



HOW TO START YOUR BUSINESS

OPPORTUNITIES FROM LINKING ENTREPRENEURSHIP

&

AIP



ENTREPRENEURSHIP

This is an ABILITY to:

- build something new on your own
- implement innovative ideas into business
- take a **risk** to derive profit from it





WHY ARE WE AFRAID OF RISKING?



FEAR OF FAILURE



STUNTS INNOVATION

BUT...





We should regard failure
as an opportunity

It can be:

Informative

Insightfull

Energizing

Clarifying

Charakter building



IF WE CONVINCED OURSELVES
THAT IT'S WORTH RISKING

&

THERE'S NO NEED

TO BE AFRAID OF FAILURE



WE ARE

A CANDIDATE

FOR AN ENTREPRENEUR





CANDIDATE FOR AN ENTREPRENEUR (qualities)

discipline

confidence

open - minded

self-starter

competitive

creativity

determination

strong social skills

strong work ethic

passion

↑ALL OF THOSE WE HAVE↑



**WE ALL
COULD BE
AN ENTREPRENEUR !**

IT'S JUST A MATTER OF WORKING ON OURSELVES



REASONS TO RUN YOUR OWN BUSINESS

- YOU'RE THE BOSS = WORKING FOR YOURSELF
- SOURCE OF INCOME → SALARY POTENTIAL
 - EXCITEMENT OF HAVING STH DONE BY YOUR OWN HANDS & THOUGHTS
- YOU CAN ADAPT QUICKLY TO NEW OPPORTUNITIES
 - ABILITY TO PURSUE YOUR OWN INTERESTS

FREEDOM

VISION

CONTROL

CHOICE



HOW TO START ?



1. IDEA





2.

ASSESS STRENGTHS/WEAKNESSES

RESEARCH THE MARKETPLACE

OUTLINE BUSINESS GOALS



3.

DETERMINE START UP COSTS
(BUSINESSPLAN)





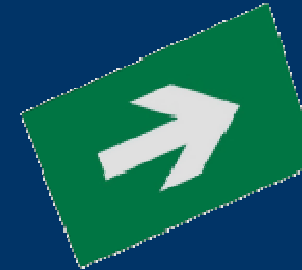
4.

OFFICIAL PROCEDURE START (REGISTRATION)

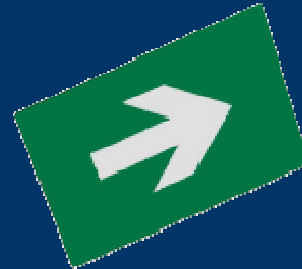




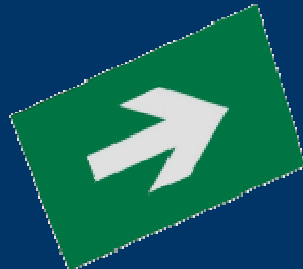
STARTING UP



BUSINESSPLAN



ASSESSING



IDEA





WHAT IS BUSINESS INCUBATOR & WHAT IS IT FOR ?

BUSINESS INCUBATOR

||

**INKUBATOR PRZEDSIĘBIORCZOŚCI
(AIP)**

Can be created due to
High School Act, article no. 86
at universities (mainly)



MAIN GOALS

- support for startup and early-stage companies
 - consulting services
 - entrepreneurial support for successful development
 - encouraging entrepreneurship among students
-
-



DESIGNED FOR

students

graduates

academics

university employees

others



WHAT CAN AIP OFFER ?

Mail address - skrytka adresowa

Office space (virtual) - Wirtualne Biuro

Business incubation program - inkubacja

Pre-business incubation program - pre-inkubacja





MAIL ADDRESS:

- right to treat AIP as a P.O. box
 - shared administrative services
(Phone, fax, xerox access)
 - high-speed Internet access
-
-



OFFICE SPACE (virtual)

mail address &

- right to register your business address
at the address of AIP
 - office workspace shared with other businesses
 - free courses dedicated for entrepreneurs
(e.g. business training programs)
-
-



BUSSINESS INCUBATION PROGRAM*

office space &

- legal support
- help with business basics
- help with access to bank/EU funds

*dedicated for startups.



PRE-BUSINESS INCUBATION PROGRAM

- designed for those who didn't decide yet
to register
 - business is led by willing-to-be-an entrepreneurs
but on AIP's risk
 - special procedure before starting up:
business-to-try
-
-



OTHER SERVICES

- help with accounting/financial management
 - advisory boards and mentors
 - technology commercialization assistance
(technology transfer centre)
 - intellectual property management
-
-



AIP AGH

who we are?

Started : april 2007

our goals:

- entrepreneurial support

for small business at any stage of development,

mainly startup companies

- help to move your idea to market

& put your business on a solid foundation



AIP AGH offers

mail address

office space

business incubation program

help with EU funds

other services

*if you wish to enter a business incubation program
just apply for admission*



SOME NUMBERS

no. of clients at this moment

37

no. of clients since the beginning

90

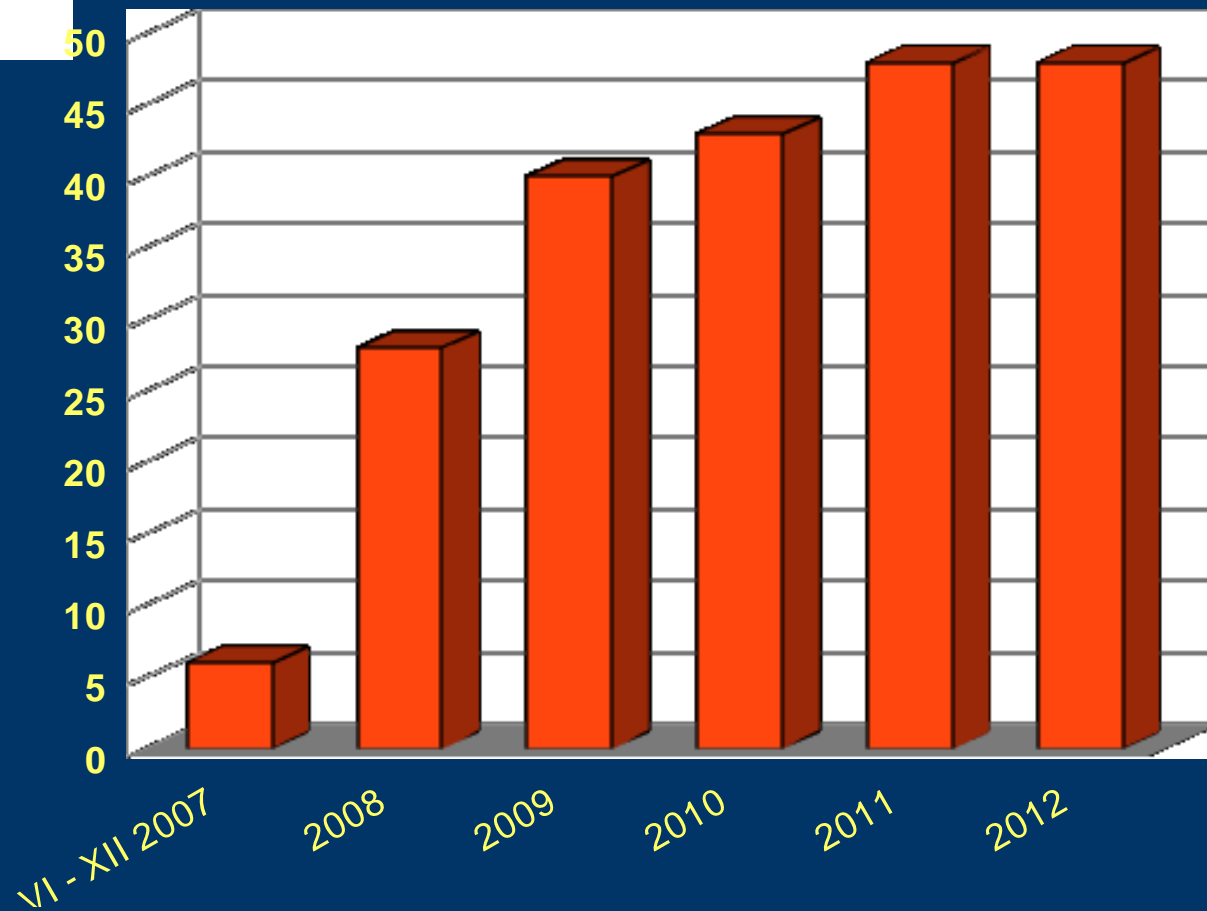


TYPES OF BUSINESSES SET UP AT AIP (at this moment)

IT	15
Manufacturing / Telecommunications	5
Professional Training	5
Finances	2
Business Services / professional	5
Others	5



HOW MANY CLIENTS WE'RE WORKING WITH EVERY YEAR





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