

Erasmus for Young Entrepreneurs

SUCCESS STORY

New Entrepreneur



Name and Surname: Bartosz
Spyra
Country: Poland
Age: 25
Status: Would-be
entrepreneur
Sector: Social and personal
services/Education and
training services
Name of business/website:
E+ Warsaw

Host Entrepreneur



Name and Surname: Dulce
Celeste Nunes Maia
Country: Portugal
Age: 55
Experience: 8 years
Sector: Crafts, art materials
and accessories & Education
and training services
Name of business/website:
www.incantarsi.com

At the end of 2017 Bartosz Spyra defended Master Thesis and graduate the University of Cardinal Stefan Wyszyński in Warsaw. The moment that he must do something with his future appeared, the feeling of using Erasmus program opportunities for the last time grew in his head. That's how he found Erasmus for young entrepreneurs' program. After many Erasmus exchanges he did before, he really wanted to stay in the sector of international exchanges, his plan was to open an association organizing student life of international youth coming to Warsaw. He applied with his idea, matching with Professor from Aveiro - Dulce Celeste Nunes Maia - with experience of student life. This is how the story began.

Bartosz arrived to Portugal to do his first step in actual business life. For the early beginning he was treated like a real business partner. He attends to a lot of formal and informal meetings. Dulce told him, to see how the student associations work, he should start acting like Mysterious Customer and then, present himself like a possible partner. He was taking part in many student activities and events, he was planning and organizing informal student events, guiding students, helping them and finding their needs. It was a big help to Dulce with dealing with customers, he even helped her in her second sector of professional life – handcrafts and porcelain. The relationship they created was professional and they opened a door to meet more different business owners.

With the plan of creating E+ Warsaw, association for Erasmus student, Bartosz couldn't start the exchange without using Portuguese associations with a student service. He visited some amazing Portuguese cities and created many contacts with different student associations like (Erasmus Student Network - ESN Aveiro, Lisbon, Algarve and Erasmus Life – EL Aveiro and Lisbon, moreover he refreshed his contacts attending to big Erasmus meeting in Algarve with Happy Erasmus Bilbao from Spain. He developed his soft skills and found out how are the needs of international students going for their exchanges. He became more self-confident, learned many IT apps used by students and discovered student housing sector as a potential sector of business in the future of E+ Warsaw.

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Imagine yourself as a stone in the small mountain stream, this is how I felt before. Stream creating my shape equal to all the stones there. Erasmus for young entrepreneurs made me feel open-minded, changed this mountain stream to the ocean and changed my rounded shape to the small rocky island shape with a place to set up my business and plant trees.

By receiving Bartosz I was able to understand better the problematics and opportunities of exchange students and their wills by staying abroad for a couple of months. This allow me to perceive on new opportunities mostly by online connection and social media awareness to better fulfil my full business potential or at least to increase my activity. Also allow me to understand new opportunities related with Poland market and to host polish people in Aveiro.

