

## Capsule 5 – Starting your own business

### Goal

Verifying if I have the profile of an entrepreneur.

### Introduction

Some people dream not to find a good job, but rather to be their own boss by starting their own business. Is it so with you?

Deciding to start your own business is a huge step. It is important that you first think seriously about everything involved.

To help you with the process, Capsule 11 contains some useful tools to determine if you have the profile of an entrepreneur. This will be followed by a list of links for organizations and programs that are there to encourage entrepreneurship and help set up new businesses.

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#### A) Do you have the profile of an entrepreneur?

#### B) Useful links for new entrepreneurs

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#### A) Do you have the profile of an entrepreneur?

To be an entrepreneur, you have to take risks and deal with them. Some people find that stimulating and challenging, while others may go crazy. The occupation you have chosen – computer graphics designer? florist? cabinet maker? –, do you wish to do it on your own, or for someone else?

Think about the pluses and minuses of both possibilities. Fill out the questionnaires below to better understand your needs and wishes and determine whether or not you have the profile of an entrepreneur. Talk to entrepreneurs around you, or see the interviews listed below. In short, you should think about what an entrepreneur is, and ask yourself if you are one!

#### Basic questions you should ask yourself

| (Question)   | (Check boxes: Yes/No/Do not know) |
|--|-----------------------------------|
| Do you enjoy starting new projects, meeting new challenges, solving new problems?  |                                   |
| Would you be willing to give up some aspects of family life and have your salary decrease to be successful in your business? |                                   |
| When you start something, are you determined to finish it even if it takes years?  |                                   |
| Are you confident that you can be successful in your projects?   |                                   |
| Are you resourceful and creative?  |                                   |
| Do you strive for excellence in the things you do?   |                                   |
| Do you have good instinct to identify, evaluate and take advantage of occasions for  |                                   |

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| growth?   |  |
| Do you enjoy convincing people?   |  |
| Is it easy for you to motivate others to work with you?                     |  |
| Are you efficient even under stress?  |  |
| Can you work long hours without interruption?                               |  |
| When you fail, can you pick up the pieces and start over?                   |  |
| In general, are you positive, optimistic and able to bring people together? |  |

If you answered “Yes” to most of the above questions, you may have the profile of an entrepreneur.

If most of your answers were “No” or “Do not know”, but you are still thinking about starting your own business, you should talk to an advisor.

Also, there are other questionnaires available, more detailed and scientific, which can help you learn more about yourself. Here are a few of them:

#### More detailed questionnaires

| (Name/Description/Origin)  | (Link)  |
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| <b>Do you have the profile of an entrepreneur?</b><br>Interactive self-assessment of 50 questions, set up by the Bank of Development of Canada.  | <a href="http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer&amp;sg=&amp;t=s&amp;e=2096702760:3171345710">http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer&amp;sg=&amp;t=s&amp;e=2096702760:3171345710</a> |
| <b>Avez-vous le profil d’un entrepreneur? (Do you have the profile of an entrepreneur?)</b><br>Test of 25 questions to learn more about yourself, set up by the Humaprise company.   | <a href="http://www.humaprise.com/html/profil_entrepreneur.htm">http://www.humaprise.com/html/profil_entrepreneur.htm</a>   |
| <b>ISCE questionnaire</b> (Sensitization tool for your entrepreneurial characteristics)<br>Interactive self-assessment of 47 questions, set up by the Fondation de l’entrepreneurship.<br>(Note: You will have to enter your name and some contact information on the site, such as an e-mail address, to receive your test results by e-mail and display them on screen.) | <a href="http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer&amp;sg=&amp;t=s&amp;e=2096702760:3171345710">http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer&amp;sg=&amp;t=s&amp;e=2096702760:3171345710</a> |

#### Video interviews of people who started their own business

| (Field)    | (Description)   | (Link)  |
|------------|---|---|
| Bakery     | Why Denise decided to open her own bakery rather than work for others.              | <a href="http://www.visez.ca/cyberreportage_19">http://www.visez.ca/cyberreportage_19</a> |
| Aesthetics | Working as an aesthetician as a salon employee or on your own, at home? Interviews. | <a href="http://www.visez.ca/cyberreportage_91">http://www.visez.ca/cyberreportage_91</a> |

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| Selling flowers                        | Interview with a florist who chose to start a business with her mother. | <a href="http://www.visez.ca/cyberreportage_66">http://www.visez.ca/cyberreportage_66</a> |
| Coating services for troweled flooring | The story behind the creation of East Coast Coating.                    | <a href="http://www.visez.ca/cyberreportage_60">http://www.visez.ca/cyberreportage_60</a> |

## B) Useful links for new entrepreneurs

| (Name of the organization and/or program)                                     | (Description)   | (Link)  |
|---|---|---|
| <b>General</b>  |   |   |
| Support for Self-Employment from Emploi-Québec                                | The Support for Self-Employment government measure offers financial assistance to develop a business plan and get your business off the ground or create your own job. You are eligible if you receive Employment Insurance or employment assistance benefits, if you are unemployed and without public income support, or if your employment status is unstable. Go to the site to see the steps to follow to request this assistance. | <a href="http://emploiquebec.net/anglais/individus/msemploi/soutien.htm">http://emploiquebec.net/anglais/individus/msemploi/soutien.htm</a> |
| The Self-Employment Support Measure (STA) from SAJE Montréal Métro            | The STA measure from SAJE Montréal Métro provides technical and financial support to help people gain employment independence by creating or developing their own business or becoming self-employed workers. Go to the site for eligibility criteria and the steps to follow to request this assistance.   | <a href="http://www.sajemontrealmetro.com/english/index.php?ctr=sta.htm">http://www.sajemontrealmetro.com/english/index.php?ctr=sta.htm</a> |
| The Self-Employment Support Measure (STA) from SAJE Montréal Centre           | The STA measure from SAJE Montréal Centre provides technical and financial support to help people gain employment independence by creating or developing their own business or becoming self-employed workers. Go to the site for eligibility criteria and the steps to follow to request this assistance.  | <a href="http://www.sajemontrealcentre.com/english/nav_1_d.htm">http://www.sajemontrealcentre.com/english/nav_1_d.htm</a>                   |
| Corporations de développement économique communautaire (CDEC) Group of Quebec | The CDEC manage various entrepreneurship support programs. To find the CDEC in your neighbourhood and learn about its programs, see the Group of CDEC site.   | <a href="http://www.lescddec.qc.ca/">http://www.lescddec.qc.ca/</a>   |
| La Toile entrepreneuriale   | La Toile entrepreneuriale looks to facilitate access, everywhere in Quebec and throughout the francophonie, to relevant information contents, training tools and the most useful assistance   | <a href="http://www.entrepreneurship.qc.ca/fr/accueil">http://www.entrepreneurship.qc.ca/fr/accueil</a>                                     |

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|   | resources to start and manage your own business. It is managed by the Fondation de l'entrepreneurship and its partners.   |   |
| Portail Québec – Services Québec – Entreprises                                    | This section of the Portail Québec government site contains useful information about the support programs available to Quebec entrepreneurs. It also contains a search tool to find the necessary forms to start your business.   | <a href="http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer">http://www2.gouv.qc.ca/entreprises/portail/quebec/creer?lang=fr&amp;g=creer</a> |
| <b>For youth</b>  |   |   |
| Carrefours Jeunesse-Emploi (CJE) Network of Quebec                                | Quebec's CJE look to help young adults gain personal, social, economical and professional independence, particularly through entrepreneurship support programs. To find your local CJE and learn about its programs, use the search tool from the Réseau des CJE site.  | <a href="http://www.cjereseau.org/en/youth/index.php">http://www.cjereseau.org/en/youth/index.php</a>   |
| Service d'aide aux jeunes entrepreneurs (SAJE) Montréal Centre and Montréal Métro | Since 1985, SAJE Montréal Centre and SAJE Montréal Métro contribute to the start-up and expansion of SME and actively participate in the economic development of Montreal.<br><br>Their mission is to contribute to the business success of new entrepreneurs by offering them management consulting services, coaching, training and financial assistance. See their site for more information about their programs, their eligibility criteria and the steps to follow to request their assistance. | <a href="http://www.sajemontreal.ca/">http://www.sajemontreal.ca/</a>   |
| PAJE.CA – Business portal for young entrepreneurs                                 | PAJE.CA is a learning portal, offering tools and template documents to structure your entrepreneurship process, and an interactive business space for young entrepreneurs.  | <a href="http://www.paje.ca">http://www.paje.ca</a>   |
| Fondation du maire de Montréal pour la jeunesse (FMMJ)                            | The FMMJ is a non-profit organization that helps young, low-income Montrealers start up their own business or produce their artistic project by offering them grants and services. With its various sections, the Fondation targets artists and entrepreneurs – among them, those from cultural communities – who wish to produce a project.  | <a href="http://www.fondationdu maire.qc.ca/en/nous/fmmj.php">http://www.fondationdu maire.qc.ca/en/nous/fmmj.php</a>   |
| Canadian Youth Business Foundation (CYBF)   | The CYBF provides mentoring, financing and business resources to help Canadians from 18-34 start their own business.  | <a href="http://www.fcje.ca/">http://www.fcje.ca/</a>   |
| <b>For women</b>  |   |   |
| Compagnie F   | A non-profit organization, Compagnie F offers support and a network to allow women of all origins to acquire the necessary tools for their  | <a href="http://www.compagnie-f.org/">http://www.compagnie-f.org/</a>   |

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|   | entrepreneurship development. It provides training, coaching, and the possibility of funding through lending circles.  |   |
| Women Entrepreneurial Center of Quebec (WECQ)                   | The WECQ is a non-profit organization which supports all women entrepreneurs throughout Quebec, both francophone and anglophone, by providing a one-stop centre for specialized activities and mentoring designed for starting up or expanding their enterprise (advice, coaching, training, mentoring). | <a href="http://www.cefq.ca/pregenerate/cmsFrameMain_EN_CEFQ.html?Lang=EN&amp;ParentID=CEFQ">http://www.cefq.ca/pregenerate/cmsFrameMain_EN_CEFQ.html?Lang=EN&amp;ParentID=CEFQ</a>     |
| <b>For immigrants</b>   |  |   |
| Immigration and Cultural Communities of Quebec – Businesspeople | This section of the ministère de l’Immigration et des Communautés culturelles site provides useful information to immigrants who wish to start a business or buy an enterprise in Quebec.  | <a href="http://www.immigration-quebec.gouv.qc.ca/en/migrate-settle/businesspeople/index.html">http://www.immigration-quebec.gouv.qc.ca/en/migrate-settle/businesspeople/index.html</a> |

**FOR MORE INFORMATION**

See the « Liens utiles » (Useful Links) from PAJE.CA, the young entrepreneurs business portal

<http://www.paje.ca/cmsDefault.aspx?ln=fr&tabindex=15&tabid=413>