

What does Entrepreneurship mean to you?

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Entrepreneurship is the act of taking risk and initiative on starting up a business for a marketplace opportunity that allows an individual not just to sell products or services but also help boost the economy in a form of attracting new and willing employees to work under a specific business. It includes the skill of being a leader and employee at the same time rather than bossing around without doing things as a good example to your employees. Being an entrepreneur doesn't mean just fulfilling your dreams to have your own business, it is a long-term commitment to yourself and to your employees.

I owned a beverage dealership back when I was in the Philippines. It was really going well for eight years and I consider it a successful business. On the first stage of my business, it wasn't easy for me because as an entrepreneur I have to know the basics first of my business and on this stage, I can tell that this is the most critical stage of all. I also have to get the right equipment, products to sell, employees, time management, customers that will turn to be my loyal customers and friends too, inventory and to forecast what will be the best products to sell to my customers, negotiate to big companies on where my products will come from and lastly my competitive price against my competitors. You must also have right mindset to keep you motivated and be driven to your passion in achieving goals together with your employees. Also, I had to look for employees that will help me grow my business and have the same mindset as mine so we can work not just individually in pursuing our goals but as a team. One major problem that I encounter along the way is the unavailability and unsteady price in the market of beverage products. To be honest I almost gave up with my business when I encounter these problems because I lost some of my loyal customers and their trust too, for me these problems arises because of my lack of knowledge and connections with other people that can help me go through with this but this problems can't stop me in pursuing my goals with my business and to my employees, I stood up with this and go within my comfort zone, talk and negotiate to other companies that can give me the same products I needed as well, be more attentive on what is the best sellers product of my business and always keeping an eye on the demand and supply of the products as well as the right price for the right product . The

business itself is not just the focus for me to just gain money and have my profit on every product we sell because I put my employees first and their well-being as well, I believed in a saying that “What goes around comes around” it is like a give and take relationship for me and my employees. My business will never be successful without the hard work and determination of my employees so I consider them as the key factor to my success.