

# European exchange programme for entrepreneurs

[Erasmus for Young Entrepreneurs](#) is an international exchange programme that gives new or future entrepreneurs the opportunity to learn from experienced entrepreneurs how to run a small business in other participating countries.

A visit to an experienced entrepreneur provides an exchange of experience, giving the future entrepreneur the skills needed to run a small business. The host entrepreneur benefits from a different perspective on his/her business and gets the opportunity to work with partners in other countries or to explore new markets.

**Young Entrepreneur** - a person (EU national or with a residence permit) with a business idea to implement or an existing young business of up to 3 years old, who wants to learn from an experienced entrepreneur in the field/business sector, and who is able to communicate in English at least at B2 level..

**Mentor** - a business executive or board member with more than 3 years of experience in business and willing to share it with a young entrepreneur, who can communicate in English at least at B2 level.

## Who can participate?

- **New/prospective entrepreneurs** - those who have firmly decided to start their own business, or those who have already set up their own business at least three years ago.
- **Experienced entrepreneurs** - owning or managing a small or medium-sized enterprise in another participating country. Mentors can be CEOs, founders, general managers - with at least 3 years of experience in running a business.

## Benefits

As a start-up entrepreneur, you can take part in intensive on-the-job training in an SME in other participating countries. This will help to facilitate a successful start-up or improve your new business, open up new markets by testing your product or service, gain experience in international cooperation, and find business partners abroad with whom to work further.

The host entrepreneur and the mentor benefit from the innovative business idea of a motivated new entrepreneur, the new entrepreneur may have special skills or knowledge in a particular field in which you have no experience and can enhance your knowledge and skills. Mentoring also helps you learn about markets in another country and find a long-term business partner. Most host entrepreneurs are so pleased with the experience that they decide to take on new entrepreneurs later.

Such cooperation is a real win-win situation for both of you, as it allows you to discover new European markets or business partners and other ways of doing business.

In terms of long-term benefits, you will have many opportunities to establish new business relationships and may even decide to continue working together as long-term business partners (e.g. by setting up joint ventures, sub-contracting, developing relationships with sub-contractors and suppliers, etc.).

## How to participate?

Both new and experienced entrepreneurs wishing to participate in the Entrepreneur Exchange Programme need to apply through the registration system and select their preferred local contact point. The Local Contact Point must be based in the entrepreneur's country of residence, as it will be your advisor and point of contact throughout the process. Entrepreneurs residing in one of the several countries without a local contact point can register with the contact point of another European country of their choice.

Once your application has been accepted, you will be able to find all other valid applications in an online directory that will allow you and your local contact point to search for suitable partners.

## Process

The main steps you need to take to participate in the programme:

1. prepare your application documents in English: a CV, a cover letter and, for new entrepreneurs, a business plan;
2. register by filling in the online form ([link](#)) and submit your CV and business plan (for new entrepreneurs only);
3. to get in touch with a new or host entrepreneur abroad (two options):
  - (a) you suggest to your local contact point a new or host entrepreneur with whom you are already in contact, or
  - (b) you search for a new or host entrepreneur in the electronic directory with the help of your local contact point;
4. agree with the new or host entrepreneur on the work-learning project (i.e. the dates, objectives and activity plan of the exchange) and submit this information to your local contact point;
5. Signing the Quality Commitment Document: all parties involved must sign (electronically) the Quality Commitment Document ([link](#)). If you are a new entrepreneur, you must also conclude a financing agreement with your local contact point;
6. Start of the stay abroad: the duration of the exchange can be between one and six months, with the possibility of splitting the stay into week-long periods (provided the total period does not exceed 12 months);

7. The financial support will be paid to the new entrepreneur in installments, depending on the contract he has signed with his local contact point.

## Finance

The programme provides funding for travel and subsistence for a start-up entrepreneur, depending on the country where the mobility takes place.

For consulting and answer your questions contact:

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