualifications needed to practice as a non-attorney representative. These qualifications are:

No felony convictions.

Be of good character.
SSA did not previously restrict you from practicing.
Possess the knowledge needed to render a valuable service.
Minimum High School Diploma.

Felony Conviction

The first of these advocate qualifications, concerning felony convictions, speaks for itself. However, if you are a felon but have served your obligation to society, you can request an exception from Social Security. SSA will consider the type of crime you committed before making their decision. Non-violent crimes are usually given exceptions with no further limitations to access.

Good Character

Being of good character is a subjective qualification. It refers to your honesty and decency when working with potentially vulnerable populations. Most of us would have no problem meeting this qualification.

Restricted by SSA

If Social Security previously restricted you from practicing as a disability advocate, your chances of being reinstated are fair at best. In this case, your reinstatement will depend upon the nature of the violation that caused your suspension.

Knowledge of the Disability Process

The final qualification is perhaps the most important. Social Security requires that you have the basic knowledge needed to render valuable service to your clients. What does this mean? You must understand the disability process enough to win a variety of different types of disability cases.

The good news on the knowledge issue is that you can train to meet this qualification. Disability Associates provides comprehensive training in this field that will enable you to represent almost any disability claims on three adjudicative levels successfully. And that's not all!

Disability advocacy is also available in all fifty states, including Guam, Puerto Rico, the Virgin Islands, and in all American protectorates. It doesn't get any more accessible than this!

Beneficial Characteristic Four

Background Compatibility

When reviewing a startup, try to avoid those that tell you that your background doesn't matter.

A person's employment, background (experiences), and education play a vital role in most business opportunities. The same is valid for a disability advocacy service. The Social Security Administration has made it possible for almost anyone to enter this field. But in so many ways, a person's background and education are determining factors for success.

After more than thirty-five years of training advocates, Disability Associates has discovered that some backgrounds are exceptionally compatible with disability representation.

While there are successful advocates with just primary education, most have degrees or professional work experience. The good news is that Social Security does not discriminate against those who do not have degrees in higher education.

However, the evidence shows that those with degrees or who have some type of professional background tend to enjoy more success in this service. The following is a list of backgrounds that tend to do exceptionally well as disability advocates. These backgrounds are:

- Legal
- Medical
- Human Services
- Administrative
- Technical
- Scientific
- Government
- Business
- Education and Training

Here is a quick overview of why each of the above areas of

experience enhances your chances for success in disability representation.

Legal: Those professionals with legal backgrounds tend to have above-average writing and argument creation skills. They also may have experience in client representation and informational research. These skill sets are invaluable assets for a disability advocate.

Medical: Those professionals with medical backgrounds tend to have above-average analytical skills. They may also be familiar with medical terminology and disease states. While none of these skills are required, they can be invaluable assets for a disability advocate.

Human Service: Social Workers, community activists, and those who represent the interest of others tend to be outstanding disability advocates. Their inherent people skills promote trust, which is the most valuable asset of a disability advocate.

Administrative: Those with managerial skills tend to be highly organized. They also tend to have above-average attention to detail, which makes them highly effective at winning cases.

Technical Skills: Those with tech skills tend to excel at the marketing of a disability advocacy service. Their skills enable them to efficiently attract more customers, which almost always results in greater financial success. Keep in mind that high-quality marketing techniques can be learned no matter what field you enter.

Scientific: Scientists of all types tend to be highly intelligent and possess an expansive level of scientific knowledge. This characteristic enables a scientist to adapt to the requirements of disability representation quickly.

Government: having experience dealing with government agencies and culture can go a long way in disability representation. These individuals tend to interact comfortably with Social Security staff, giving them a tremendous advantage over others in this field.

Business: If you are an experienced business owner, you are already halfway to success in disability advocacy from the start. Knowing how to run a business properly provides a fundamental advantage that would enable faster growth and expansion of a service.

Educators: Educators and Trainers make fantastic disability advocates. Their tendency to absorb knowledge quickly enables them to adapt to the requirements of disability representation quickly. Educators are also more likely to provide helpful information to their clients, which can greatly enhance their reputation.

You can break down each field above into a host of backgrounds and experiences. Each of the above professions contributes its strengths to an advocacy service, making it easier to succeed. But what about a degree?

Social Security considers it a plus if you hold a degree in any area of study. However, having a degree as a disability representative is the primary advantage it provides when it is time for certification. I'll explain this advantage in the next segment. Keep in mind the importance of your background when considering a new startup. Ask yourself if your background might enhance your ability to succeed. If the answer is yes, go for it!

Beneficial Characteristic Five

Industry Certification

One of the most powerful aspects of any business opportunity is the availability of industry certification. Nothing speaks to credibility more than certification. If an industry does not offer any form of certification, you've got to wonder if it is a valid opportunity.

Certification in disability representation does not happen automatically. Becoming a certified advocate is entirely optional and is not required to practice in this field. However, certification is a privilege that is well worth having.

Disability Advocacy has existed for more than forty years. However, few had ever heard of it. Even fewer had ever heard of non-attorney disability representation. I discovered this service buried deep within the code of Federal Regulation. When I began my service, there was no industry certification available for advocates.

Certification is relatively new and has only been officially available to a non-attorney representative for six or so years. However, in the short time that certification has existed, it has completely transformed the field of disability representation. So, what is advocate certification?

Non-attorney disability advocate certification is also known as direct-pay certification. Those who qualify have their fees paid to them directly from Social Security, just like an attorney. This privilege eliminates the client billing process and significantly reduces the advocate's workload.

Why is certification important? While the billing process for advocates is not particularly difficult, removing this chore adds more time to take on more cases. More cases result in higher income, which is why most people enter this field in the first place.

Certification also brings more credibility to a non-attorney representational service, increasing public trust in their ability to

win. Certification is also proof that disability advocacy is no fly-by-night business startup. So, how does one become certified?

Social Security has created a tiered structure for acquiring certification. The certification eligibility process is based on both education and experience. If you have a degree in any field, you can sit for the certification examination at any time you desire.

However, if you do not have a degree, Social Security requires that you have at least two years of practical experience. This experience requirement for certification makes it clear that you can practice without being certified. This is an important point for those who wish to enter this field but do not have a degree.

You must pass the certification examination with a score of 70% or better. As is true with almost all professional services, you will be required to take occasional continuing education classes to keep your accreditation.

Our training programs prepare you for certification by providing the essential information needed to pass this vital test. If you would like to more about our training, visit our website at www.ssaahelp.com.

The critical point of this chapter is that the availability of industry certification guarantees that you are not investing in a scam or fly-by-knight startup.

Beneficial Characteristic Six

Startup Competition

If a startup you are considering is reluctant to discuss your potential competition, think again before investing. Before entering any new business, a wise entrepreneur must consider both the size and scope of the competition. In disability advocacy, most new advocates are concerned about attorney competition. This segment will explain why you shouldn't be concerned about attorney competition or anyone else.

It is both reasonable and prudent for non-attorney representatives to be concerned about competition. This is especially true concerning attorneys. Attorneys run T.V. ads in virtually every city in America, claiming that they can win a client's Social Security disability benefits. In most cases, they can.

However, some attorneys have done themselves and this industry an incredible disservice. Their disservice has created an incredible opportunity for disability advocates that Disability Associates has been exploiting for years.

But, before we discuss the shortcomings of attorney representation of a Social Security disability claim, I'd like to list and explain our advantages. The first advantage disability advocates have is:

Low Number of Non-attorneys.

Non-attorney disability representation for Social Security claims has existed for four decades. In a previous segment, I explained how I discovered this service and why I began offering it to the general public.

Despite the age of this service and access to training, few people understand the benefits of this opportunity. They assume that attorneys rule this industry, and they are afraid to tread on their territory. This fear of attorneys has kept the number of non-attorney representatives relatively low. But all this is rapidly changing due to

the next benefit afforded to non-attorneys.

Advocate Certification.

We have already explained advocate certification. What is important to note is how certification has affected the industry. Advocate certification has placed non-attorney representation on an equal plane with attorneys. Both types of representatives can freely practice, and both are now paid directly from Social Security.

We in this industry fought for years to acquire this direct-pay privilege. Certification has transformed the industry and represents a powerful incentive for non-attorneys to enter this field. But there's more!

Attorneys Unseen Tricks.

Most attorneys in the field of Social Security disability advocacy do not specialize in this service. Put another way; most attorneys have other more lucrative concerns that make them place social security representation on the back burner.

Disability advocates do not use this unfocused approach! Non-attorney representatives specialize in this field. In most cases, this is the only service they offer. This level of focus has resulted in a case win rate equal to or exceeding many attorneys.

Some attorneys will also refuse to accept a case until it is on appeal. This approach makes it easier to represent the case but harder to win it. A properly trained disability advocate knows that the mistakes made at the initial case level can doom the case. Therefore, non-attorney representatives will accept viable cases on the initial level. This approach enables the advocate to avoid common errors in case development that can cause a later denial of benefits.

Some attorneys also engage in a process we call fee padding. That is, they will sit on a case for months, even years. The longer a

case sits, the greater the back benefits paid by Social Security upon allowance. If the back benefits are greater, so is the attorney's fee. Disability Associates shuns this approach, which has resulted in the next significant advantage we have over attorneys.

Speed of Case Processing.

Our disability advocates do not practice fee padding. We recommend that our students accept cases at the initial application level if appropriate. The result of this approach does slightly lower an advocate's fee. However, our small sacrifice results in clients receiving their benefits faster. Our policy strengthens the credibility of advocates, speeds up case processing, and lowers the fee paid by the claimant. All of this also results in more claimants choosing advocates over attorneys. There's more!

Attorney Cooperation.

Our approach to attorney competition is non-confrontational. We don't want to hurt attorneys or their reputations. We teach our students how to work with attorneys, which often results in additional income for both.

The key takeaway from this segment is that you need to explore your competition when entering a new business startup. If a startup tries to avoid this conversation or gloss over it, seek another startup.

Beneficial Characteristic Seven

Online vs. offline Startups

There are critically important differences between an online and offline business startup. I'll discuss the advantages and disadvantages of online, offline services using disability representation as our example.

The Social Security disability process use to be an offline business. In the last five years, that has completely changed, with most of the process now performed online. This functional evolution of the disability process has made life much easier for practicing disability advocates.

The following is a list of subtle benefits that have resulted from this migration to the Internet.

- a) Limited direct customer contact.
- b) Digital customer communication.
- c) Online applications.
- d) Electronic Record Exchange.
- e) No more trips to the SSA Office.
- f) Faster case decisions.

Let's start our discussion with limited need for Direct Customer Contact.

While the trend of online processing of disability claims began several years ago, it grew exponentially during the pandemic. During this period, Social Security was forced to use the Internet as an alternative to the traditional, in-office approach as a safety precaution. This unexpected quarantine period enabled SSA to perfect its remote application process. For the most part, remote case processing worked so well that I strongly doubt things will ever be the same again.

Not only did remote case processing speed up the disability process, but it also reduced the need for face-to-face contact with clients. Social Security and Disability advocates no longer need to

meet with clients to process claims. Not only does remote case processing save time and money, but it also makes the service an ideal home-based business.

Digital Customer Communication

In the old days, all customer communication was done by phone and snail-mail. The Internet and the pandemic have changed all that. Digital communication with customers is now performed by phone, email, or online meetings. These approaches save time and bring greater efficiency to the disability process.

Online Application

Not long ago, an advocate would need to schedule a face-to-face interview to collect personal data from a customer. The interview process was performed by phone, snail-mail, or via a face-to-face interview at the Social Security office. The phone interview and online application have replaced this inefficient face-to-face approach.

The Social Security application process can now be initiated online via the SSA website. Even if the client does not have a computer, their advocate does. The application can be inputted by the advocate, cutting days off the application process. This brings us to another improvement in the disability process, the request and exchange of medical documentation.

Electronic Record Exchange

One of the primary duties for both SSA employees and the disability advocate is requesting a client's medical documentation. This request process is the most time-consuming chore within the disability process. But, with online case processing, this burden has been dramatically reduced, making the advocate's job much more manageable.

With an online application, the advocate informs Social Security of what client medical data is available. This approach allows SSA to acquire the materials, freeing the advocate from this responsibility.

If the client or advocate already has a copy of the medical data, this information can be uploaded and delivered directly to SSA via Social Security's electronic records system. The physical responsibilities of a disability advocate are declining due to Internet case processing, but the fees paid to the advocate are not. I'd call this a win-win situation.

No More Trips to SSA Office

I can't remember the last time I had to drive to the Social Security office to process a claim. The decline in the need to personally appear at the SSA office saves an enormous amount of time. The less you invest in local travel when processing a claim, the more profit you enjoy from the fee.

Faster Case Decisions

Social Security has implemented several new processes that speed up a disability decision. The faster a decision is rendered, the faster both you and the claimant are paid. The speed factor makes clients extremely happy.

One of these expediting changes is SSA's ability to process cases from the district office. Before, cases would sit idle at the district office for weeks before being sent to the disability examiners for processing. Cases had to be assigned to an examiner according to their current caseload. If cases were backed up, they would sit idle before being assigned, adding more time to a case. This singular change DO processing change can cut weeks, even months, off the time it takes to complete a disability claim.

As you can see, disability advocacy continues to get easier over time. Advocate case processing is now faster and more efficient than ever. What's even better is that despite the changes, the service still pays the same generous fee.

The primary point of this segment is for the business seeker to note if a startup is mostly online or off. While there is nothing wrong with an offline business, the future belongs to the Internet.

Beneficial Characteristic Eight

Homebase Compatibility

The next significant benefit associated with a successful business startup is its ability to be operated from home. Again, we'll use disability advocacy as an example. Our previous segment addressed the Social Security Administration's efforts to move the disability process online. These case processing changes are making working from home much easier for professional disability advocates.

Here is a list of the benefits derived from offering disability representation from home:

- Increased Productivity.
- Decreased Operational Overhead.
- Improved Safety.
- Set Your Own Schedule.
- Stress Reduction.
- Customized Workspace.
- No Commuting.

Let's begin our discussion with Increased productivity.

The process of representing a disability case requires that you input data, review records, communicate with clients, exchange data with Social Security, and write case arguments. All of these processes can be performed more efficiently in an environment with fewer distractions. A home office with fewer social interruptions is a perfect environment for an advocacy service of any type.

Decreased Office Overhead

A business operated from a home office allows the owner to save money in a variety of ways. For example, the home office owner can avoid high commercial rents, high utility costs, networked office equipment, and facility insurance premiums. Many of these

listed expenses can cost an owner thousands of dollars before receiving a dime in client fees.

Improved Personal Safety

Like it or not, we live in an age of social pandemics. These social pandemics can range from political turmoil to rampaging viruses. It was not so long ago when a disability advocate had to meet with every potential client. The advocate also needed to visit the Social Security office to apply on behalf of a client. These types of personal interactions are both dangerous and time-consuming.

Covid-19 has forced businesses to adapt to keep their workforce safe. A home office is a perfect solution because it limits interaction with both customers and staff.

Set Your Own Schedule

A formal office environment forces an employee to work on a prescribed schedule to accommodate customers or staff. A home office is a bit more flexible, enabling the operator to choose the hours they wish to work. Research has shown that control of the work schedule can reduce stress and increase operational productivity. Working from home can also improve the amount, and quality, of time, spent with family.

Stress Reduction

Uncontrolled ambient noise, a boss's presence, face-to-face staff, or client interaction can, and does, cause elevated stress.

Increased stress can interfere with the quality and quantity of work produced. A home office enables the operator to control these interactions, resulting in a less stressful work experience.

Customized Workspace

The ability to customize your workspace can also be a great stress reliever. Workplace research has shown that the ability to customize one's environment adds to productivity and personal comfort. Both these factors can lead to a more efficient advocacy service.

No More Commuting

Commuting from home to office and back again can be an aggravating, expensive, stressful, and even dangerous endeavor. Operating a disability advocacy service from home eliminates these issues. No commuting also reduces your costs and adds additional time to your workday.

This reduction in travel time can be used for rest or to increase productivity. Speaking of travel, in our next segment, we will review Social Security's travel reimbursement benefit for disability advocates.

The key takeaway from this segment is that an entrepreneur must consider the advantages built-in to a home-based startup. If the startup can be operated from home, it has a significantly higher chance of being successful.

Beneficial Characteristic Nine

Travel Reimbursement

Travel reimbursement is virtually unknown in most business startups. However, this benefit does exist in the field of Social Security disability advocacy. Reimbursement is far better than a tax write-off, and you'll soon learn why.

This segment will provide you with the Social Security rules associated with travel reimbursement. The SSA reimbursement rules can be found online in the Social Security Program Operations Manual, also called the Palm.

Common Circumstances Requiring Reimbursement.

When an advocate represents a case on appeal, the advocate, and the client, could be asked by SSA to attend a face-to-face hearing. With services like Zoom, these face-to-face requests are much less common. However, these requests do occur when representing out-of-state claims. If this happens, SSA will reimburse both the representative and the client, according to these guidelines.

The following fees are paid to the advocate directly from Social Security.

Travel expenses are reimbursed for travel exceeding 75 miles, one way, from residence or office to attend a disability hearing.

Reimbursement is limited to travel within the United States.

Generally, the agency requesting the travel will process the travel reimbursement fee.

Reimbursable travel expenses include ordinary public, private, and unusual costs due to special needs or circumstances.

Each individual's travel is determined separately.

Who may be Reimbursed?

Travel reimbursement can be paid to the SSA applicant, appointed representative, and necessary witnesses.

Reimbursement by the State

If the State agency reimburses an individual, reimbursement methods may follow that agency's rules and regulations, differing from one agency to another.

Areas Eligible for Reimbursement:

All fifty States.

District of Columbia.

The Virgin Islands.

Puerto Rico.

North Mariana Islands.

What are Ordinary Travel Expenses?

SSA will reimburse the cost of travel by the most economical and expeditious means of transportation available, appropriate to the individual's health. For example:

Common carriers such as airlines, rail, or buses

Privately owned vehicles

Commercially rented vehicles

Other special conveyances

Unusual travel expenses are defined as:

Ambulance services

Attendant services

Meals

Lodging

Taxicabs or similar services

Reasonably necessary witness:

A reasonably necessary witness is an individual whose presence is necessary for a fair hearing. The D-H-O determines if the presence of a witness is considered "reasonably necessary" for travel reimbursement purposes.

Reasonable Advance

An Advance means that you are paid for travel before it occurs. A Reasonable advance is any amount that does not exceed the price paid for travel.

Necessary Advance

Necessary advance means that without receipt of the advance payment before or on the hearing date, the beneficiary, representative, or witness would not have funds to travel to and from the hearing site.

What Travel Reimbursement Means to the Advocate

Travel reimbursement is an extremely rare benefit. Because it exists in disability advocacy, it gives the advocate practitioner an incredible advantage in expanding the service. Travel reimbursement enables an advocate to represent a case in all fifty states. This means that a successful local advocate can expand their service nationwide without incurring the costs of travel. This

saves the advocate thousands of dollars that can then be used to grow the business or improve the owner's lifestyle.

Beneficial Characteristic Ten

Expanding Industry

When considering a new business to start, it's good to make sure that the industry is adapting and expanding before investing.

In the nine previous segments in our series, we have attempted to explain the essential benefit characteristics of a successful business startup. These benefits will enable you to choose the right business to start and avoid scams. We have used disability advocacy as our primary example. The last important characteristic you should look for is growth potential.

An Expanding Industry

We have already discussed several of the adaptations made by Social Security in the field of disability representation. These adaptations confirm that this service is here to stay.

But, what about future expansion? There are several reasons for the positive growth of disability advocacy. These reasons include:

Ease of Access

Outstanding compensation

National Certification

Aging American Population

Background Compatibility

Growth of Community Organizations

Low Competition

The increasing public awareness of the disability program

The Future of Disability Advocacy

Each year, a half-million or more individuals apply for Social Security disability benefits. This new client growth does not include the additional half-million claimant's applying for benefits on appeal. With the aging of the American population, this upward

growth trend will not end for several decades to come.

Take Advantage of this Opportunity!

If you are an entrepreneur or a current business owner with a related service, you should seriously consider disability advocacy. This service is one of the most valuable skills you can develop, even if your goal only represents a limited number of cases. Keep in mind that eventually, half the population of the United States will at some point need this service.

Our Extensive Training Options

Disability Associates calls its packages business and training for a reason. We are the only training source in America that offers comprehensive advocacy training coupled with business, marketing, and operational instruction. Our courses cover every aspect of this service, ranging from basic case processing, certification preparation, marketing, and strategies for growth.

Social Security disability representation is also one of the few business startups with all ten critical benefits required for success. These benefits make disability advocacy one of the most significant business opportunities on the market today.

If you're seeking a realistic way of earning an outstanding income from home or office, look no further than the field of Social Security disability advocacy. If you would like to learn more about our products, services, and pricing, please visit our website at www.ssahelp.com. You can also contact us at 303-766-1111 Monday – Friday from 9:AM to 5: 30PM Mountain time.