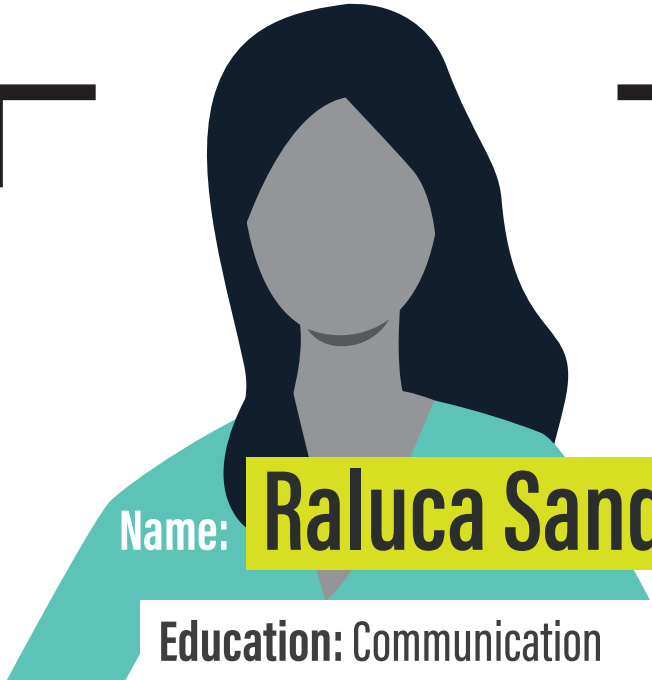


# NEWSPAPER

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Name: **Raluca Sandu**

Education: Communication Sciences

Profile of your business: English courses

**1 Which relevance did the dream of having your own business have for your start-up plans?**

It is always relevant to have an idea about what you want to do even if it seems unclear. It's also important to just start based on that idea and have the flexibility to change and adapt the way your dream can come true in real life.

**2 How did you transform your idea into an opportunity/reality? which were the steps you have taken in this regard?**

The steps are very general really. I set up the company, I contacted a business coach, developed a plan with their help and put it in practice one step at a time. This led to the improvement of the services I was already selling to my clients.

**4 Which skills did you need for realizing your start-up plans? How did you assess whether you had the required skills and competences?**

As I said I was already working in that domain, therefore I only had to take on a few courses that would officially certify my skills, mostly because this was a way of building self confidence too.


**3 How did you find out if your business project is likely to enter into the market?**

I couldn't afford doing a market research of course. But I was already working in that field so I kind of felt the market. I knew people needed English classes so I decided to take them at another level.

**5 Which relevant challenges or barriers did you encounter during or after starting your business?**

The struggle was mostly financial and emotional. Until things started moving a bit, my family "suggested" I should quit. I needed support, it wasn't easy, but I didn't have other options honestly. Things are better now. And I hope they will keep improving.

**PAGE 8**



<https://your-tea.com/>

**6 Which final recommendations can you pass on to future entrepreneurs based on your own experiences?**

See, many people nowadays get depressed for not having a job. It's hard because it attacks directly our need for being useful and having a meaningful life, lived in the purpose of serving others. Don't give up. If no one hires you, hire yourself. Switch from being the "receiver" to being the "provider. Learn to do something practical, teach, build, paint, create, write, draw stop burying the skills and talents you have within and convert them into businesses that can offer amazing services and/or products for others. When you bet on a creative mindset in the service of others, it fulfills you at a level so deep, that no obstacle is big enough for you to not be able to overcome it.

# NEWSPAPER

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PAGE 8



Name: **Benone Viziteu**

Education: West University of Timisoara, Faculty of Music and Theater

Profile of your business: carpentry

1 Which relevance did the dream of having your own business have for your start-up plans?

My business has started as a way to do what I like, and maybe to earn some money from it. I love doing carpentry, and I like processing wood. Before starting this business "Lemn Clar Fin", I did a lot of small wood things for my family and friends. In this manner, I become familiar with this branch of activity and it gave me the courage to think of having my own business.

2 How did you transform your idea into an opportunity/reality? which were the steps you have taken in this regard?

I transformed my idea into reality when an opportunity came up, namely the programme Start up Nation (a national programme for people who wants to start a business). After I found about this programme, I checked the requirements, what they offered, and I started thinking seriously, to apply for this programme. That's why I contacted a person to help me with the business plan and together we developed a more concrete plan with: what is needed to start this business, the needed legal paper work, the budget needed to buy equipment. In order to apply for this programme, I set up my company,"Lemn clarfin", and after then I enrolled in this programme. Setting up the company didn't take much time, and I was familiar with the steps needed, but it took some time from the moment of applying and the moment I found out that my project was approved.

3 How did you find out if your business project is likely to enter into the market?

I didn't do any research before entering into the market, just my own observations. I have noticed that if I do my job well, the clients will be satisfied and will recommend me to other people.

4 Which skills did you need for realizing your start-up plans? How did you assess whether you had the required skills and competences?

When I started this business, I was familiar with this field due to my experience, but not so aware of the professional needed skills. I had the experience of processing wood for me or my family, but not in the professional way, however, once I have started this profession, I become more aware of my skills and I also noticed after a while, that I have improved my professional skill. Now, I know how important is to invest in yourself and continues professional training.



<https://www.facebook.com/lemnclarfin/>

5 Which relevant challenges or barriers did you encounter during or after starting your business?

The challenges started after I found out that my project was approved. In order to run my business well, I needed several legal papers work to fill in, to go to the bank, to order equipment or manage the budget. All these things were very stressful for me. I remember that I wasn't familiar with the terminology or specialized terms, reason why I always consult an account for advice and clarification. It's very hard to be alone, and you need guidance, specially at the beginning.

6 Which final recommendations can you pass on to future entrepreneurs based on your own experiences?

To have patience, patience and patience, to learn from mistakes, and take the things easier. At the beginning you might have the impression of throwing yourself into the unknown, not knowing how the things work. If you decide to start up your own business it's easier when you are familiar, or you have the skills for that filed or you can associate yourself with someone who knows.