

**Success Story:** RLT189579

**New Entrepreneur (NE)**

**Name & surname:** Maksym Wołosewicz

**Country:** Poland

**Age:** 32

**Status:** CEO of Polish Institute of Civic Cooperation

**Sector:** coworking, coliving, tourism

**Name of business:** Polish Institute of Civic Cooperation

**Website:** [www.fpiwo.pl](http://www.fpiwo.pl),  
[www.travelhouse.info](http://www.travelhouse.info)

**Host Entrepreneur (HE)**

**Name & surname:** Alejandro Navío

**Country:** Spain (Gran Canaria)

**Age:** 53

**Experience (years):** 6

**Sector:** coworkings

**Name of business:** Soppa de azul

**Website:** [www.soppadeazul.com](http://www.soppadeazul.com)

**Details of the exchange**

**Period of Exchange:** 30.08.2018 – 30.11.2018

**Duration of Exchange:** 3 months

**Brief introduction:**

**HE:** I was expecting to have the experience to work with a Erasmus for project, my first experience with Maksym has been really professional and successful, we work together in different marketing projects and also help me in the normal daily work in the coworking, attending the people and the coworker of the space.

**NE:** I came to Las Palmas de Gran Canaria to learn how the business of coworking and coliving works. I wanted to understand the needs of the target group- digital nomads and remote workers.

I was able to get acquainted with the work of one of the best coworking Soppa de Azul and its founder Alex Navío. I learned a lot about the work in other coworkings and colivings – CoworkingC, Restation, TheRoof and ThePool.

I worked a lot on developing my business plan. Alex's ideas helped me to improve this.

I tested various technology platforms that will be useful in the future. I worked on the development of my website ([www.fpiwo.pl](http://www.fpiwo.pl) and [www.travelhouse.info](http://www.travelhouse.info)) and the website of the HE – [www.soppadeazul.com](http://www.soppadeazul.com).

**Activities undertaken):**

**HE:** Need that Maksym done to help in my business:

Different writing in the Blog of the web page of Soppa de Azul in Russian and Polish



Show how attend the people who come to the space to visit or just to get information about, Work in the social nets of the Space to promote events and the business.

Marketing to catch companies and coworkers from Polish and Russia. I try to help Maksym in different works about the way to direct a Coworking, also I help them in his web page business tell him what I think should change to be better

**NE:**

- I immersed myself in the working atmosphere of the Soppa de Azul coworking.
- I created informational materials about the work in Soppa de Azul coworking in Polish and Russian. I placed them on the official HE's website, their Internet resources and in social media as well.
- I participated in several international meetings and conferences dedicated to the remote work and development of tourism industry or coworking spaces.
- I lived in one of the coliving – 'The Pool' in Gran Canaria, where I could personally get meet digital nomads and remote workers from around the world.
- I worked on a business plan (for example I changed promotion strategy and price list, redefined of the target group)
- I checked and also created marketing tools and I found a property for future business (for example website with domain and information in 3 language versions, logotype, Facebook Fanpage, price list and description of services in 3 languages)

**Benefits achieved:**

**HE:** Successful experience in general.

we created a really nice relationship,. Some companies from Poland are already contact interesting to be on the space next year. Some coworkers from Russia and Poland just written me to get info.

He help me a lot to have the possibility of work in project to improve my business while he is doing the daily work.

**NE:** I checked how the coliving and coworking business functions in practice in Spain.

I improved my business plan.

I created marketing tools and found a property for future business.

I and Ewelina Wojciechowska have developed a multilingual webpage for our future business with the use of various programs for programming and automation of work – [www.travelhouse.info](http://www.travelhouse.info)

I participated in several international meetings and conferences dedicated to tourism and remote work. Personally I get to know with the staff and founders of travel organizations, coworkings and much more.

**Quotation regarding the experience:**

**NE:** *Wonderful project. Thanks to him, I was able to directly get acquainted with the work of coworking and coliving and learn how this business model works.*

*Now I have contact with the founders, potential partners and customers. I learned their real expectations and prospects for the development of this industry. I became acquainted with remote workers and freelancers - my future target.*

*I had enough time to work on my own project. I improved my strategy and created the first tools that I used immediately after returning to the country. Thanks to that I will start my own business in a month after my return!*

**HE** (max. 300 characters):

*The experience have served to me to improve some things in my bussines, and have the experience to help and share working with really profesional person from other Eurepan country. For sure I will try to repit the Erasmus for young entrepreuners again*

**For further information about the exchange:**

- NIO, Poznań Science and Technology Park, erasmus@ppnt.poznan.pl

**For information on the program and details on how to enroll visit:**

**[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)**