

From chaos to solid entrepreneurship



Do entrepreneurs need support?
Creative Factory
Rienk van den Berg - 30 October 2009



KAMER VAN KOOPHANDEL

Content



Starters' characteristics

Developments over the past ten years

Factors that influence failure/success

Education and entrepreneurship

How the Chamber of Commerce helps

Role of the Chamber of Commerce

Discussion



Starters' characteristics



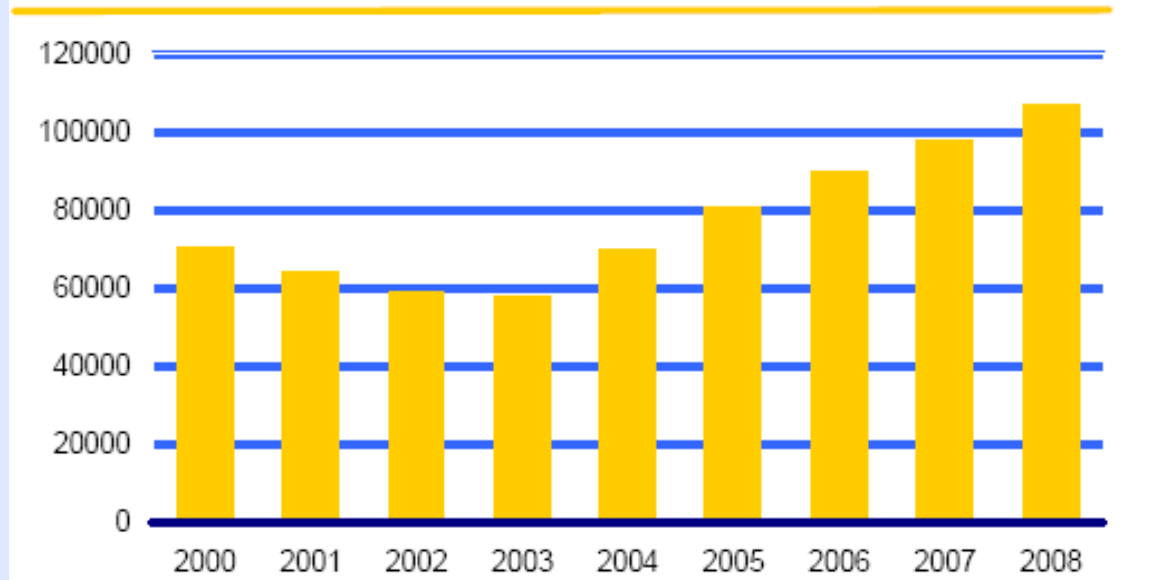
- Average age 38
- 35 % female, 65 % male
- 20 % non Dutch origin
- Most important reason – independent
- Number of years experience
- Education above average
- One-man business
- 90 % without bank loan
- Home office



Developments over the past ten years



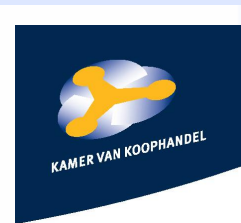
Number of starters increases



Developments over the past ten years



- ZZP = business without personnel
- Parttime entrepreneur
- Increase of non Dutch origin entrepreneurs
- Decrease in industry, agriculture, whole sale, retail
- Increase in personal services, health care, web stores, construction



Continuity



- 20 % of the starters stops within one year
- 50 to 60 % stop within 5 years

Factors that influence failure



- Insufficient preparation
- Poor administration
- Disappointing sales
- Tax department forgotten
- Problems with partner (husband, wife, friend)
- Problems with business partner
- Problems with personnel
- Expenditure



Factors that influence success



- A decent business plan
- Persistence (self believe)
- Networking
- Advisors
- The customer is always right
- Proper education

Education and entrepreneurship



- Encourage entrepreneurship
- Module entrepreneurship in curriculum
- Involve experienced entrepreneurs (Role model)
- Education for business men

How the Chamber of Commerce helps starters to set up a business



- Internet
- Cosultation
- Seminars
- Starters' day



How the Chamber of Commerce helps starters to set up a business



- Mentor projects
- Young Business Clubs
- Young Business Meetings



Role of the Chamber of Commerce

More than Trade Register and Starters' information



- Stimulate entrepreneurship
- Solo or together
- Examples



Final remarks



- Business take-over
- Problems to get a loan
- Questionable debtors



Discussion





Thank you for your attention

