



# Startup advice |

# Agenda

- Skape
- Business idea
- Factors to consider
- Pitch your business to others



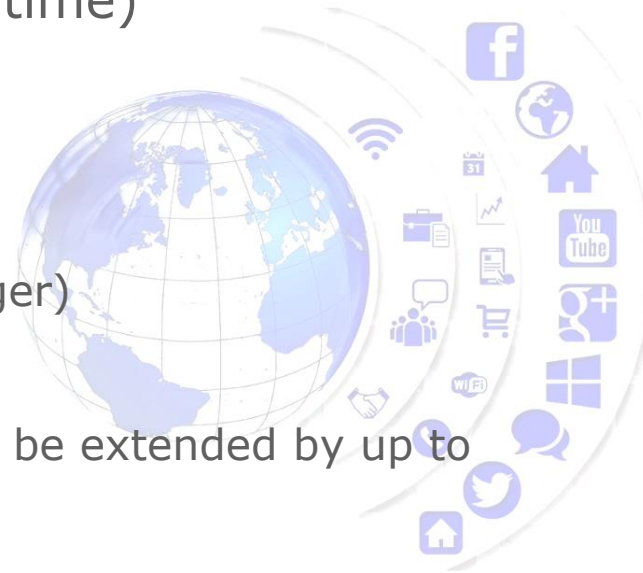


# What we offer

## \* Relevant course for entrepreneurs

- ✓ Introductory course - 3 hours
- ✓ Establishment course - 8 hours x 3 (Daytime)
- ✓ Economy course – 7 hours (daytime)
- ✓ Sales course – (two days)

- ✓ Næringsfaglige vurderinger
- ✓ Network
- ✓ Website
- ✓ Skape Grunder Forum (Bryne and Stavanger)
- ✓ Newsletter
- ✓ Individual advice (free up to 3 hours / can be extended by up to 8 hours against deductible)



# What we dont offer

- Money
- Recipe for successful business establishment
- Write applications or business plans for the entrepreneur

# Business idea!

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Is your business idea  
unique?

What problem do you  
solve?

Who has this problem ?

# 6 factors to consider before starting a business:

- Do I have a genuine passion
- Business plan (write it down)
- Start up cost
- My TEAM (partners,mentors, consultancy,etc)
- Market analysis (try and get a few customers -get feedback)
- How much annual turnover do I need to make ends meet



# Pitch your business idea!

1. Be knowledgeable about the industry you want to be apart of
2. Describe your product or services (Focus on what it provides)
3. Explain how you are going to attract customers
4. Prepare a compelling visual presentation





- The more unique – more value it may bring
- Have full control of the financial situation
- Focus on your potential customers / how do I approach / customer service



# Questions?

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**SKAPE:**  
for etablerere i Rogaland

