**2106 Annual Member Meeting- Summary of Solutions from Beam Session**

Answering the questions:

* What do this zeitgeist and these trends mean to your organization – to CAMEO?
* What do you want more of?

1. We need research on new customers: focus groups, white paper on how to redesign services. Get foundation support for this?
2. Training for members’ staff on responding to needs of emerging self-employed (SE) & gig workers.
3. Educate funding sources on what needs to change and then obtain support for these outcomes.
4. Look at new ways to monetize what emerging SE need, e.g. SBA requires WBCs to provide “long term training”, but theses SE don’t want this; they prefer shorter sessions.
5. Change tracking criteria to reflect new realities, e.g. SE not creating wage jobs but rather income for other SEs. What are some new impact criteria?
6. CAMEO to help members know what the “gig economy” means. What do we call this New Era: Collaborative , Shareable, On Demand, Creator, Circular, Freelancer-- Economy? We need taxonomy to clarify this new, SE workforce trend.
7. Improve understanding of the connections between entrepreneurship, business ownership and economic empowerment, e.g. gig economy clients are lower income.
8. Re-frame entrepreneurship training to help new SE customers better understand their situation and be more sustainable. Identify training elements: collage careers, financial capability, support systems, access to markets, etc.
9. Recruit new groups for CAMEO membership (? Not sure what this means…)
10. Ask SE entrepreneurs what **they** need.
11. Re-designing training and TA to increase engagement