



## ROADMAP FOR THE FUTURE

*"We are currently planning to consolidate our offices in Malta and possibly open outlets in Gozo."*

*We also see the future of our company in terms of diversification of our services and the expansion of our team. We are also planning to expand abroad following interest by some foreign clients."*

## A FINAL WORD OF ADVISE TO YOUTHS

*"While it is important to do a business plan and organize your startup from the start, it is also very important, especially at a young age when one has less commitments, to take risks and work on the small opportunities that can make a big impact."*

*"One should never give up. The darkest hour comes before dawn and when you see everything is turning against you, it will get better. If you put in the necessary effort, you will achieve the results that you want"*

*"Finally, take life with a pinch of salt and don't stress too much. Enjoy what you are doing because finally it will reflect on your final product or service"*



## PROMOTE YOUTH ENTREPRENEURSHIP

### PROJECT PARTNERS



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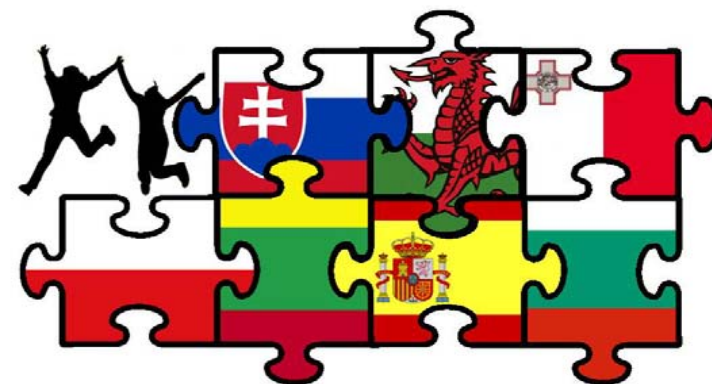


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**Synergy for Entrepreneurship**

## PROMOTE YOUTH ENTREPRENEURSHIP

*AN EU LEONARDO DA VINCI PROJECT*

*young entrepreneur profile*





WHO?

## INTRODUCING THE ENTREPRENEURS

### ARCHI+ Ltd Directors



Warren Falzon (30) Richard Borg (29) Adrian Mangion (28)

WHAT?

## DESCRIBING THE BUSINESS

ARCHI+ Ltd. is an architectural studio made up of 11 professionals. The company has been in business since 2010 where it specialises on design but provide clients with a full packaged service including project management which is one of their strengths.

WHY?

## REASONS BEHIND THE BUSINESS

*"We were working in the same company and we realized there was a gap in the market that we wanted to target and which the company we were working for back then wasn't.*

*So we decided to open our own company to target that niche segment"*

*"We started with just three employees, us three then eventually we grew into the company we are today with eleven professionals offering quality services to our clients."*

HOW?

## CHALLENGES FACED

The young entrepreneurs faced a number of challenges at start up, the first one being difficulty to work in a full time job while opening their own company. Seed funding was also an issue and at first they started offering some of their services for free to build up a client base.

## GREATEST SUCCESS

Since startup, ARCHI+ had a number of successful residential and commercial projects. Recently they have been assigned the project management of the finishes of the new Maltese Parliament designed by Renzo Piano.



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## QUALITIES FOR A SUCCESSFUL ENTREPRENEUR

- Believe in yourself and in your capabilities
- Believe in your partners
- Strive to be efficient and effective
- Endeavor to always improve your service

## VALUES TO UPHOLD

- Integrity
- Professionalism
- Honesty with oneself
- Honesty with colleagues
- Honesty with clients

## PERILS TO AVOID

*"One needs to avoid risky projects. Before embarking on a new project, it needs to be assessed and ensure there is enough cash flow to take the project to successful completion."*

## COMPETITION

*"In our line of business it is very important to know who your competitors are and what they are doing because the market is quite complex. We believe that whatever your competitor is doing, you need to do it better and give a superior customer experience."*