

10 things I learnt when I Started my Business in the Netherlands

Sinead Hewson

Women's Business Initiative International



Требо™



Women's Business  Initiative International

WBI member Sus (MS) & Nolan (DS) in front of the Papen Palace

Women's Business Initiative International

- Professional networking
- Start-up support
- Flexible membership
- Member discount rates!

www.wbi.nl

January Events

- 1 Jan: Meet Sus & Nolan
- 8 Jan: Business Dinner, Hotel de Ville, 6.30pm - 9.00pm
- 9 Jan: Meet Sus & Nolan at the City Hall, 10.00am - 12.00pm
- 15 Jan: 11.30am - 12.30pm, Holland House, 27 & 29 Ave. of International Justice, Rotterdam, 1016 CA

January 2012

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
		10th Young Bus		ADP White Book 2012 - New Sites		Highland Park 100th Anniversary - Great old-fashioned family of friends
10th Young Bus - 10.00am - 12.00pm - 100th Old - New Study					14th Young Bus	
				ADP 100th Anniversary - 100th Old - New Study		
				10.00am - 12.00pm - 100th Old - New Study		
						ADP 100th Anniversary - 100th Old - New Study

The Choice for quality childcare in The Hague

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CRAVE
THE HAGUE

The Urban Girl's Manifesto

The ultimate guide to the place women CRAVE in The Hague, including more than 100 inspiring places to know.



*We give you:
Space to clear your head so you can focus think and act*

*Facilitation; Consulting; Coaching
Group; 1-2-1; Remote sessions*

Useful Resources

WBII:

<http://www.womensbusinessinitiative.net/about/doing-business-in-the-netherlands/>

Access:

http://www.access-nl.org/our_services/pdf/booklets/starting_your_own_business.pdf

KvK:

<http://www.kvk.nl/english>

Belastingdienst:

<http://www.belastingdienst.nl/english/business.html>

1. Cultural

‘Relatively’ easy to set up

Specific rules / actions when starting

No ‘Well Done for starting your own business’

Low litigation

Tend to pay on time / within credit terms

It ‘helps’ to make the effort to speak Dutch

2. How much do I really want this?

Why am I in business?
What's my motivation?

3. What's my offer?

Simple; Clear; Evolving?

How big is the need?

Who (specifically) will buy from me?

Why should they buy from me?

4. Simple Business Plan

Sets the frame

Clear research & insights

Who are the competition?

Accurate figures

Realistic goals & targets

Tracks achievements

Clarity of direction

5. Understand which business form is best for you

Types of Set Up

Eenmanszaak (ZZP)

Vennootschap onder Firma (VoF)

Vereniging / Stichting

Commanditaire Vennootschap (CV)

Besloten Venootschap (BV)

Naamloze Venootschap (NV)

Maatschap Partnership

Legal form	Liability of legal form	Taxes
Sole trader One owner	No legal form Owner is liable	Income tax Turnover tax
General partnership (VOF) One business with two or more people (partners)	No legal form Each partner is liable for obligations	Income tax on each person's share of the profit Turnover tax
Limited partnership (CV) Two sorts of partner: Active partners Silent partners	No legal form Active partners are liable for obligations Silent partners are liable for the amount they invested	Income tax Active partners: on their share of the profits Silent partners: on remuneration received Turnover tax
Partnership Entrepreneurs working together to exercise a liberal profession	No legal form Each partner is liable for the obligations of the partnership but not for the individual obligations of the partners	Income tax on each person's share of the profit Turnover tax
Private limited liability company (BV) Capitl EURO 18,000 on establishment	Legal form The BV is liable for obligations of the business	Wealth tax on the capital Corporation tax on the profit Turnover tax
Association or foundation An association or foundation runs a business	Legal form The association or foundation is liable for obligations	Corporation tax on the profit Turnover tax

6. Paperwork (set up)

Burger Service Nummer (BSN)

KvK

Bank

Tax office

Insurance

Permits / requirements

7. Supports

Access

MKB – Nederland

Syntens

Holland Investment Agency

Belastingdienst

8. Grow your network

Build a good network

American Chamber of Commerce

Ireland Netherlands Business Association

KvK Ondernemers events

Industry / Sector based groups etc....

9. Get good (local) advice

Accountant

Legal

Insurance

Other people in business

10. Go for it & enjoy

Innovation thrives here

Build your reputation & trust

Be professional

Useful pointers

1. Invoice in sequence (not by project)
2. Show on letterheads & invoices:
 - a. Business Name & contact details
 - b. KvK number
 - c. BTW number
 - d. Bank number on letterheads & invoices
 - e. Client Company / VAT number (international invoices only)
3. Dutch clients generally pay on time

What am I up to now?

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Are you ready?

FREE: TOP TEN TIPS FOR CLARITY

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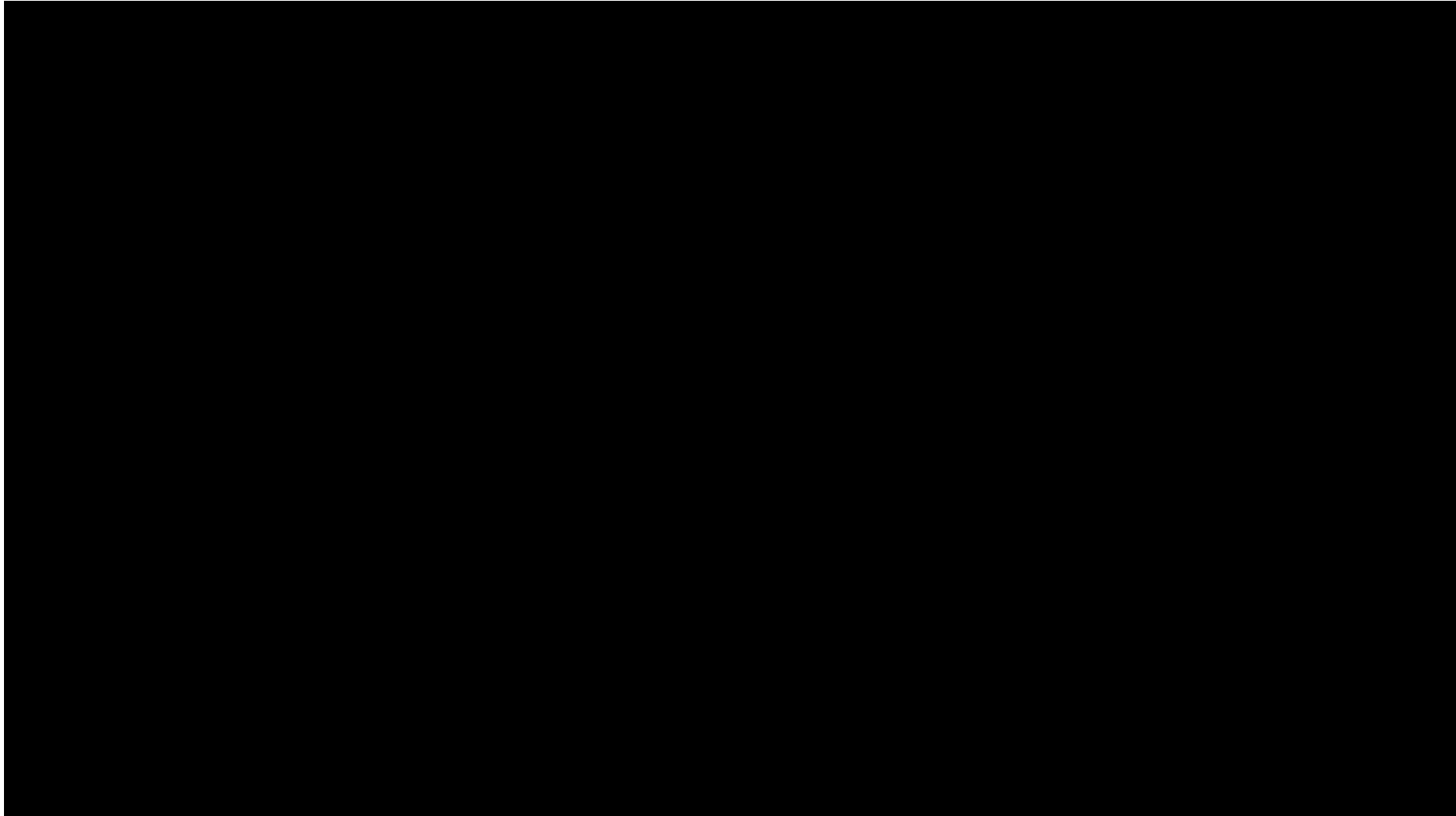
@sineadhewson For those who are still finding their way in the social media ether. The Social Revolution and Your Evolution: <http://t.co/PQCx9AqE>

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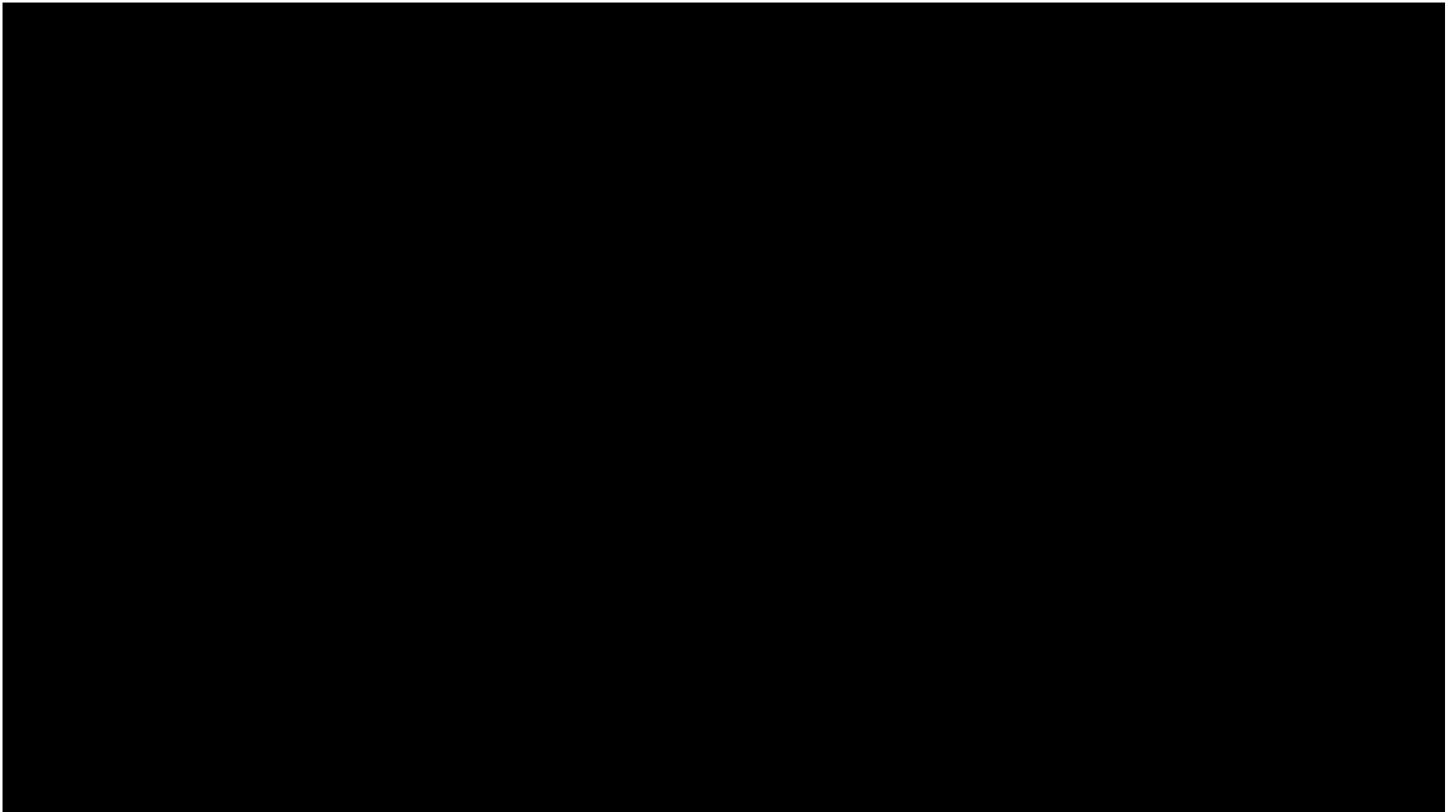


***We work with:
SME's, entrepreneurs and individuals
who are on the cusp of change***

Treebo™



***One of our offerings:
Focus 2012***



What am I up to now?

Trébo™

Leadership programme international communications agency

Group / 1-2-1 facilitation sessions (face to face and remote)

Work with SMEs / entrepreneurs / business owners

Global change programme for fortune 500 company

Co-opetition programme international Food Companies

Board memberships, Networking, Speaker Platforms

NOT POSSIBLE WITHOUT THE SUPPORT OF WBII

(and most importantly being a mum)

When you go home tonight ask...

What do I really want?

What's my ideal working day?

Questions?

Thank You

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