

Title The perfect Match

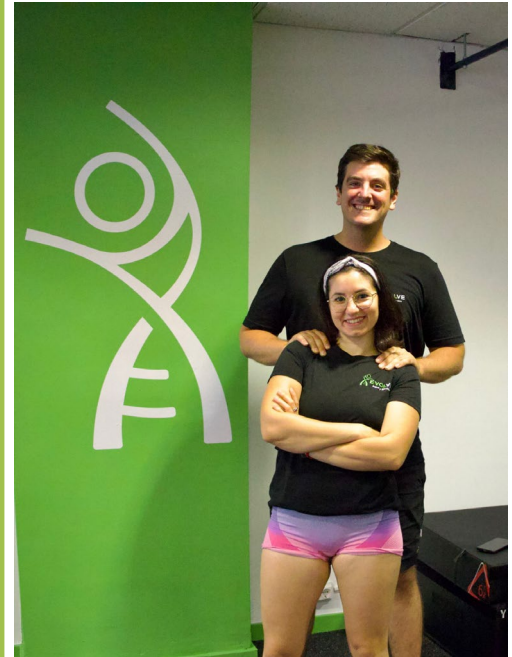
Subtitle Life Changing Experiences

Relationship number: RLT 237732
Period of Exchange: From 03/24 to 09/24

Brief introduction (max. 1000 characters):

I am Paola Stella (NE) and I discovered this project through an Italian friend who participated last year and advised me to join this experience. Searching the web, I found Jorge, a professional in physical activity and sport. I mainly expected to grow professionally and learn how to manage a business and help each other but what I did not expect was the friendship that was born with my HE.

I am Jorge Garcia Hiniesta (HE). I am an entrepreneur and I am the manager of the Evolve Health and Fitness training center. I discovered the program thanks to the email I received from Paola where she explained to me what Erasmus was about and I decided to accept because I saw an opportunity to grow my business, benefiting from a new perspective on my business and with the opportunity to cooperate with foreign partners and get to know new markets. Everything that was expected of me has been realized, adding also a sincere friendship with the NE.



Activities undertaken (max. 1000 characters):

As a NE, I have extensive experience in the world of personal and group training but I do not have sufficient and necessary knowledge to manage a sports and training center and I do not know how to take the first step to launch different online projects.

Like HE, unlike NE, I am already an experienced entrepreneur who has developed his business by taking a first step. On the other hand, I have acquired new visions and ideas for my own projects, in addition to the support of the NE in the management of the center.

To solve these problems for future entrepreneurship, our relationship was based on working together and learning from each other. Give

knowledge in terms of technical development, financial forecasts, marketing strategies to the NE, while the HE develops its own business during this year.

We did several activities to develop our relationship (marketing study, data analysis, customer management, application management, meetings with managers, development of a plan for the business and exchanges of opinions, video recording, personal and group training)

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Benefits achieved (max. 1000 characters):

Professional growth, Communication in a foreign language, Digital competence, Initiative and entrepreneurship, Possibility of future collaboration and Expansion of the network of contacts

New Entrepreneur:

Name & surname: Paola Stella
Country: Italy
Age: 26
Status: *Would-be entrepreneur*
Sector: fitness
Name of business: Personal trainer center
Website:

Host Entrepreneur:

Name & surname: Jorge Hiniesta
Country: Spain
Age: 31
Experience (years): 7
Sector: fitness
Name of business: *evolve salud y ejercicio*
Website: evolvefit.es

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Quotation regarding the experience:

NE (max. 300 characters): “ _____ ”

Paola Stella New Entrepreneur

It was a unique experience. I grew both professionally and personally. Ho appreso so many new living there estuary and thought that this project offered many opportunities of growth. I invite you to participate

HE (max. 300 characters): “ _____ ”

Jorge hiniesta, Host Entrepreneur

Thanks to this project and collaboration, we can expand my business thanks to all the different innovative ideas and different contributions from my NE. advice to be part of this experience at least once in life

For further information about the exchange:

- NIO/HIO, paolastella98@libero.it , jorge@evolvefit.es
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

For information on the programme and details on how to enroll visit:

www.erasmus-entrepreneurs.eu