

Consulting entrepreneurs in the light of our services



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Järvamaa
5 % of Estonia



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County centre -
Paide

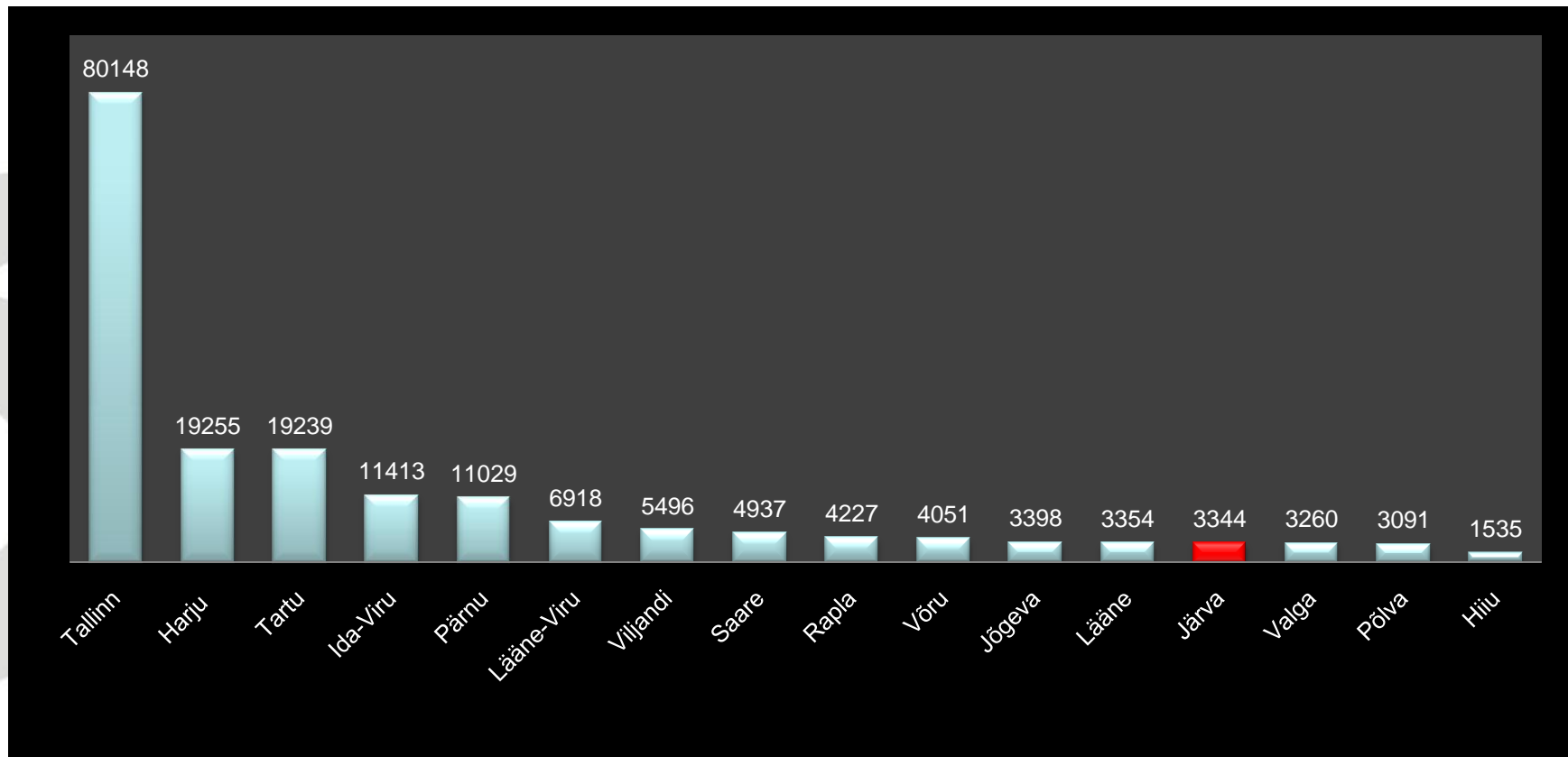
Local governments –
1 town, 11 boroughs

Density –
3 inhabitants km²
34 318 inhabitants



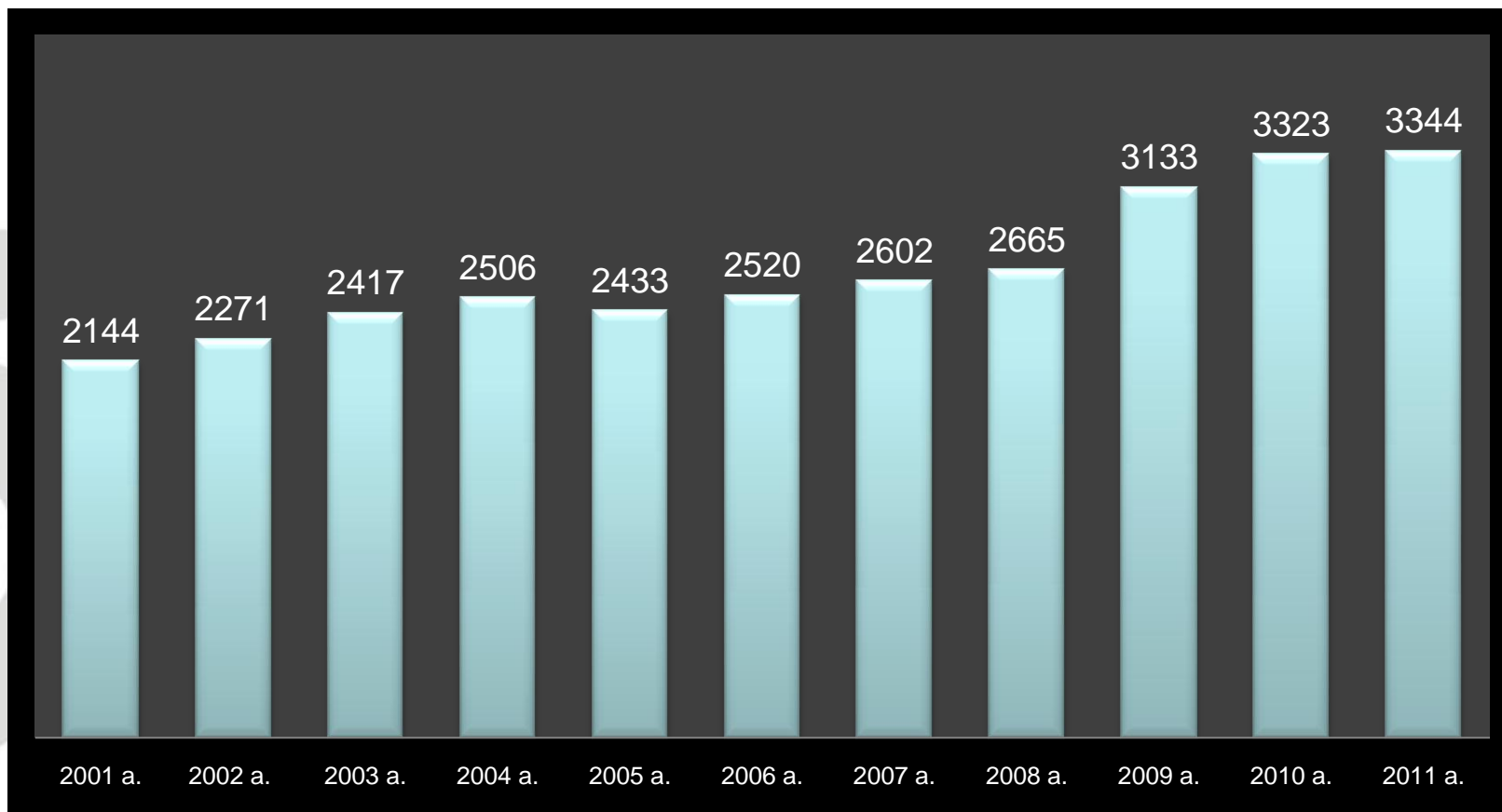
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185 thousand NGO-s and enterprises in Estonia



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Enterprises and NGOs in Järva county



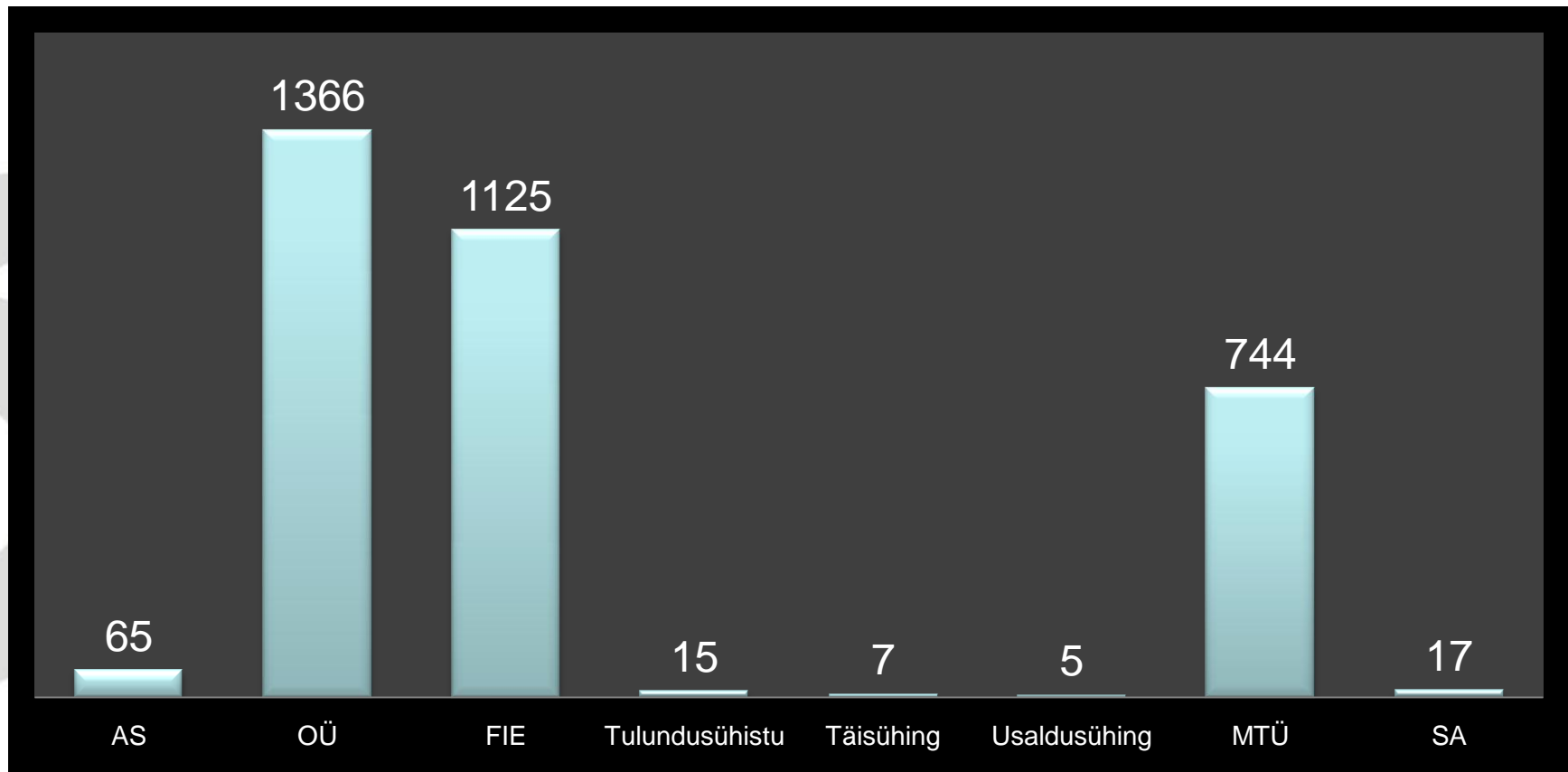
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Forms of enterprises in Järva County



County development centers

- **County development centers are independent foundations who create network that's based on similar terms.**
- County development centers are coordinated by Enterprise Estonia (EAS).
- There is one county development center in every county.
- **County development center clients are**
 - Entrepreneurial people,
 - Potential and operational enterprises,
 - Potential and operational NGO-s,
 - Local governments and their establishments.

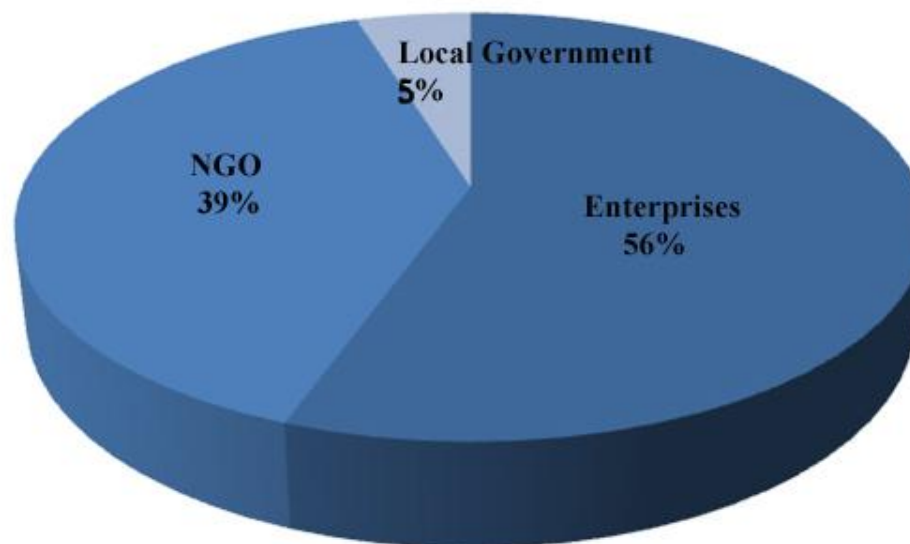


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County development center clients

Järva County development center clients



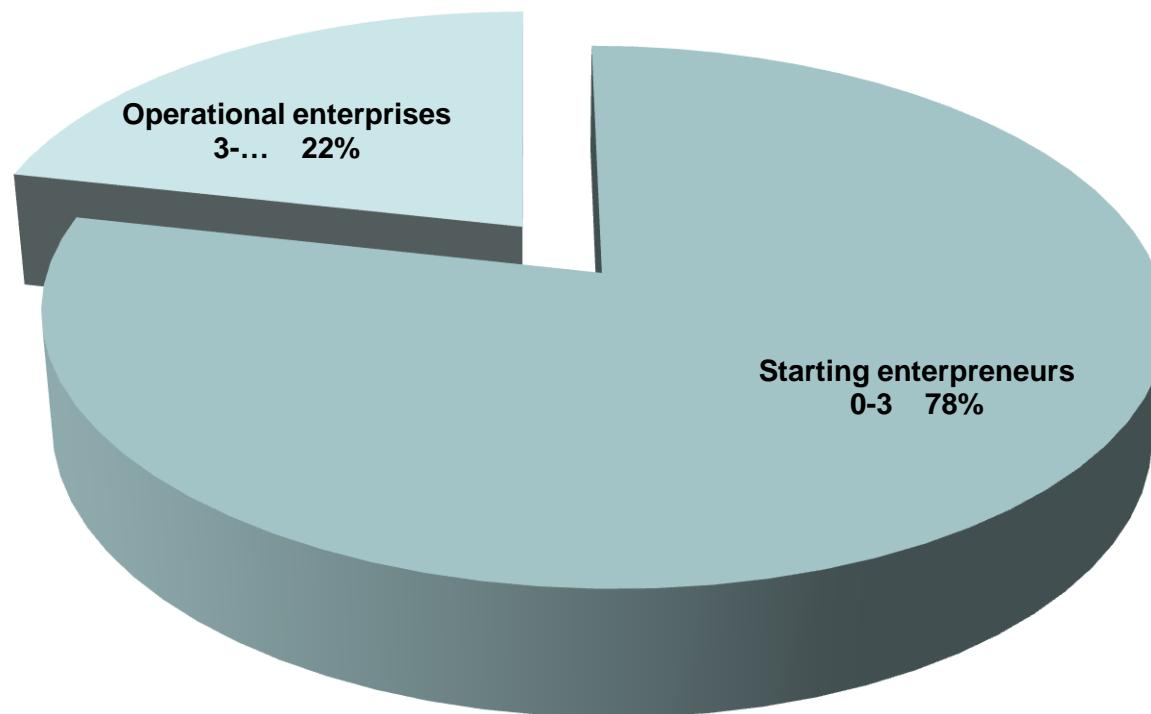
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Operational enterprises % from all the consultations



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We consult operational entrepreneurs:

- Which are the biggest problems that set back enterprise development Areas that should be developed to be successful.
 - Which developments are supported by national supportprograms
 - Necessary training for employees
 - To find consultants who help entrepreneurs to complete their development projects
 - How to find partners to start unified development projects.
-
- **Consulting in county development centers is free.**



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Operational enterprises consulting process

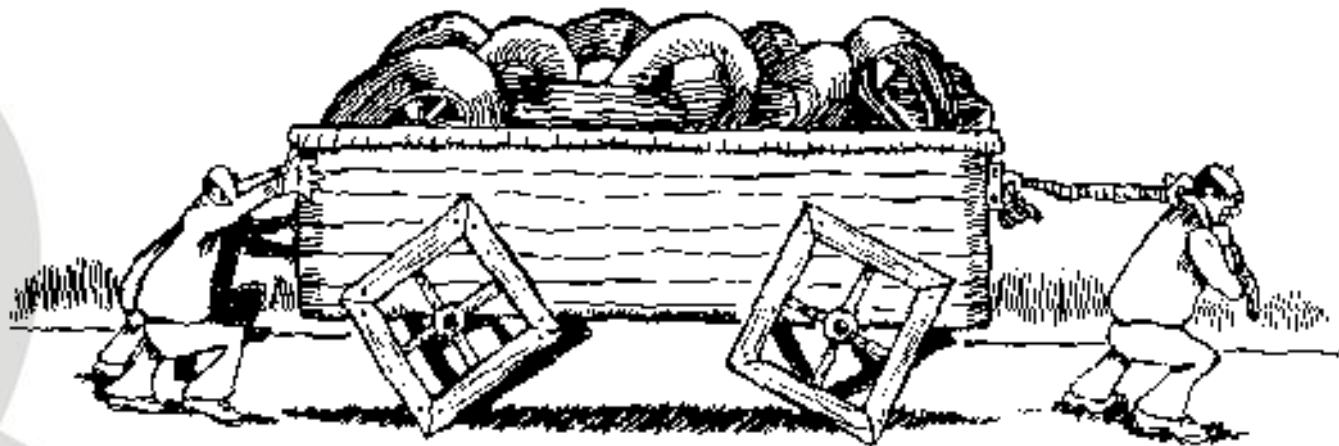
Consulting process depends on client needs and purposes.

1. Creating a contact.
2. Clarify clients problem.
3. Pose purpose of consulting and ask client expectations.
4. Search different solutions by using different methods.
5. Work out a plan with client
6. Keep our eye on process.
7. Summarise results.
8. Give feedback and commune consistently with client.



Speaking about problems and understanding them is key moment for entrepreneurs to develop.

Let client diagnose his problems



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Individual counselling

- Consultant deals with one client at a time.
- Individual counselling lasts about one hour at a time.
- Consultant helps client to fulfill his purposes and satisfy his needs leaving all the responsibility to client.



Group counseling

- In group counseling the whole group gains from one person's story and everyone has a chance to share, ask questions and offer solutions.
- Group members have to have similar needs
- Group can have up to 30 persons. It helps to develop communication, cooperation and self-expression among group members.
- Group counseling usually lasts up to 2 hours at a time. It depends on group and topic.



Activities during applying for support



- **I step – Idea, project, business plan, development plan, strategy–**
 - Entrepreneur writes down his idea and goes through activities and purposes – creating basic project.
- **II step – Financial sources**
 - Support (<http://www.eas.ee>) – database
 - Loans
 - Investors
- **III step – If needed we'll direct client to department specialist.**
 - Consulting for money
 - Experts in universities
- **IV step – Help applying for support**
 - Help putting together application according to rules.
 - Entrepreneur submits application.
- **IV step – Entrepreneur puts his thoughts into practice**
 - Project activities carried to life.



Good luck to entrepreneurs!



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