



Highlighting Self-Employment Success Stories Across Indiana



Brian Kays



## BRIAN'S STORY

When you first meet Brian Kays, his infectious smile and warmth for what he has built and the people he serves is evident from the moment you enter his establishment. When asked what is the most satisfying part of owning his business, Brian says, "Everyday you feel like you're accomplishing your dreams; in some way, developing personal relationships and being part of a community."

Brian's business started many years ago when Vocational Rehabilitation (VR) helped him to open a bookstore in the late 1990's. His bookstore, in the heart of Connersville Indiana, ran smoothly for years. It was a successful business in its own right, but the book business had taken a dramatic hit with the advent of online retailers and e-book readers. A few years ago, Brian had the idea to revamp the business to match the current climate, and that is how *Brian's Bistro & More* began.

With the assistance of Vocational Rehabilitation, he was able to secure new funding to update the business interior to that of a trendy cafe restaurant. During the transition from bookstore to cafe, Portals was brought in to help provide additional small business support and insight. Regarding Portals, Brian said, "They told me that sometimes a business needs to be reinvented." About the process of working with VR on the self-employment program, "Be patient. It may take longer that what you want, but it is worth it. Also be open-minded to other people's opinions."

If you are inspired by the idea of starting your own business, or maybe you're a counselor that has a candidate you believe is a good fit for self-employment, please contact us. We would love to help, and are passionate about getting people the assistance they need to be more independent. [www.PortalsLLC.org](http://www.PortalsLLC.org)

## BRIAN'S BISTRO & MORE INFO



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[www.facebook.com/briansbistro47331/](http://www.facebook.com/briansbistro47331/)



**Services Include:**

- Full Service Menu
- Specialty Coffees
- Catering Service
- Party and Event Space



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- Brian Kays