

7th Webinar Script

Title	Write your business plan						
Date & Time	Thursday 15 th of September 17:30 CET time, duration 2 hours						
Organiser	EDF, Bulgaria						
Organiser Contact Info	<table border="1"> <tr> <td>Tel.</td> <td>+359878336023</td> </tr> <tr> <td>Email</td> <td>eu_development@abv.bg</td> </tr> <tr> <td>Webpage</td> <td>https://eu-dev.eu/</td> </tr> </table>	Tel.	+359878336023	Email	eu_development@abv.bg	Webpage	https://eu-dev.eu/
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Webpage	https://eu-dev.eu/						
Webinar Link	Meeting ID: 891 7757 5375 Passcode: NO passcode LINK: https://us02web.zoom.us/j/89177575375						
ENTER e-Platform link	https://www.enter-project.eu/						
Learning outcomes	After the completion of the webinar, participants should be able: <ol style="list-style-type: none"> 1. Create their own business plan, knowing the business plan elements and structure 2. Knowing the marketing strategies, digital presence 3. Making easy analysis of the environment, market analysis, competition analysis 4. Structure a management and financial plan 5. Get to know some useful practical advice and examples. 						
Requirements for attending the webinars	<ol style="list-style-type: none"> 1. You will need a device (smartphone, tablet, laptop, desktop PC) and a reliable internet connection (preferably a high speed one). 2. If you are using a desktop PC you will need a web camera and optionally speakers, headphones, or earbuds that are compatible with your computer. 						
Instructions for participating in Webinars	<ol style="list-style-type: none"> 1. You are kindly asked to connect 10 minutes before the starting hour of each webinar. All webinars will start exactly at the scheduled time. 2. If you have any question you can "Raise your Hand" during the webinar. However we recommend you to allow the moderator to control the time and frequency of brakes for questions. 3. You can use the chat during webinars for messages, asking questions or provide us with some information. 4. After the completion of the each webinar you will receive a mail with an online evaluation form of the webinar. 5. The video recording of each webinar as the material/software presented, will be uploaded at the 						

	ENTER platform.
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Name	Role	Notes
Maya Danova	Moderator (Main)	Project Manager, EDF
Svetla Tagareva	Presenter/Trainer	https://www.enter-project.eu/index.php/our-trainers

Phase	Topic	Speaker
Introductions		
Greeting	Greeting to the participants and brief trainer brief presentation from Moderator	Maya Danova
Short webinar introduction	Webinar structure and administration	Maya Danova
Body Content		
Speaker Content	What is business plan, why you need it, who can make it, business plan elements	Svetla Tagareva
	Business plan resume, structure, product, service, clients, market	
	Marketing strategy	
	Management Plan	
	Financial Plan	
	Practical Advices	
Wrap Up, Questions & End		
Questions and Answers	Open Q&A Session	Svetla Tagareva
Conclude		Maya Danova

7 th Webinar evaluation form link: <https://forms.gle/DeYyTJiHaExKuREi6>

7th Webinar Test link: <https://forms.gle/KVqpGhTSdCPA3swT8>