

Reaching Out:

Creating meaningful value propositions for people
entrenched in homelessness

Agenda

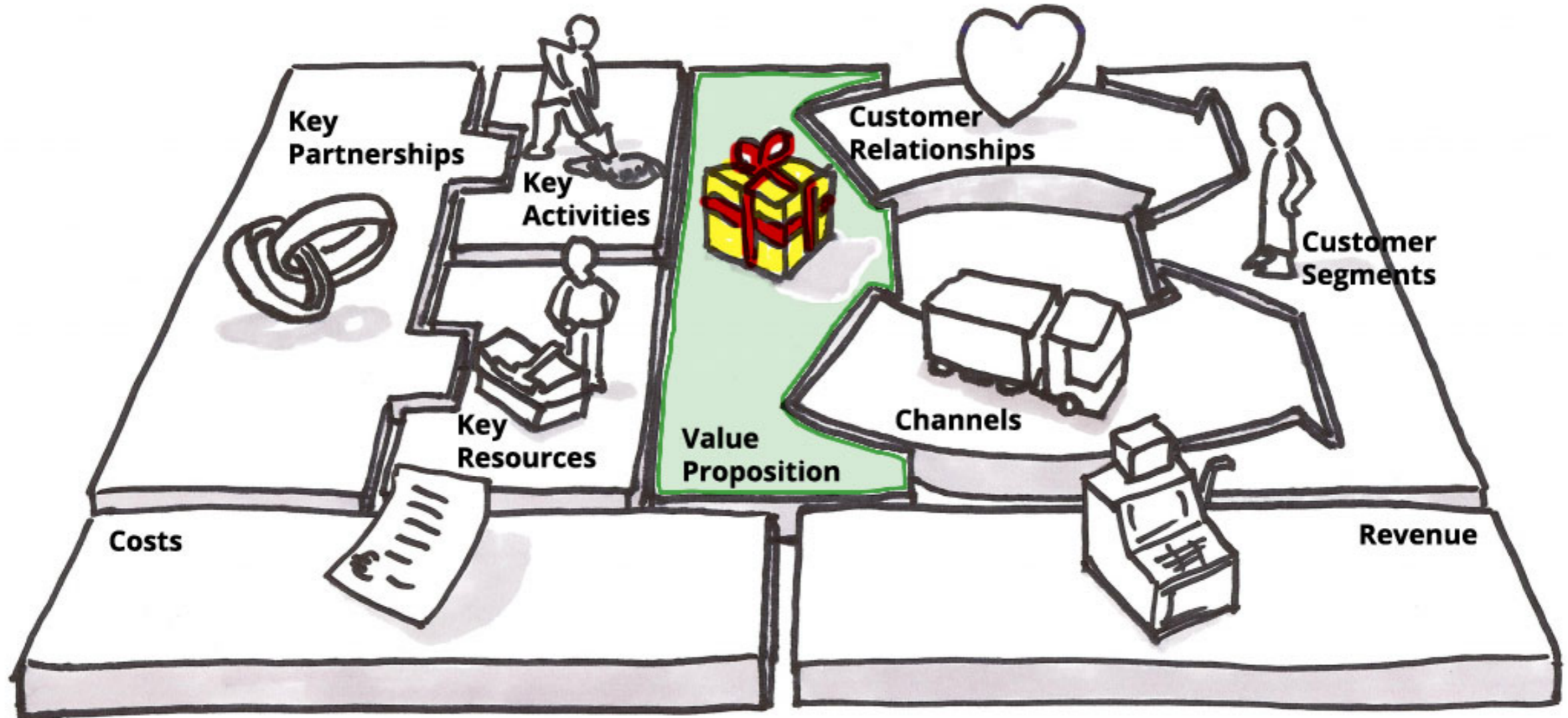
- Value Proposition and the BMG
- Characteristics of entrenched homelessness
- Value Proposition Dragon's Den
 - ★ Team assignments

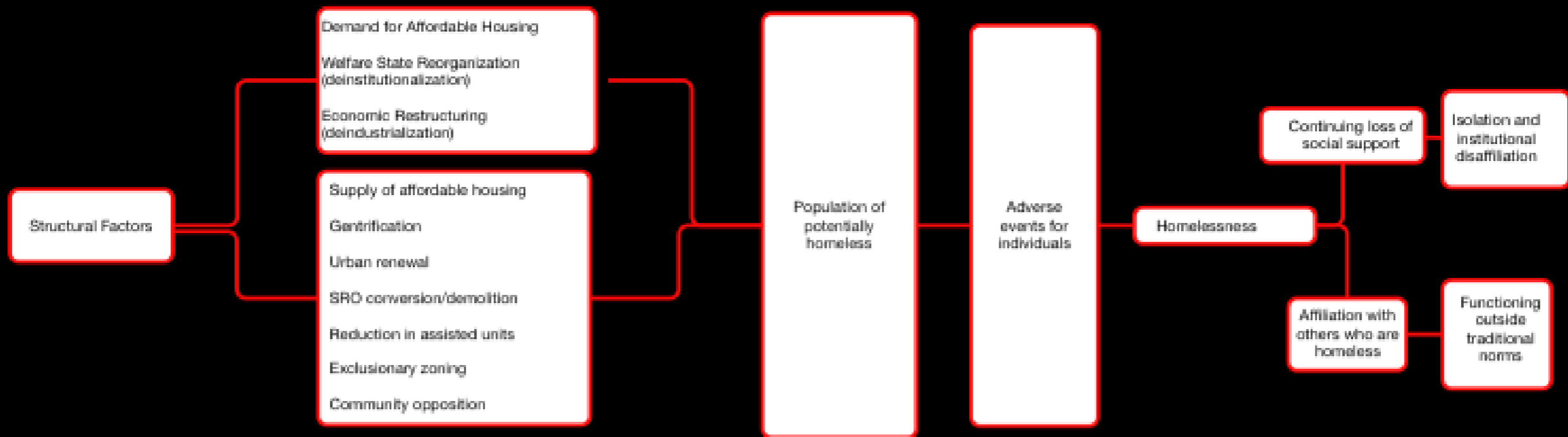
Break

- ★ Round Robin
- ★ Awards ceremony

The BMG

Reverse Engineer Your Business Model: **Value Proposition**



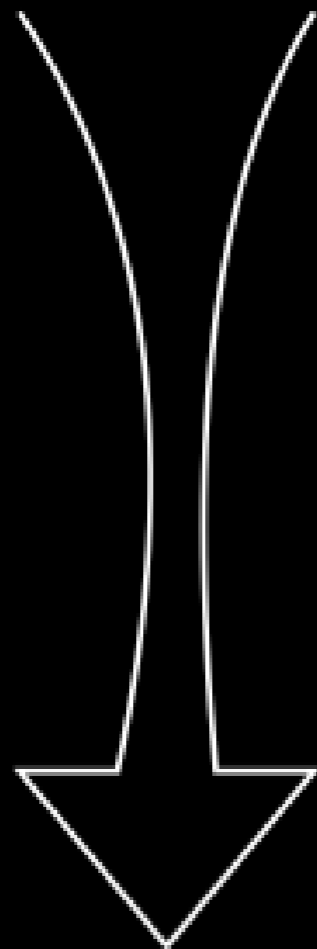


Duration of Homelessness

less than 6 weeks

6 weeks to 1 Year

More than 1 year



Stage One

Reatoration of Flexibility

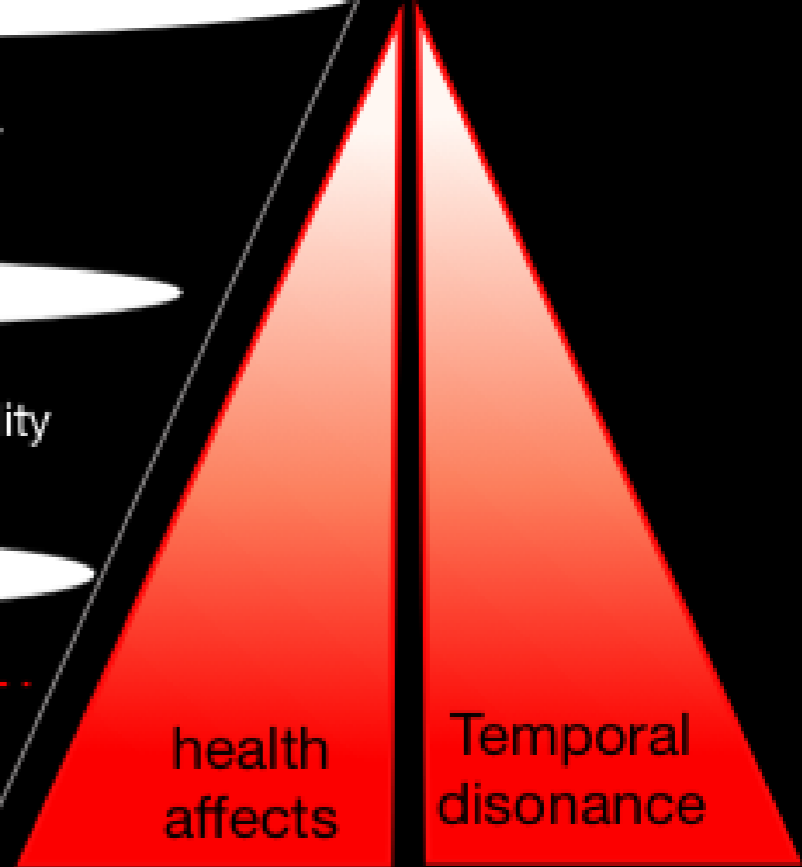
Stage Two

Permanent Loss of Flexibility

Stage Three

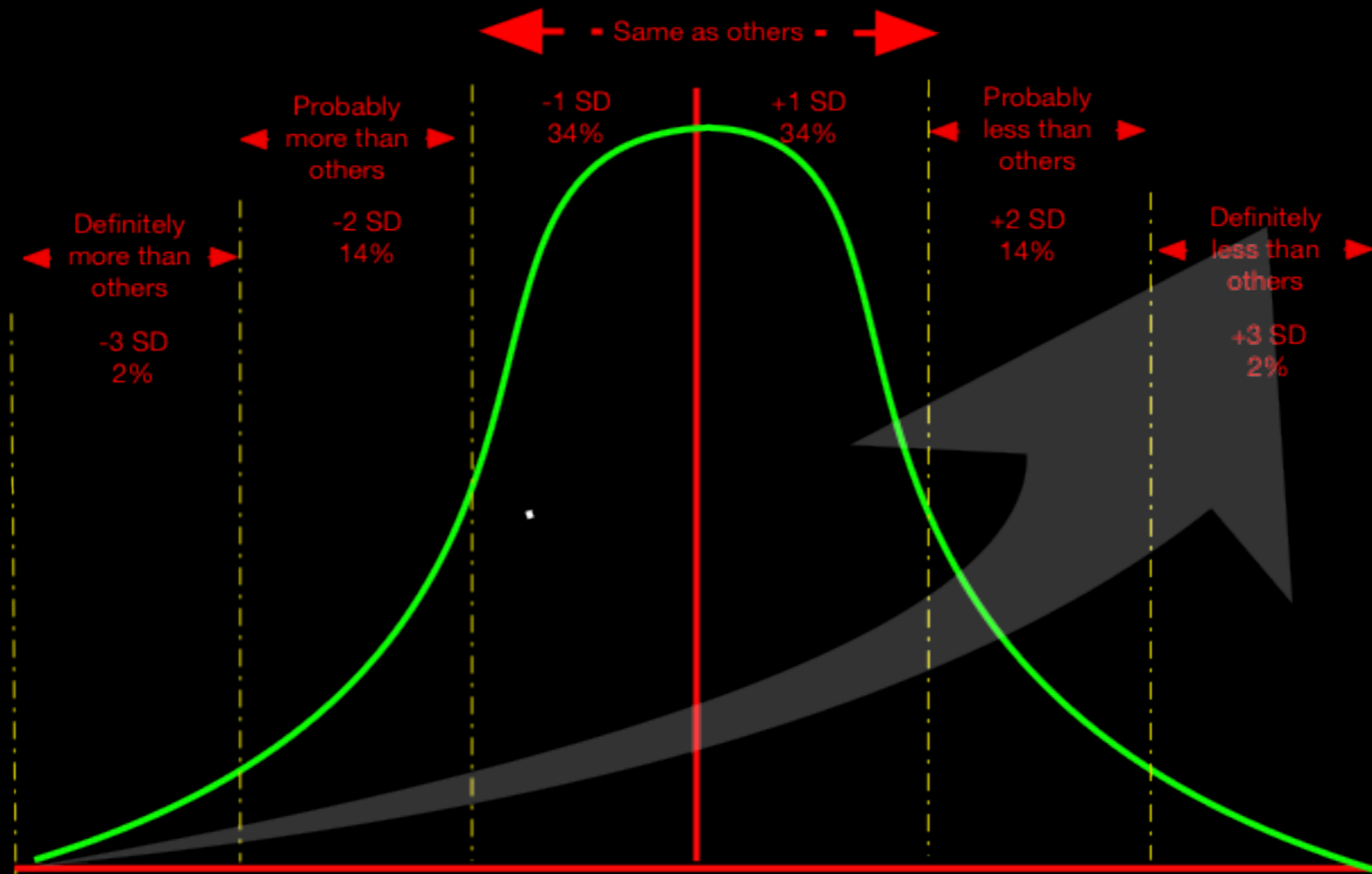
Presentism,
Disafiliation and
Entrenchment

Chronic
Homelessness



health
affects

Temporal
disonance



Characteristics of Person entrenched in homelessness

- Duration of homelessness usually > one year.
- Temporal signature has changed to a state of presentism (so overwhelmed with immediate tasks of staying alive that no wider perspective is possible).
- Health problems related to living outside are compounding.
- Cognitive function is temporarily impaired.
- Disaffiliation from institutions is occurring

Break

Dragons Den

- Judge selection
- Team selection (6 teams)
- Round 1-5
- The winner is...

	Team 1	Team2	Team3	Team4	Team5	Team 6
City 1						
City 2						
City 3						
City 4						
City 5						
City 6						
City 7						
Total						