

Right to request workshop - pt 1

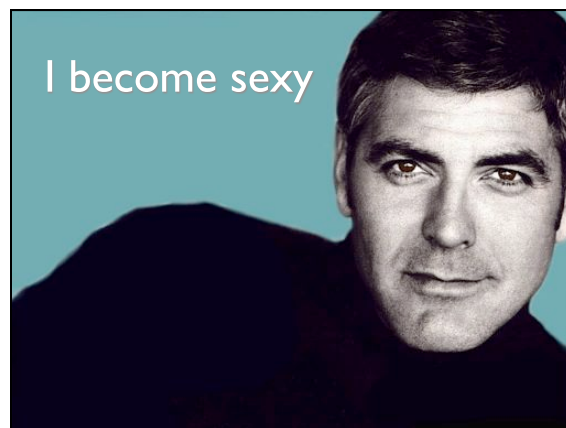
Dave Dawes
Entrepreneurses CIC
www.entrepreneurses.net



Gamekeeper turned pheasant



I become sexy



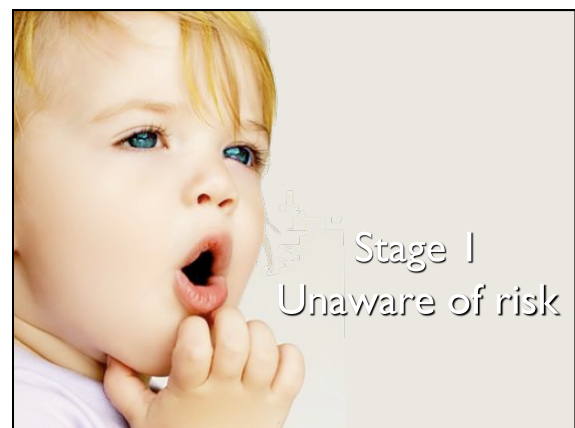
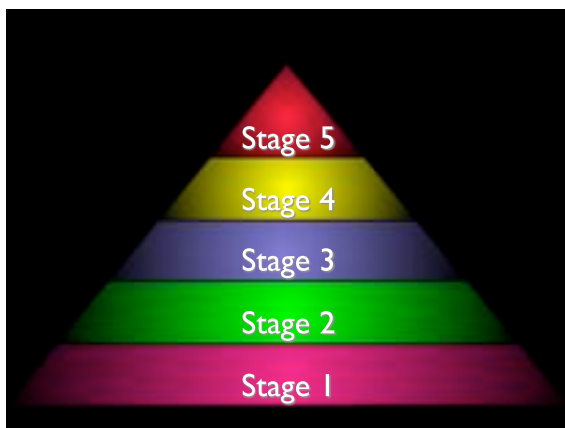
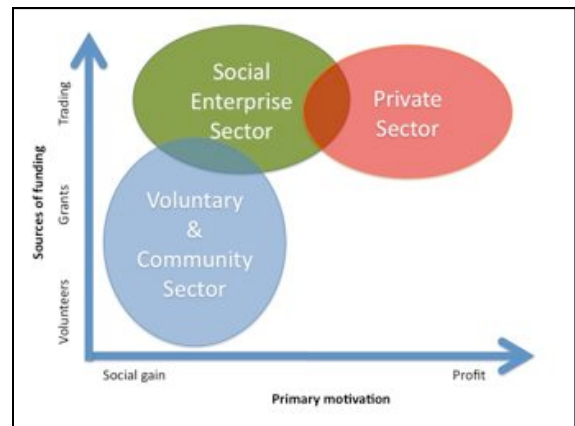
Push entrepreneurs



Pull entrepreneurs



Entrepreneurs are deviants



Stage 2 - Business model

	TUCA	SRAT
96	Nickel	3
97	Nickel	X
98	Stew Smith	lan
99	Nickel	Nash
00	Rachael	Norbert/Gabriel
01		
02		

95 - Dave Currie

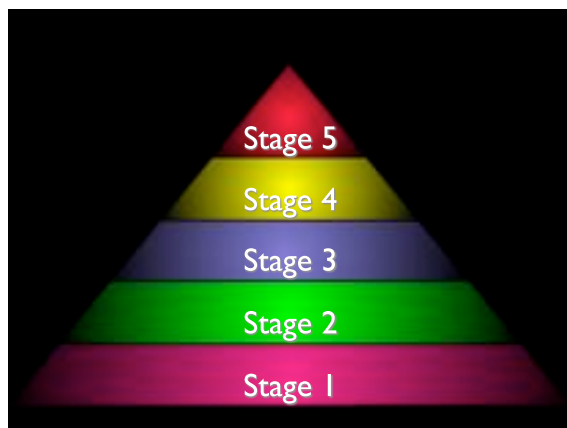
Stage 3 - legal & organisational

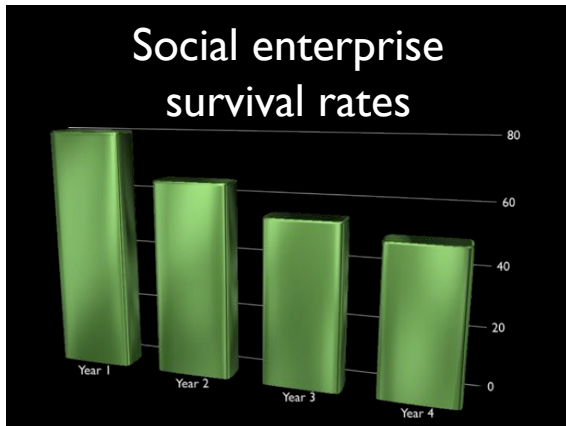


Stage 4 - start-up funding and contracts

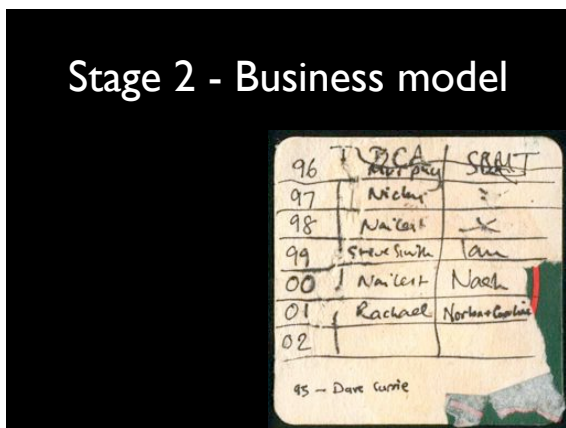


Stage 5 - Launch





- Risk of failure
- Risk of bankruptcy
- Lack of certainty
- Poor support
- Fear
- Isolation
- Did I mention risk?
- Control of your own life
- Living your dream
- Creativity
- Innovation
- Passion
- A chance to make the world a better place



EPOCH Model

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

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Stage 3 - legal & organisational



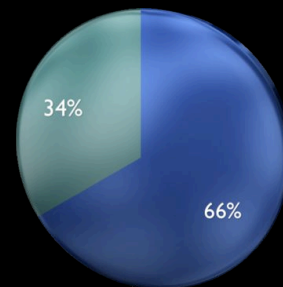
Form follows function



Stage 4 - start-up funding and contracts



Public sector contracts



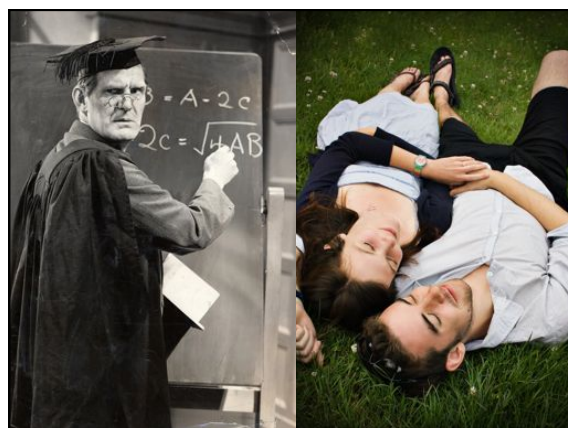
● 1 year ● longer

Opportunity costs - £3.6m



£1,000 x 3680 people

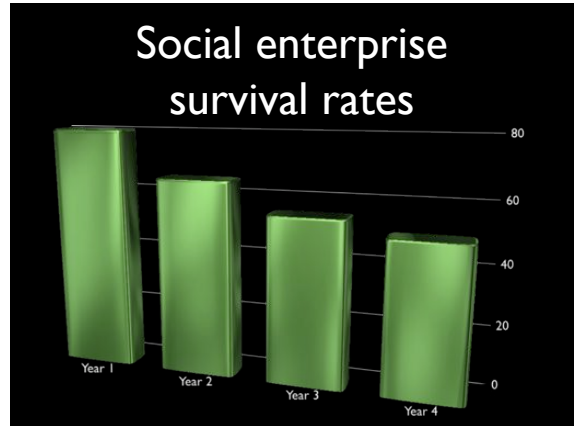
£20,000 x 180 women



- Risk of failure
- Risk of bankruptcy
- Lack of certainty
- Poor support
- Fear
- Isolation
- Did I mention risk?
- Control of your own life
- Living your dream
- Creativity
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Right to request workshop - pt 2

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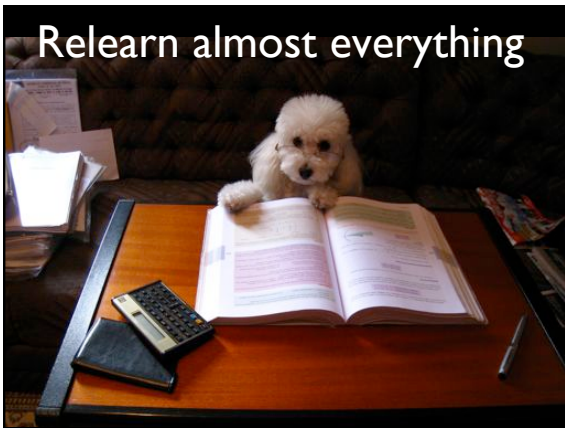
Focus on the wrong thing



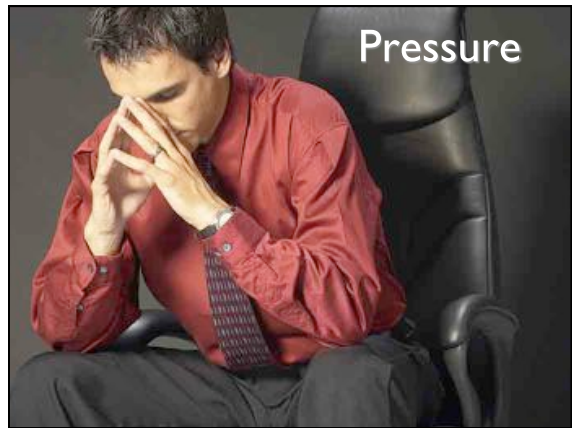
Copy the
NHS



Relearn almost everything



Pressure



It isn't always fun



Misunderstanding marketing

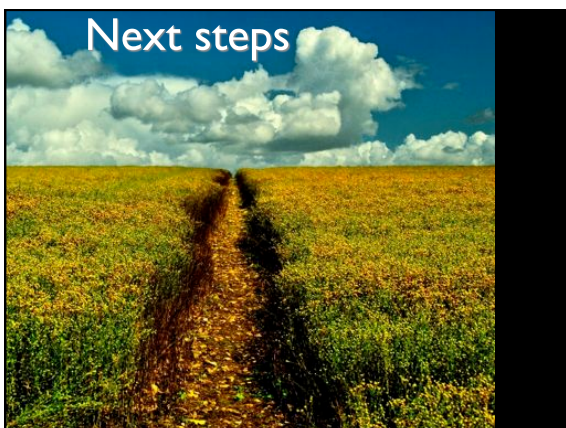
Misunderstanding sales



Support



Next steps



Thinking time



Signposting



You need 2 business plans



Find a partner



Perspective -
286 Saturdays



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