



ROADMAP FOR THE FUTURE

"Considering the growth of my business, my plan is to expand further and provide additional services. Eventually the plan is to also expand into other markets both locally as well as hopefully into international markets"

A FINAL WORD OF ADVISE TO YOUTHS

"When you start a business, the business plan is actually required and a market study is an essential tool. However, I strongly believe that if you have a good idea and you feel it is the right time to exploit and develop further that idea, you just go for it."

"Additionally, once your business is up and running it is very important to assess your risks carefully"



PROMOTE YOUTH ENTREPRENEURSHIP

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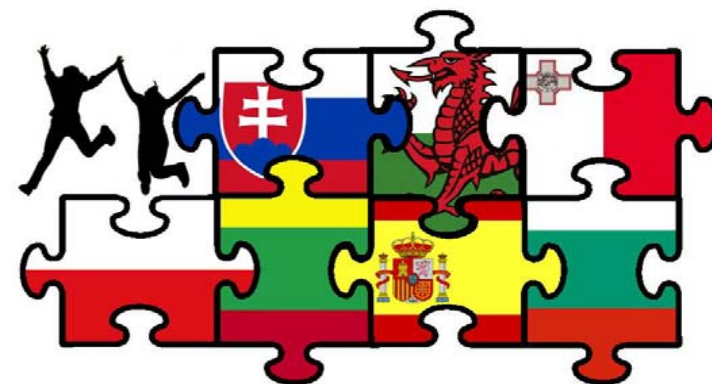


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Synergy for Entrepreneurship

PROMOTE YOUTH ENTREPRENEURSHIP

AN EU LEONARDO DA VINCI PROJECT

young entrepreneur profile



WHO?

INTRODUCING THE ENTREPRENEUR



Thomas Gatt (23)
Director
TG Development Ltd

WHAT?

DESCRIBING THE BUSINESS

TG Development Ltd aims at creating websites and other web applications for prospective clients.

Thomas strives to create online presence for companies by means of a website. He also creates custom applications for businesses to improve their productivity.

WHY?

REASONS BEHIND THE BUSINESS

The young entrepreneur loved the job. He was curious how it all works since he was 14 years old. He looked at other websites and dreamt about doing one himself one day. He started researching . How to make websites following carefully online tutorials. Following some successful

websites at post secondary school, Thomas decided to offer his services to the public.
"I started by creating my own company website. After a few weeks a friend of mine I knew from school approached me for a quotation for a website."

HOW?

CHALLENGES FACED

Thomas faced a number of challenges in the beginning of his endeavor including clientele, lack of projects to showcase and finance.

"I had no clients at first, no projects to showcase. How would clients choose me?"

GREATEST SUCCESS

"I never advertised my services. I just have an online website showcasing my projects. I've never paid for a single advert. Yet to date I have a good number of clients and quite a good number of projects too."



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QUALITIES FOR A SUCCESSFUL ENTREPRENEUR

"First of all, you need to love your job. Additionally, you must believe in yourself. I believe that If you combine these two factors, you will be a successful entrepreneur."

VALUES TO UPHOLD

- Be Honest
- Be Reliable
- Keep Promises
- Meet Deadlines
- Respect Clients
- Love doing what you do

PERILS TO AVOID

"One of the perils to avoid is accepting a risky project. A risk assessment of the project is essential before deciding whether to embark on a new project or not."

COMPETITION

"Malta is very small and a lot of companies offering the same services were formed recently. Although it might be considered a weakness, being a small company enables me to keep costs low while still offering a high quality service to my clients."