

smart people:
think minerva



Sam Lewis

Minerva People worked with Sam encouraging and developing him to set up as a self employed heating engineer.

"Whilst training with Minerva I have found the help and support to focus on my key areas to help me set up my own business. Minerva has helped with my computer skills and how to incorporate them into day to day running of my business and for marketing.

Overall I have found the help and support at Minerva from their positive and highly skilled staff very useful and will be recommending them to people I know."

SAM LEWIS

The Challenge:

Sam, aged 23 had successfully completed his Engineering National Certificate at Level 2 with a local employer but unfortunately was made redundant. After being unemployed for nearly 6 months, Dumfries Job Centre referred Sam to Minerva for consideration and training for self employment through the funded programme Training for Work.

The Solution:

Tricia Hunter met with Sam and was immediately impressed at this positive young man who was clearly focused that self employment was the right option for him. When he had been employed he worked with an encouraging tradesman who had advised him of what self employment was all about. Sam had also visited Business Gateway and PSYBT for advice and guidance. When Tricia contacted these organisations they too had the same positive comments to make with regard to Sam.

It was agreed that Sam would commence the programme with Minerva who would work closely with Business Gateway and PSYBT to ensure Sam developed his skills to move into a self employed position. He was given time to develop his Business Plan and undertake training on Microsoft Excel and Publisher which would be of benefit when starting his business. He had training with PSYBT with regard to book-keeping. He developed templates for invoices, marketing materials and website. Sam started distributing fliers around the area, networking and meeting other business people with whom he could work in partnership. Sam needed to practice his presentation skills as he was required to present his business case to PSYBT in the hope of some financial support to commence his business.

The Results:

Sam successfully gained a PSYBT Grant and Loan to purchase a van, tools, computer and some advertising. He passed his Microsoft Excel and Publisher qualifications and started up his own business "Lewis Oil Heating Specialist" with a list of clients. Sam is now continuing to look at developing his website with Business Gateway, marketing further afield and to different people to build up his client base. With the cold weather now approaching the time was right for Sam to start as everyone considers putting on their heating again. Sam has been a pleasure to work with and all at Minerva wish him well and will continue to support him over the coming months.