

# FRÅN IDEA TO SUCCESS



EUROPEAN  
REGIONAL  
DEVELOPMENT  
FUND

EUROPEAN UNION



SKÖVDE **DRIVHUSET**

# DRIVHUSET

Friday 7/5

This is the last day we ar open. I  
will terminate my company.

I would like to thank my dear,  
loved and faithful regular  
costumers

After 42 years with my company,  
it is with deep sorrow I will retire.

/xxx



[www.inbets.eu](http://www.inbets.eu)



# Network



EUROPEAN  
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FUND



**DRIVHUSET**



NyföretagarCentrum

# SWEDISH FIKA





**NyföretagarCentrum**  
SKARABORG



Joakim Gerhardsson

# Buy a business is perhaps the quickest way to be your own boss and grow in new markets

1. PLANNING (Branch, where, size, employees, cost)
2. SEARCH a COMPANY (dear to ask)
3. ANALYSIS (what products, customers, competitors, agreements, etc)
4. VALUE (Value/price, be true to yourself for what you think its worth)
5. NEGOTIATION (Be sensitive – its often the sellers life's work search for two winners)
6. BUSINESS PLAN (stressed the importance of this)
7. FINANCING (cocreate bank, others, own capital, etc)
8. DEAL



# THE ROAD TO SUCCESS



Thomas EK



# THE ROAD TO SUCCESS

1. FIND YOUR OWN WAY
2. PASSION IS CONTAGIOUS
3. TRY → RETRY → SUCCEED
4. ACT CONFIDENT
5. CROSS MARKETING



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# THOUGHTS ON LEADERSHIP

1. Trust your employees – let go of the need for control
2. Be clear – no meeting without an action plan



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# OWNERSHIP CHANGES

1. Capital for growth
2. Release ownership to speed up
3. Exit to secure the economy



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# THANK YOU!



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