



# INCOME GENERATION FOR UNDOCUMENTED STUDENTS

STUDENT TRACK

Prepared By : Michelle Segura, MBA



**CAL POLY**

# PURPOSE

The purpose of this workshop is to empower undocumented students with the knowledge and skills needed to secure income streams while in college using an Individual Taxpayer Identification Number (ITIN). This workshop aims to equip participants with practical strategies for generating income now and laying the groundwork for future success.

# OUTCOMES

Participants will...

1. gain a comprehensive understanding of various income generation opportunities available to undocumented students,
2. learn about the importance and process of obtaining an Individual Taxpayer Identification Number (ITIN)
3. acquire practical strategies and tools for securing income streams while in college
4. develop skills to navigate financial challenges and build resilience in managing their finances as undocumented students, laying the groundwork for future financial success.





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***My goal is to uplift and empower my community.***



Michelle Monserrat Segura, 25, Los Angeles: "I gave them my information in good faith."



Photo: Courtesy of Michelle Segura

"The program was announced in 2012, and I remember hearing about it on the news and from friends. They were rushing to make the CHIRLA (Coalition for Humane Immigrant Rights) line, which wrapped around the whole office building. But, you know, I hesitated. It meant coming out of the shadows. At that point, I was very undocumented and extremely afraid. I was still in my first year of college and figuring out my identity and how to pay for school because I had just finished high school. My friends were going to four-year schools, and I didn't have the opportunity to do so. I spoke to my mom, and she told me, 'I brought you here [from Mexico] for a better future, and you can't win if you don't risk a little bit.' I don't know



# AGENDA

- Introductions and community rules
- Ice breaker
- Income Generation Explained
- ITINS
- Independent Contracting
- Fellowships
- Resources and Next Steps

# WELCOME TO OUR PRESENTATION

Before we begin, let's take a moment to acknowledge the importance of creating a safe and respectful space for everyone involved. Our goal is to foster an atmosphere of inclusivity, understanding, and mutual respect.

What community rules can we establish to accomplish this?



# ICE BREAKER



**Think about your financial aspirations and dreams. What experiences or financial milestones do you want to achieve in your lifetime? Take a moment to brainstorm and share your ideas with one person.**

**This can include anything from saving for a dream vacation to reaching a specific income level or starting your own business.**



# HOW DO YOU GENERATE INCOME?



# INCOME GENERATION

- EMPLOYMENT- "9-5"
- SELF-EMPLOYMENT- INDEPENDENT CONTRACTING/ UNDOCU-HUSTLE
- ENTREPRENEURSHIP- BUSINESS OWNER
- INVESTMENTS- STOCK MARKET, REAL ESTATE, ETC



# WHAT ABOUT AT CAL POLY SLO?

- FINANCIAL AID (CADAA)
- SCHOLARSHIPS/GRANTS
- FELLOWSHIPS/INTERNSHIPS
- WORK STUDY (DACA AND DSIG)



# HOW DO WE BUILD GENERATIONAL WEALTH?



- Cash
- Homeownership
- Life insurance
- Trust funds
- Stocks and bonds
- Family business



# WITH AN ITIN YOU CAN...

- Open a bank account
- Create a Roth IRA/ Investment Account
- Buy a home
- Purchase Life Insurance
- Invest
- Start a business



# LET'S REMOVE THE STIGMA!

Taxpayer Identification Numbers are just needed by the Internal Revenue Service to file taxes.

# Tax ID Numbers

## Social Security Numbers

- **SSN is primarily used to track individuals for Social Security benefits and other government services.**
- **It is issued by the Social Security Administration (SSA).**
- **SSN is used by individuals for various purposes such as employment, filing taxes, opening bank accounts, and obtaining credit.**
- **It is a nine-digit number in the format XXX-XX-XXXX, and it is unique to each individual.**

## Individual Tax Identification Number

- **ITIN is issued by the Internal Revenue Service (IRS) to individuals who are required to have a U.S. taxpayer identification number but are not eligible to obtain an SSN.**
- **ITIN is used for tax reporting purposes only and does not confer eligibility for Social Security benefits.**
- **It is issued to nonresidents, residents, and certain dependents who cannot obtain an SSN.**
- **ITIN is also a nine-digit number, but it always starts with the number 9 and has a 7 or 8 as the fourth digit (9XX-7X-XXXX).**

## Employer Identification Number

- **EIN is issued by the IRS to businesses and other entities for tax purposes.**
- **It is used by employers, sole proprietors, corporations, partnerships, non-profit organizations, trusts, estates, government agencies, certain individuals, and other entities for tax reporting purposes.**
- **EIN is used to identify a business entity for federal tax purposes, similar to how an SSN identifies an individual for tax purposes.**
- **It is a nine-digit number in the format XX-XXXXXXX.**

# Application process for ITIN

- Complete IRS Form W-7, IRS Application for Individual Taxpayer Identification Number.
- Gather required documentation to prove your identify
- Complete the Form W-7 along with documents.
- Mail it to Internal Revenue Service  
ITIN Operation  
P.O. Box 149342  
Austin, TX 78714-9342
- Drop off at IRS walk-in offices
- Process your application through an Acceptance Agent authorized by the IRS



# Important Tips



**Tax season is the perfect time to apply for an ITIN**



**Apply for an ITIN is free but you will need to file a tax return (which may not be free)**



**You may already have an ITIN if your parents file taxes and claim you as a dependent.**

***How can an ITIN help you?***



# WITH AN ITIN YOU CAN...

- Open a bank account
- Create a Roth IRA/ Investment Account
- Buy a home
- Purchase Life Insurance
- Invest
- Start a business





# IRS Tool

Interactive Tax Assistant (ITA)

[Start Over](#) | [ITA Home](#)

**Am I eligible to apply for an Individual Taxpayer Identification Number?**

The following set of questions will help you determine whether you are eligible to apply for an Individual Taxpayer Identification Number

Please click the **Continue** button to proceed.

CONTINUE >

- In most cases, new ITIN applications much also file taxes to be eligible for an ITIN.
- You can find out if you are eligible for an ITIN using the tool below.

<https://www.irs.gov/help/ita/am-i-eligible-to-apply-for-an-individual-taxpayer-identification-number>



# Resources for filing taxes and ITINS

## United Way

United Way of San Luis Obispo County can help file federal AND state tax returns for free.

[Learn more](#)



## On campus

The Volunteer Assistance Tax Program (VITA) offers free tax help to qualifying taxpayers with \$67,000 or less of gross income. Saturdays only from February 3 – March 16th

[LEARN MORE](#)



## Public Library

[Learn more](#)



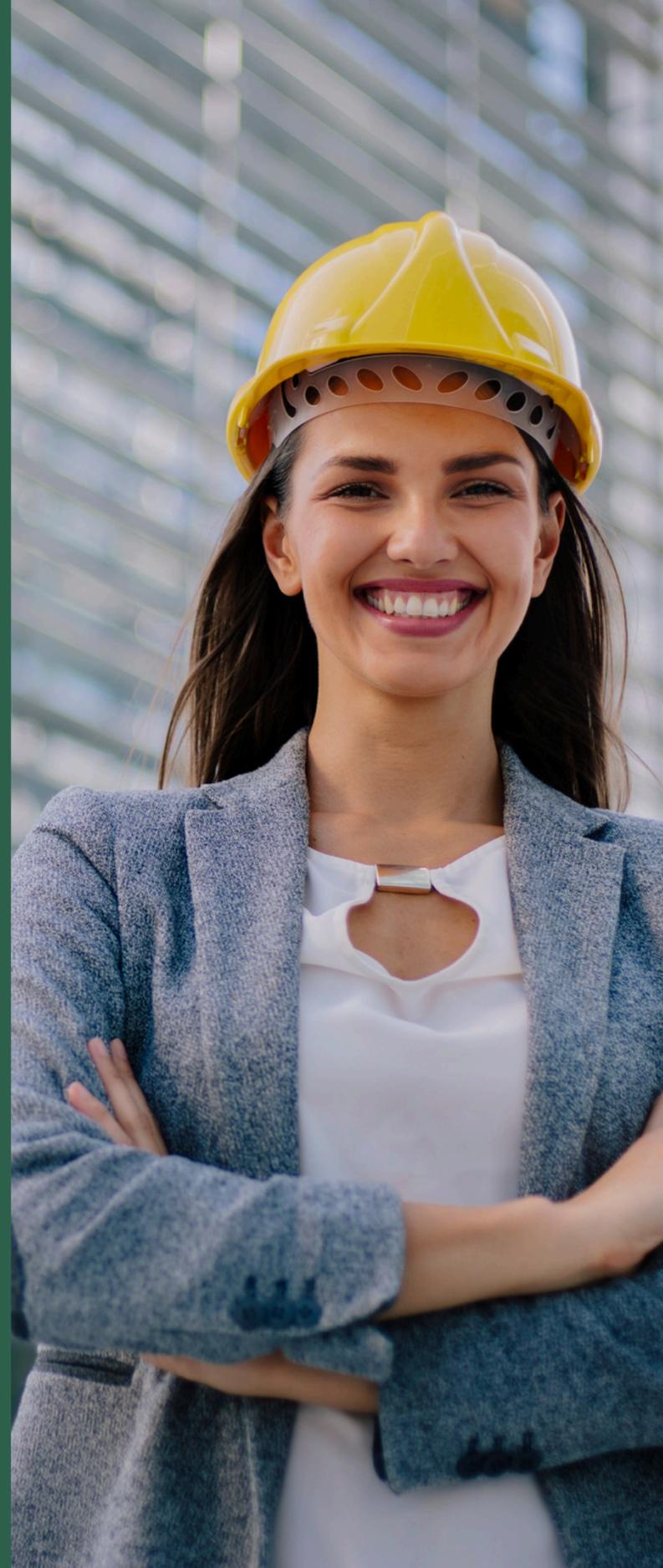
# Independent Contracting

An independent contractor is a person or business entity who provides services or performs tasks for another individual, company, or organization, typically on a temporary or project-specific basis.

***Independent contractors are not considered employees, and they work under a different set of arrangements and expectations.***

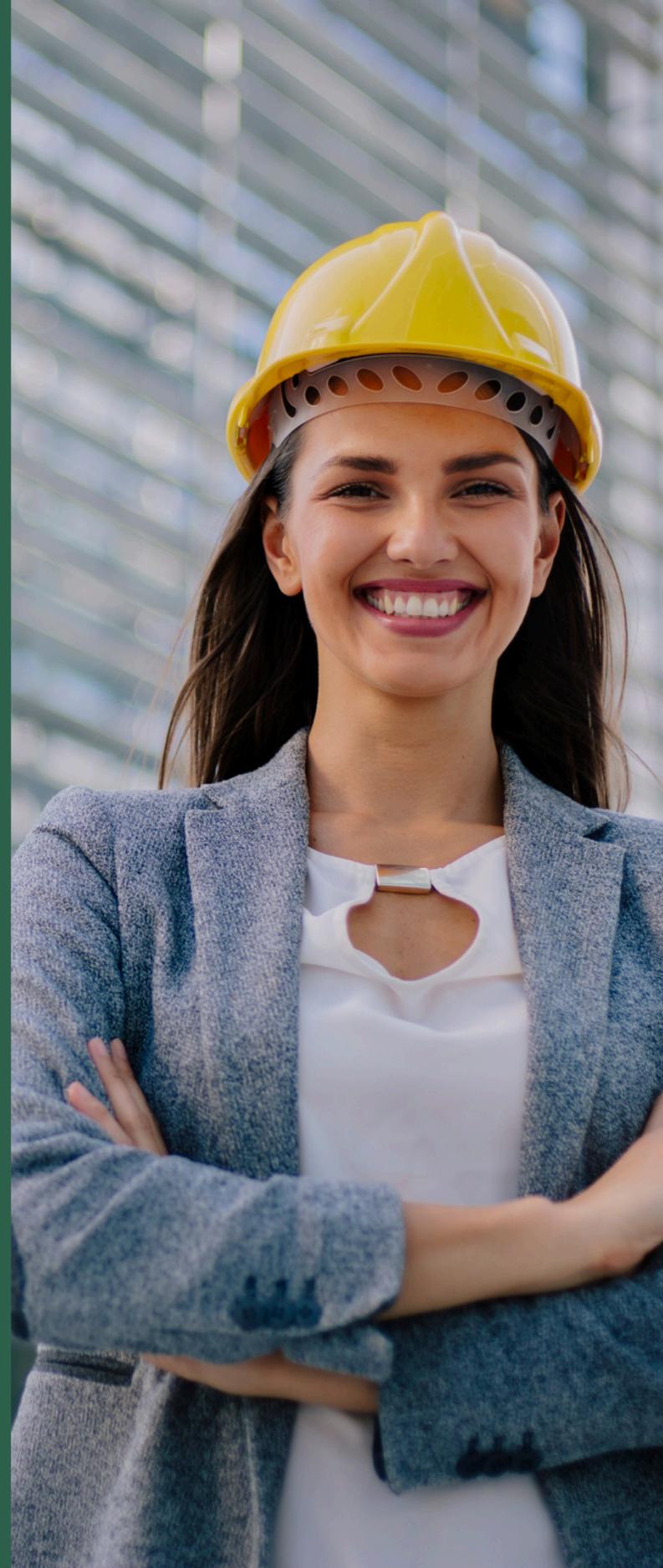
Contractors typically have more flexibility in their work arrangements and are responsible for managing their own taxes and benefits.





# Examples of Independent Contractors with some preparation

- 1. Graphic Designers
- 2. Web Developers
- 3. Photographers
- 4. Videographers
- 5. Freelance Writers/Editors
- 6. Social Media Managers
- 7. Marketing Consultants
- 8. Tutors
- 9. Personal Trainers/Fitness Instructors
- 10. Event Planners
- 11. Landscapers/Gardeners
- 12. Interior Designers



# Examples of Independent Contractors with more preparation

- 1. Consultants in Engineering or Architecture
- 2. Software Developers
- 3. Accountants/Bookkeepers
- 4. Real Estate License
- 5. Contractor's License (General or Specialty)
- 6. Insurance Agent License
- 7. Architectural License
- 8. Engineering License (PE)
- 9. Certified Public Accountant (CPA) License
- 10. Registered Nurse (RN) License
- 11. Bar License (Lawyer)
- 12. Professional Land Surveyor License
- 13. Certified Financial Planner (CFP) Certification

# Professional Licences

The Department of Consumer Affairs (DCA) provides information to the public regarding over 150 professional license types issued through the DCA Boards/Bureaus/Committees/Programs

[https://www.dca.ca.gov/consumers/public\\_info/index.shtml](https://www.dca.ca.gov/consumers/public_info/index.shtml)

For student pursuing health careers check out PHDreamers  
<https://www.phdreamers.org>



## Public Information – Licensee Lists Overview

The Department of Consumer Affairs (DCA) provides information to the public regarding over 150 professional license types issued through the DCA Boards/Bureaus/Committees/Programs (hereafter referred to as "Agencies") in accordance with the Information Practices Act, Civil Code § 1798.61, and Business and Professions Code § 161.

This is NOT the site for Public Records Act (PRA) Requests. Please contact the specific Board, Bureau or Commission for which the PRA information is requested.

Public Information Files		
publicinfo		
Name ^	Modified	Size
 Accountancy_0300		
 Acupuncture_6500		
 Architects_0600		
 AutomotiveRepair_1310		
 BarberingAndCosmetology_0100		
 BehavioralSciences_0200		
 Cemetery_2100		

# Independent Contractors



- Is a self-employed person who produces a specific type of work product in a determined amount of time.
- The general rule for being an independent contractor is that the payer has the right to control only the result of the work, not what will be done or how it will be done.
- Receives all profits and is held liable for all losses and debts.
- Must pay self-employment tax and income tax.
- An independent contractor may use an ITIN, or EIN to file and pay taxes instead of a SSN.
- Relevant laws IRCA, DACA/TPS, and AB5

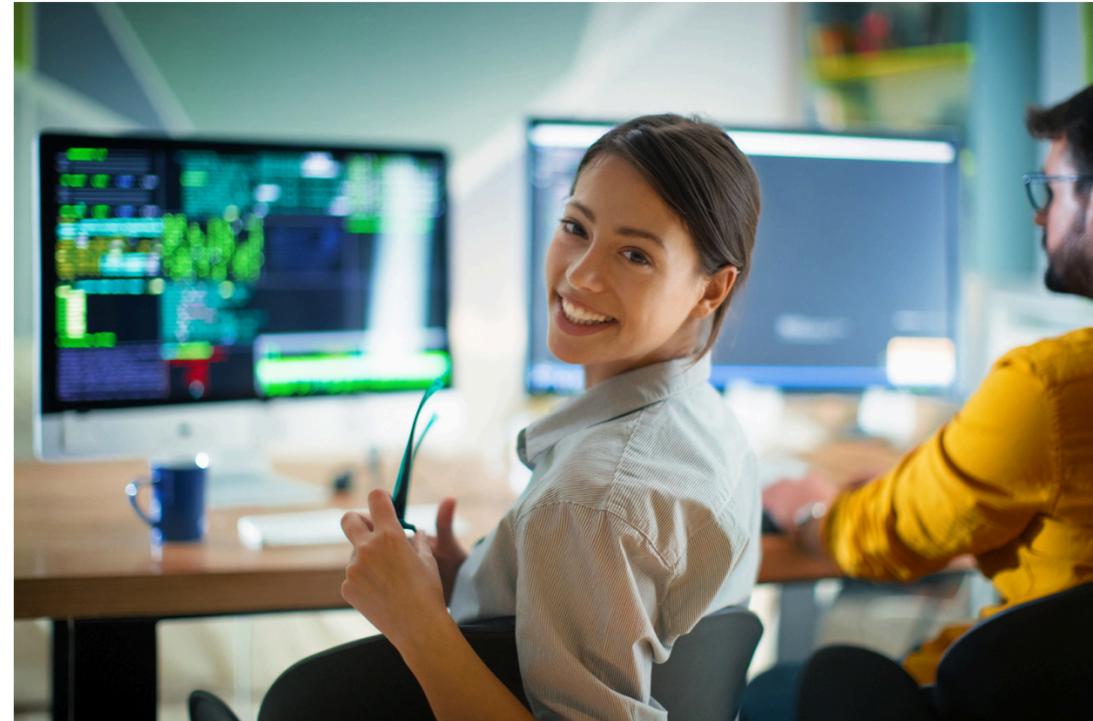
## Independent Contractors

- Self-employed and operates their own business.
- Works on a contract or project basis.
- Sets their own work hours and methods.
- Provides their own tools, equipment, and materials.
- Can work for multiple clients or customers simultaneously.
- Invoices clients or customers for their services.

## Employees

- Hired by an employer to work within the company.
- Typically works on a regular, ongoing basis.
  - Follows set work hours and guidelines provided by the employer
  - Uses tools, equipment, and resources provided by the employer.
- Exclusively works for the employer and may not work for other businesses.
- Receives a regular salary or hourly wage from the employer.

# Sarah



Sarah graduated with a degree in Computer Science and a passion for software development. After gaining some industry experience through a fellowship, she pursued independent contracting to have more flexibility and control over her work. As an independent contractor, Sarah works with various clients to develop custom software solutions tailored to their specific needs. She also provides consulting services to help businesses optimize their software systems and processes. Through her entrepreneurial endeavors, Sarah has been able to work on diverse projects, expand her skill set, and build a successful career on her own terms.

## 5 Tips to Get Started as an Independent Contractor/Freelancer



### 1. Develop an entrepreneurial mindset.

- Use the [Independent Contracting Brainstorming Worksheet](#) to think about what you enjoy doing and/or have a natural talent for that can be turned into an opportunity to generate income.
- Research the type of work entrepreneurs/freelancers/consultants do in your field of study or line of work. For example, you can Google: "What type of contracting work does a Psychology major do?"
- Interview entrepreneurs/freelancers (such as friends, family or faculty) in your field of study or line of work to learn about the type of work you could do and how to get started.
- Register for the FREE [Spark Entrepreneurship Training](#) to learn the basics of entrepreneurship.
- Consider getting certified (e.g. Google Analytics Certificate) or pursuing additional training in a specific line of work (see list of [Professional Licenses](#) available to anyone, regardless of status in CA through [SB1159](#)).
- Get relevant training by participating in accelerators, incubators or local business training programs (find a local service provider on [venturize.org](#)).

### 2. Understand contracting/freelancing considerations

# Resource

Immigrants Rising has a guide for students who want to pursue independent contracting. It is important for you to understand the legal implications for filing taxes.

[LEARN MORE](#)



# Fellowships

\*New terminology alert\*

***NEBOs***

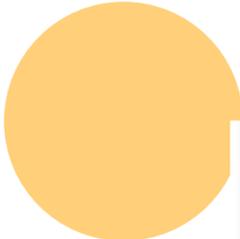
***Non-Employment Based Opportunities***

**Fellowships are typically awarded based on academic or professional merit, and they can be offered by universities, research institutions, government agencies, non-profit organizations, or private foundations**

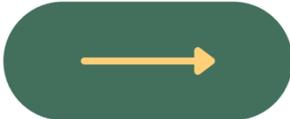
**Unlike employment, fellowships are not considered formal work. Recipients are not required to be work-authorized, providing flexibility for individuals regardless of their employment status**



# Fellowships and Scholarships Database



AWARD MINI...	AWARD MAXI...	DUE DATE	LOCATION/SCHOOL	EDUCATION STATUS	REGION	FIELD OF STUDY	IMMIGRATION STATUS E...	MINIMUM GPA
	\$3,500	5/15/2024	National	Graduate/Professi...	National	Mathematics	Any immigration st...	No GPA requireme
<b>Fred S. Findling Immigrant Memorial Scholarship</b>								
	\$1,500	5/15/2024	Michigan	High School Senior	Regional	Various	Any immigration st...	No GPA requireme
<b>Fresno County Medical Society Scholarship Foundation</b>								
		5/15/2024	California (Fresno or ...	Graduate/Professi...	Regional	Medicine	Any immigration st...	No GPA requireme
<b>Milton Fisher Scholarship for Innovation and Creativity</b>								
\$4,000	\$20,000	5/15/2024	Regional	High School Junior	National	Various	Any immigration st...	No GPA requireme



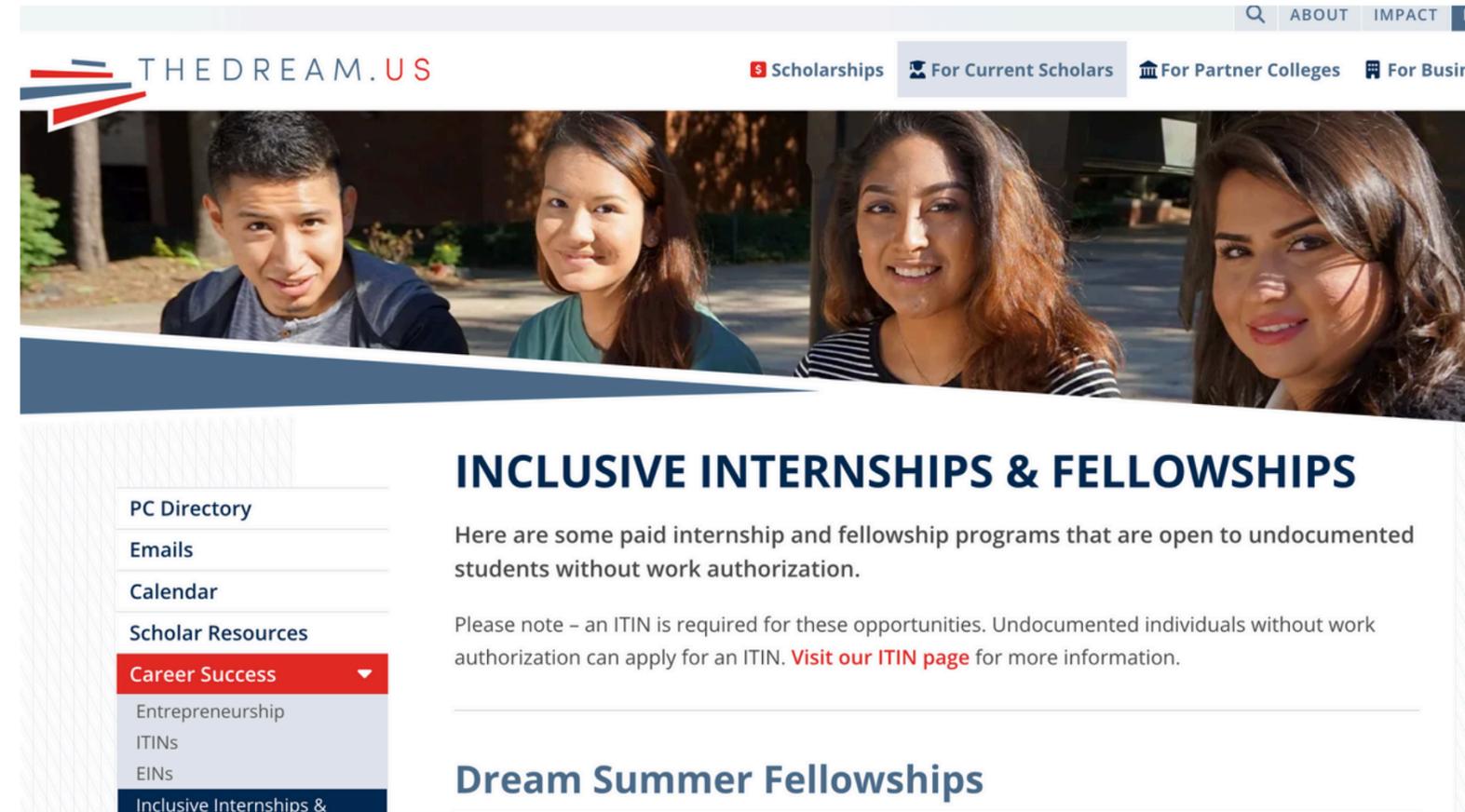
Immigrant's Rising has created a vetted list of fellowships and scholarships open to undocumented students.



# The Dream U.S

Discover a list of fellowships and internships for undocumented students. Be sure to check back every couple of months for updates.

<https://www.thedream.us/current-scholars/career-success/inclusive-internships-fellowships/>



The screenshot shows the website header with the logo 'THE DREAM . U S' and navigation links for 'Scholarships', 'For Current Scholars', 'For Partner Colleges', and 'For Business'. Below the header is a banner image of four diverse young adults. On the left is a sidebar menu with items: 'PC Directory', 'Emails', 'Calendar', 'Scholar Resources', 'Career Success' (highlighted in red), 'Entrepreneurship', 'ITINs', 'EINs', and 'Inclusive Internships & Fellowships'. The main content area features the article title 'INCLUSIVE INTERNSHIPS & FELLOWSHIPS' with a sub-header 'Dream Summer Fellowships'. The article text states: 'Here are some paid internship and fellowship programs that are open to undocumented students without work authorization. Please note - an ITIN is required for these opportunities. Undocumented individuals without work authorization can apply for an ITIN. Visit our ITIN page for more information.'

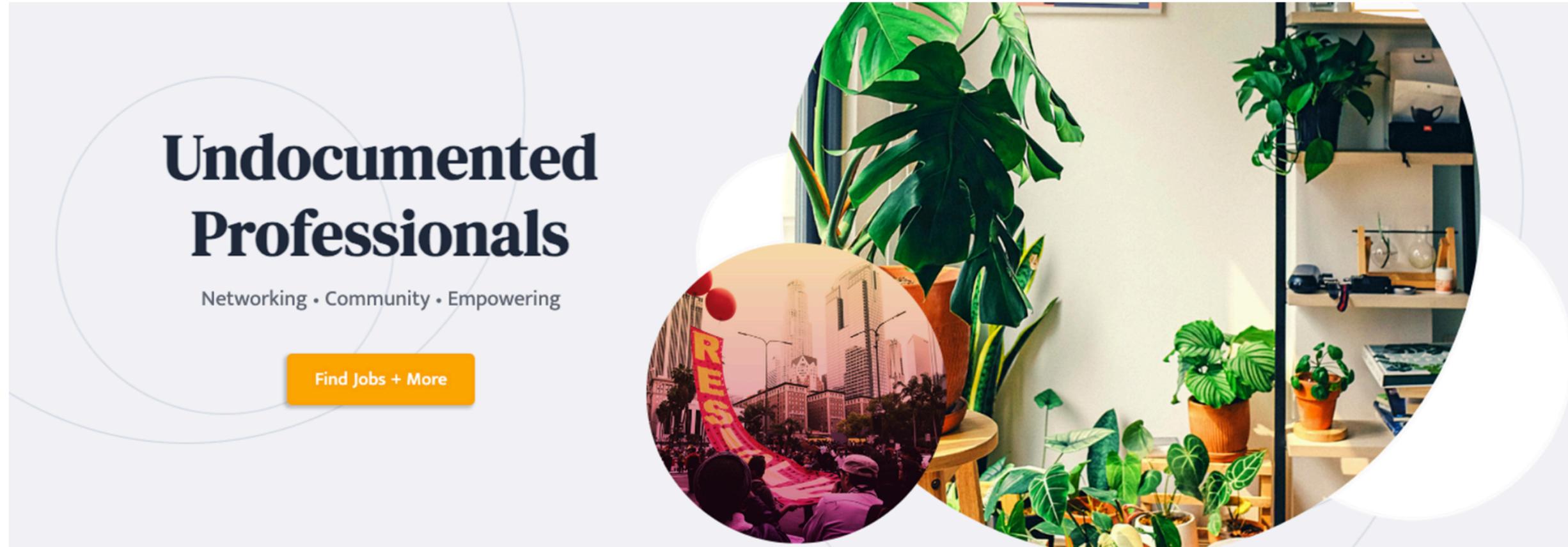
# Parker Dewey



## MICRO- INTERNSHIPS

- Short internships
- Different industries and various pay rates
- <https://www.parkerdewey.com/>

# Networking



[UNDOCUPROFESSIONALS.NET](https://undocuprofessionals.net)

- Resources
- Jobs
- Community



# Health Launchpad

## PHDREAMERS NEW ENTREPRENEURSHIP PROGRAM

### Undocu LaunchPad

Application  
Deadline

March 1, 2024 11:59  
PM PST

Location

Virtual

Year

2024

Share

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Launching a business may be challenging, thrilling, and fulfilling., especially for a student or individual who plans to be a health professional. You know you want to get that degree and that career in health care, but the process may become overwhelming if you don't have a clear idea of where it can go, how to construct it, and how to keep it going. But we are here to help you brainstorm!

<https://www.phdreamers.org/launchpad>



# Launch into Entrepreneurship

*Launch your business as an undocumented Entrepreneur*

**Entrepreneurship opens doors to self-sufficiency, empowerment, and generational wealth, regardless of your immigration status. You can create opportunities for yourself and your community by leveraging your skills and passions.**

*Undocumented individuals can start a business using an ITIN, SSN or EIN!*

## Steps to launch:

- 1. Plan Your Business:** Discover your passion and research the market to create a solid business plan. Ask yourselves, "What problem am I solving?"
- 2. Fund Your Venture:** Explore funding options and secure capital for your business. Look for grants or



## Resource

If you are interested in entrepreneurship, check out this one-pager with more information.

[LEARN MORE](#)



# Build your toolkit

- FIND INSPIRATION
  - [Spark's Marketplace](#)
  - [Undocu-Stories by UndocuProfessionals](#)
  - [MicroMentor- by Merci Corps](#)
- BUILD A PLAN
  - [Templates by Small Business Association](#)
  - [Centro Business Planning App](#)
- NAVIGATE LEGALITIES
  - [Free Business Counselors Small Business Development Centers](#)
- FUNDING AND INCUBATORS
  - [Caravanserai Project](#)
  - Grants by Industry
    - [Grow your Chispa by Hispanic Heritage Foundation](#)



THANK  
YOU



CONNECT WITH US

For questions, please email us at  
[selfworkbyme@gmail.com](mailto:selfworkbyme@gmail.com)

[www.selfworkbyme.com](http://www.selfworkbyme.com)