

Inspiring Entrepreneurs

You may have a great idea. You may want to be your own boss. Making the jump from a great idea to a sustainable and profitable business can be exciting but also challenging. If you are thinking of starting a business then you need to consider:

DO YOU HAVE THE RIGHT QUALITIES AND SKILLS TO RUN YOUR OWN BUSINESS?

Starting a business means that you can do something you are good at and passionate about. You are probably good at the core skills of making your product or delivering your service but some of the new areas such as sales and marketing or finance can be a bit more of a challenge.

Through Dumfries and Galloway Council's Young Entrepreneur project - part of Business Gateway Plus * - we can give you a helping hand to identify which skills you need help with and what you need to know to run a successful business. We can even give you access to free business skills training and workshops.

IS YOUR BUSINESS IDEA VIABLE?

In order to increase your chances of running a successful business, it's very important that you carry out some background work. It's tempting to start trading straight away, but by taking the time to check there is a demand for your product and service and will bring sufficient profits to cover the costs and provide you with a reasonable wage, you will have more confidence in your venture and could avoid costly mistakes.

Think through your product and service, identify your customers and market, and understand your competitors. What are the set-up and running costs of the business and how much money will you need to get started? What price can you charge? We can help you with this pre-start planning and inform you of relevant training courses in your area.

WRITING A BUSINESS PLAN

Once you have carried out the background work you should now have the information you need to prepare your business plan. This will help you to set clear goals and identify what you will need to do to achieve them. Business planning can seem daunting but it'll really help clarify what you need to do to start and run your business. We have professional advisers who can help to guide you through this.

FUNDING YOUR BUSINESS

Every business needs funding to get started. This might be savings, investment from others or a bank loan or grant. We can help you access the funding you need to kick start your business idea.

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