

## COMPETITION

**Slavo:** The national rivals are still strong, but they often haven't got technological equipment on the sufficient level, sufficient production capacity and quality of their labour is lower. The international rivals have a high price and time of delivery is unsatisfactory.

**Lucia:** New ideas in the company in order to increasing of quality and to be different than others.

## ROADMAP FOR THE FUTURE

**Slavo:** We try to go on foreign market because our quality can be compared with foreign but our prices are still one of the lowest in EU, so it is very favorable for foreign costumers buy our products.

**Lucia:** Progressing and offering of pleasant surrounding for customers is very important to me, to create the place where they can go relax, spend the time with their friends with some good dring.



## PROMOTING YOUTH ENTREPRENEURSHIP

### PROJECT PARTNERS



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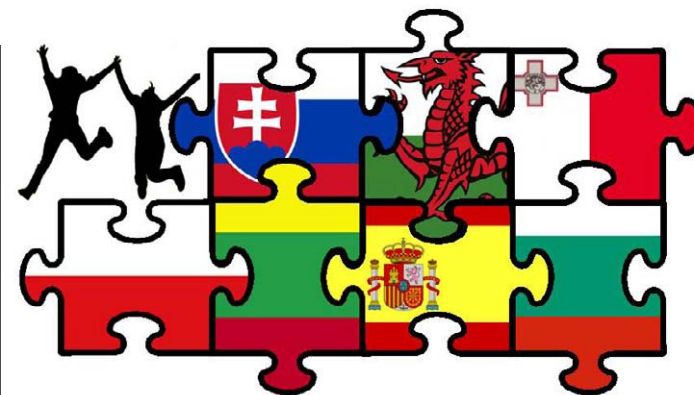


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Synergy for Entrepreneurship

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AN EU LEONARDO DA VINCI PROJECT



young entrepreneur profile



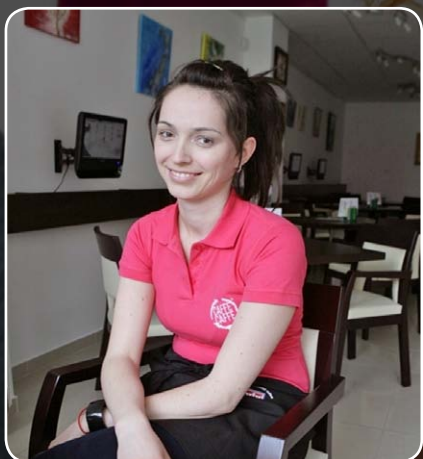


WHO?

## INTRODUCING THE ENTREPRENEURS



**Ing. Slavomír Harceg (43)**  
owner of company CASTILL s.r.o.



**Lucia Škultétyová**  
owner of café „U šálky“

WHAT?

## DESCRIBING THE BUSINESS

**Slavo:** In 1990 he established company with distribution of lightening that gradually make more complicated things. The company designs and realizes interiors on key now.

**Lucia:** In April 2012 she opened the café in the center of district town Prievidza. But this café is completely different because Lucia and her stuff are disabled people – they are deaf.

WHY?

## DESCRIBING THE BUSINESS

**Slavo:** After „Velvet revolution“ the door of possibility of business, reaching success by your own forces and deciding about future was opened. I tried it.

**Lucia:** After bad experience with work in Deaf olympic commission Lucia wanted to realize her dreams and be independent.



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HOW?

## CHALLENGES FACED

**Slavo:** It was very hard, lot of paper work, a lot of meeting with officers, problems with finding some buildings and social insurance.

**Lucia:** Communication with people on the offices and problems with legislative were very difficult.

## GREATEST SUCCESS

**Slavo:** „I’m very proud at employee, who are in this company constantly for 15 or more years and our technologies.“

**Lucia:** „Courage, because everytime it is a challenge for me to understand to every customer and his order to be satisfied.“

## QUALITIES FOR A SUCCESSFULL ENTREPRENEUR

**Slavo:** be patient, be able to resist of pressure, be correct, be innovative, be polite and to have real view on every situation

**Lucia:** be patient, be strong, be responsible, have a courage