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- All lines are muted and you will not hear any sound coming through your computer until the webinar begins

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Resource Mapping: A Strategy to Enhance Collaboration and Referrals

November 2, 2017
2:00 PM EDT

Welcome

Brittany Taylor

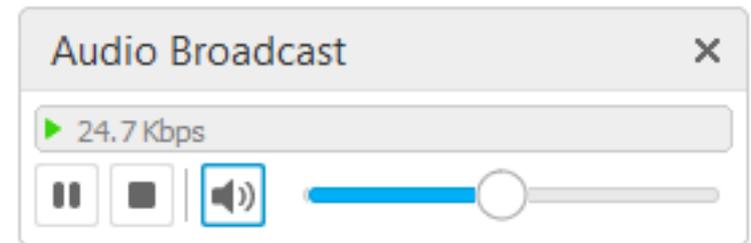
LEAD Center

National Disability Institute



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Speakers

Michael Klinger

Work Incentives Specialist, Grants & Special Programs
Virginia Department for Aging and Rehabilitative
Services

Elizabeth Jennings

LEAD Center
National Disability Institute



Career Pathways for Individuals with Disabilities (CPID)

- Virginia's Career Pathways for Individuals with Disabilities is funded through a federal grant from the U.S. Department of Education
- Led by DARS and DBVI to help Virginians with disabilities enhance their marketability in high-demand jobs
- CPID developed a pre-training program to prepare students for at WWRC employment including financial empowerment training

NATIONAL DISABILITY INSTITUTE

- The mission of National Disability Institute is to drive social impact to build a better economic future for people with disabilities and their families.



www.realeconomicimpact.org

LEAD CENTER MISSION

- ▶ To advance sustainable individual and systems level change that results in improved, competitive integrated employment and economic self-sufficiency outcomes for individuals across the spectrum of disability.

www.leadcenter.org



Agenda

- Review today's webinar objectives
- Overview of the Financial Capability Webinar Series
- Resource Mapping
 - Resource Mapping 101
 - Tools and resources
 - How does this fit into DARS service delivery system?

Today's Webinar Objectives

- Define resource mapping;
- View the larger picture of supports and resources that are available to help individuals improve their financial well-being; and
- Provide tools to help you identify key resources for completing a resource map specific to your community; and
- Learn about other resource mapping examples

Rehabilitation Act of 1973

- The purpose of the act is to:
“empower individuals with disabilities to maximize employment, ***economic self sufficiency***, independence, and inclusion and integration into society.”

How did we get here?

- Clients need additional services and community supports to maintain their employment once their VR case is closed
- Access to other community supports upon VR case closure reduces recidivism and duplication of services within the VR system
- Increases the client's likelihood of keeping their jobs, allowing them to build savings for the future

Financial Capability Webinar Series

- **PURPOSE:** Address a major barrier to work-lack of financial resources
- **GOAL:** Equip current WISA's, DARs/DVBI staff, and vendors with the education and resources necessary to build the financial capability of customers and maximize their potential for long-term employment success.

Throughout the webinar series, participants will learn how to:

- Better understand the financial lives of the customers they serve and the impact on their employment goals and job search,
- Shift a focus from employment as the goal to employment as a stepping-stone to economic self-sufficiency, and
- Connect customers to financial opportunities so they can capitalize on the economic self-sufficiency that can come from employment.

Save the Date!

- **Financial Health Assessment for Counseling and Guidance**
 - **December 7, 2017, 2:00-3:00 pm EST**
 - [Reserve your seat now](#)

WHAT IS RESOURCE MAPPING?

Resource Mapping

- Resource mapping offers a strategy that can help leverage a community and organization's capacity to serve individuals.
- Helps clients and their service providers identify community resources that can help clients work towards setting a goal and achieving the desired outcome.

Importance of Resource Mapping

- Important strategy in integrated services.
- Provides an opportunity for the blending and braiding of resources amongst a variety of organizations.
- Assists in identifying the gaps within the community to assist individuals build their financial well-being.

Importance of Resource Mapping

continued

- Enhances cross-collaboration between agencies working towards the same goal of economic self-sufficiency.
- Enhances referrals to other organizations that can assist an individual in achieving their goals
- Creates an opportunity for soft referrals vs. hard referrals

Soft Referral vs. Hard Referral

- **Soft referral** (soft hand off) – a referral with another organization that the counselor, case manager, or employment specialist has a key contact with at another organization to refer the individual to.
- **Hard referral** – a referral with another organization that the counselor, case manager or employment specialist has no contact with or relationship with when referring the individual.

Who should be engaged to complete a resource map?

- Case Managers, Employment Specialist, Financial Coaches
- Specific departments within an organization
- Organizations
- Coalitions/Workgroups
- Vocational Rehabilitation Counselors

HOW DO WE GET STARTED TO DO RESOURCE MAPPING?

Resource Mapping

- NDI has created a handout that assists organizations to complete a resource map for their areas.
- The handout will be distributed after the webinar with the recording and PowerPoint Presentation.

Resource Mapping Handout



Creating a Resource Map for Your Community

National Disability Institute focuses on 5 key strategies that are essential to building the financial well-being of persons with disabilities. The 5 key strategies are: Public Benefits and Work Supports, Employment, Free Tax Preparation & EITC, Financial Literacy & Coaching, and Asset Development.



There are a variety of resources and tools available for each of these 5 strategies. As practitioners, it is important that we identify resources and tools that support individuals and their financial well-being. Creating a Resource Map for your community will enhance those opportunities. To create a Resource Map for your community, follow the steps identified on the next pages.

Step One: In the boxes below list resources and tools for each strategy.

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development

5 Key Strategies to Financial Stability



Step 1: Identify resources and tools for each of the following strategies

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development

Step 1: Identify resources and tools for each of the following strategies

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development
<ul style="list-style-type: none"> ➤ SSI/SSDI ➤ SNAP ➤ Work Incentives Specialists 	<ul style="list-style-type: none"> ➤ Discovery ➤ Career Assessment 	<ul style="list-style-type: none"> ➤ VITA ➤ My Free Taxes 	<ul style="list-style-type: none"> ➤ FDIC Money Smart ➤ CFPB Your Money, Your Goals 	<ul style="list-style-type: none"> ➤ IDA ➤ ABLE Accounts

Step 2: Identify the resources and tools for each strategy that are currently offered by your organization

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development

Step 2: Identify the resources and tools for each strategy that are currently offered by your organization

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development
<ul style="list-style-type: none"> ➤ Ex. Benefits Counseling 	<ul style="list-style-type: none"> ➤ Ex. Job Coaching 	<ul style="list-style-type: none"> ➤ Ex. Connections to VITA sites 	<ul style="list-style-type: none"> ➤ Ex. Financial Empowerment trained WISAs 	<ul style="list-style-type: none"> ➤ Ex. Assistance with opening an ABLE account

Step 3: In the boxes below, identify providers in your community that support each strategy

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development

Step 3: In the boxes below, identify providers in your community that support each strategy

Public Benefits and Work Supports	Employment	Free Tax Preparation and EITC	Financial Education and Financial Coaching	Asset Development
<ul style="list-style-type: none"> ➤ WISAs 	<ul style="list-style-type: none"> ➤ DARS ➤ AJC ➤ DBVI 	<ul style="list-style-type: none"> ➤ VITA site ➤ United Way 	<ul style="list-style-type: none"> ➤ Cooperative Extension 	<ul style="list-style-type: none"> ➤ ABLE-Now

Final Step

- Analyze the gaps and begin to create a strategy to learn more about those organizations that you may not be familiar with.

RESOURCE MAPPING: EXAMPLES AND RESOURCES

Martinsville, Virginia

- Resource Guide is broken down into categories based on need (i.e. disability, crisis, employment, housing services, etc.)
- Developed by Virginia 2-1-1, the statewide Virginia referral network.
- Guide is specific to services available to Martinsville.

<http://www.councilofcommunityservices.com/wp-content/uploads/2014/10/Henry-County-City-of-Martinsville1.pdf>

Martinsville, VA

VITA Program Information

- Volunteer Income Tax Assistance (VITA) program has free tax preparation available in Martinsville for individuals making \$54,000 or under
- Locations throughout Henry County determined in November each year
- Individuals can call (276) 403-5976 for more information

<http://www.unitedwayofhcm.org/vita-program?q=vita-program>

Martinsville, VA

Other Resources

- Solutions That Empower People - VITA, IDA, Financial Ed
<http://www.stepincva.com/>
- Financial Literacy Seminars at the Martinsville Library
<http://www.martinsville.com/calendar.cfm>
- United Way/HOPE (Helping Others Progress Economically) Initiative - Money Management Mentoring Classes
<http://www.unitedwayofhcm.org/financial-stability-income>

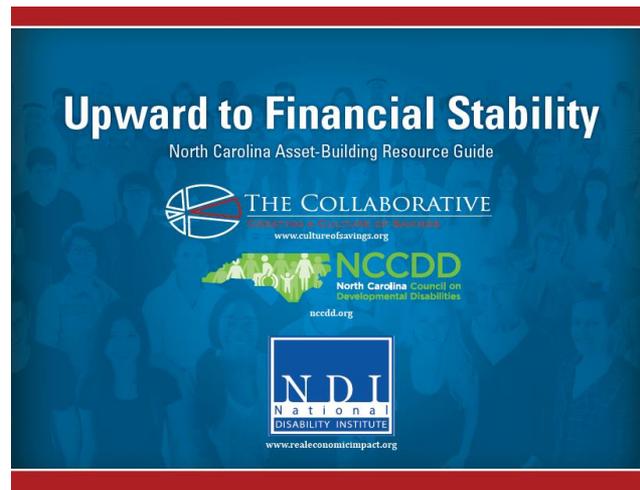
North Carolina

- The Collaborative is a statewide non-profit to promote strategies to build economic security for North Carolina families.
- In 2015, The Collaborative created with support from the North Carolina Council on Developmental Disabilities and National Disability Institute created a Resource Guide for North Carolina. This guide focuses on asset building resources that are available at the local, state and national level.

North Carolina

To view the Resource Guide, go to:

<http://cultureofsavings.org/wp-content/uploads/2016/04/2017-Resource-Guide-final.pdf>



Resource Mapping Tips

- It is important to do the resource mapping activity with your colleagues and/or other coalition members. This will provide diverse responses and identify other resources you may not be familiar with.
- Resource mapping takes time and is a work in progress to build the new relationships
- Creating new relationships is key and allows for soft referrals and the blending and braiding of resources.

QUESTIONS

Connect for More Information

- Contact Virginia DARS:
 - David Leon, David.Leon@dars.virginia.gov
 - Mike Klinger, Michael.Klinger@dars.virginia.gov
- Contact the LEAD Center:
 - Elizabeth Jennings, ejennings@ndi-inc.org
 - Brittany Taylor, btaylor@ndi-inc.org
- Join NDI's REI Network...
 - Free webinars and tools: <http://bit.ly/REI-Network>

Wrap Up and Thank you

- **Next webinar:** Financial Health Assessment for Counseling and Guidance, December 7, 2017, 2:00-3:00 pm EST. [Reserve your seat now](#)
- **Archive coming soon:** Financial Capability: The Missing Piece to the Employment Puzzle