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# NEXT!

Your no.1 awarded magazine in Europe on how to build yourself and maintain in the rough but amazing business world and life challenges



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# GET RICH OR TRY DYING

Hey, wanna achieve your own success abroad? Do you think that you have the best (or at least you have some) idea of starting a business in another country? Are you convinced that your idea is great? In this article I will show you how to do it and give you some useful tips.

First of all - **BE BRAVE!** Don't let anything or anyone turn your dreams down. A lots of your friends will tell you "Don't do it, it is too hard for you; You can't do it..." So just don't listen to them! Be ready for challenges.

Now you have a great idea and you have to pick your destination. The first step is to **pick a destination** that you are going to love. Will it be a warm climate or high elevation? Which continent will it be? Is it perspective country for your business?

The next step is to **learn the language**. This seems like an obvious step but learning a language can be for someone the biggest challenge. Even a little knowledge is better than none.

The third step is to **know culture of the country**. Don't ignore the culture diversity and local traditions. Learn more about religious customs of the country. About things which can be tolerated or will be regarded as taboos. Have a local friends and hire local people.



And the last but not least advice. It is always a good idea to hire a lawyer especially when you starting a business abroad. Find a lawyer from your country who is living and working in the country to witch you hope to move. This way you'll know that your lawyer understands your culture, but has the knowledge and skills to help you with business abroad.

Always remember, whatever your business is, don't be afraid to start doing business in other country. Sooo, are you ready to start your new successful business? Now you know how to start. I wish you good luck!

# A MANAGER VERSUS AN ARTIST

- How to make your choices – a talk with yourself
- Studying the market – targeting your audience
- Get over yourself – you are not that important and you are exactly what the world needs
- Creating the need or create what is needed
- How to – know how: ENTREPRENUR in ART

- **How to make your choices**

Why do you want to do what you want to do? How it will contribute to the world and is that something that the world needs? Is your motivation money only? Because let's face it, money is a nice motivator up to certain point but if you do not know why from the start to the finish why is your business important or needed, what is following up is the feeling of emptiness, uncertainty and bankruptcy as the worst case scenario.

- **Studying the market**

Where and how to find your audience? Who will buy your services or products? Are you living in the right city? Aiming the right target works on longevity of your business and of course profitability. With research and creativity you can either make a need in the market or convince the market that you are something else. Remember the story of a solo publisher who went into every bookstore, bought his own book and said to all the sales people there “Don't you know? This is the hottest book now!”

- **Get over yourself!**

Regardless of all your technical skills and education, you must remember the starting point: you are just a human! And of course you are an amazing human. How to balance your ego in an overstimulating, ever fearful world? Focus on your attitude. Dozens of people fail at Amazon, and 80 percent do so because of soft skill issues. They fail because they're jerks. They fail because they don't listen to their co-workers. They fail because they can't take feedback. They fail because they don't handle mistakes well. The key is to always have a truthful conversation with yourself. You will automatically radiate this to the world.



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### • **Creating the need**

As we earlier mentioned the writer who sold himself, consider who is that applicable to your talent and vocation. However, what you can offer should fill a void in the market otherwise do not waste your time and money. Especially time! Customers want solutions for their problems, but they can't quite identify what they need. This is where you come in. It's tough to break through the crowd's buying habits as well, since most American consumers repeatedly buy the same 150 items that fill more than 85% of their needs. Seven tips to get you going: playing on the customer's fear of missing out (out of stock), leaking information to set the buzz (teasers), let customers' experiences do the talking and selling (free marketing), make it exclusive (people want what they can't have), focus on the biggest problem (catching attention with value), partner up with rockstars (influencers), constantly evolve (for ex each new Kindle added a new functionality).

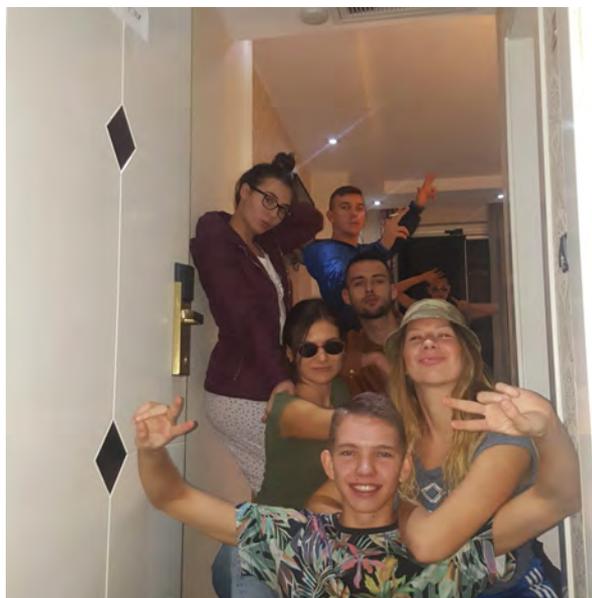
There is always a long journey from How to to Know How. Meeting an artist and a manager inside yourself is a challenge even in meeting these words together. Owning your own business gives you a sense of freedom and empowerment. You can build things and watch them grow. Artists are majorly underpaid mostly because they accept minimum fees as they think it is their only choice. Cultivating a mind that you accepting that will make loss for your colleague as well and then it comes back to you, can make a change in responsibility towards your skill and making profit as an end result. Learn how to negotiate with manager in your head and then take it outside. Get gritty, challenge yourself, be passionate, take risks, trust yourself, reduce fear, visualise goals, get advice or a partner, plan finances and get to action!

If you want to take a training course or simply book an online consulting - send an email to [pachansky@pachansky.com](mailto:pachansky@pachansky.com)

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# ERASMUS IS ON THE TABLE - TAKE IT!

Have you ever wanted to live or study abroad in order to experience foreign cultures or learn new languages? Have you ever dreamed of doing internship to have better chances while looking for a job? Are you an open-minded person willing to meet new people or gain experience? Well, then you're a perfect fit for Erasmus. And before all nay-sayers hit in, or jumping to some random conclusions, let me break it to you, it's completely free and no, you don't necessarily have to be a youngster or in your twenties, you just need the spirit and I'll explain how later on. Stay tuned.



So what is Erasmus? The Erasmus+ Programme is a European funding programme established in 1987 offering youngsters a possibility of studying, working, volunteering or doing an internship abroad in another European country, nowadays even beyond European borders, for either a short or long-term exchange.

## SHORT TERM EXCHANGES

**Youth Exchange (YE)** Youth exchanges allow groups of young people from different countries to meet, live together and work on shared projects for short periods, usually between 5 and 21 days. You can either apply as a participant (ages of 13 and 30) or a team leader for whom there's no age limit as long as you're 18+.

### Training Course (TC)

Training Course is a significantly more advanced version of YE with a purpose of really teaching you and getting skillful at a certain field throughout random workshops, seminars and role-plays. Regarding the age, you have to be at least 18 years old, and you can only apply as a participant as there are no team leaders since the national teams consist of up to 3 people per country.

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## LONG TERM EXCHANGES

### Erasmus Student Exchange

Erasmus+ helps organise student and doctoral candidate exchanges within Erasmus+ Programme . Opportunities to study abroad are available to students at Bachelor and Master levels and Doctoral candidates from a minimum of 3 months to a maximum of 12 months. The only condition is you being registered in a higher education institution.

### European Solidarity Corps (ESC)

The European Solidarity Corps is the new European Union initiative which creates opportunities for young people (18-30 years old) to volunteer or work in projects in their own country or abroad for a period of two to twelve months.

### Other

#### EURES

Eures is a job mobility portal of the EU set up to facilitate employment mobility among the member states and it maintains a database of jobs as a useful means to search and apply for jobs in the EU, EEA and Switzerland.

### Erasmus for Young Entrepreneurs

Erasmus for Young Entrepreneurs is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other participating countries which helps the new entrepreneur acquire the skills from the experienced entrepreneur needed to run a small firm.

### DiscoverEU

DiscoverEU is an EU initiative offering 18 years-olds the opportunity to travel around Europe for up to a month with the aim of Europe's youth connecting with the European identity and raising awareness of the core values of the European Union.

So what are you waiting for now that you're aware of all the opportunities out there? Seize them. Don't waste your time, pack your bags, fasten your seatbelt and go with the Erasmus flow. OdgovorProslijedi

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# HIGHWAY TO SUCCESS

The legend entrepreneur Gabrielius was Born in Lithuania, and at age of 24 he created a very succesfull business called “Dadada” which us generating over 2 million euros every year.

So what is Erasmus? The Erasmus+ Programme is a European funding programme established in 1987 offering youngsters a possibility of studying, working, volunteering or doing an internship abroad in another european country, nowadays even beyond European borders, for either a short or long-term exchange.

So what was your first business?

While studying I tried working in warehouse for a couple of months. After that I understood that I cannot work to somebody from 8 to 5. So I started making money in a different way like buying defective motorcycles, laptops and cars, fixing them and selling for a bigger price. Also I tried doing affiliate marketing but it didn't go well...

Have your studies helped you in life?

Unfortunately it didn't, because I was learning engineering by myself while repairing cars and motorcycles and after 2 years of studying I understood that I'd prefer more to ride them, not to fix. So the last year of studyies were toughest because I had no more motivation learning mechanics. Afterwards somehow I finished it thanks god.

How did you came up with the idea of “dadada” business?

The money I had while studying was from working abroad in the summer time so while studying and living with my 3 friends We were always thinking how to make money and I came up to idea that for some commision fee we could find a job to Lithuanian people full time or summer time for some commision fee for us.

Why your company name is so strange, and how did your company came up so succesfull?

We were thinking how to call our company whole day and my friend Patric wanted to say something and accidently stuttered “dadada”. Because we didn't have any better idea we used this one. Talking about how it got succesful we used the situation in Lithuania that people want to go abroad because of a lot bigger salary. But they all get stuck of finding job straight from Lithuania



# MY DATA TAX PLATFORM

Part of an exclusive interview by certified auditor Theodoridis Argyrian, graduate of accounting and finance at the University of Western Macedonia

As it became known from the Ministry of Finance of Greece from 01-01-2021 the invoicing will be carried out using an electronic invoicing-pass platform.

Amounts yet to be charged by an accountant;

As few know in today's times, the obligations of professionals to the tax and auditing authorities are increasing daily as it fluctuates with bureaucracy which, instead of being reduced, also makes our lives more difficult every day.

Withholding taxes on labor taxes, VAT , and months of concentrated stock are some of the many crap that the accountant may have to pass through as a tax representative or as I call it a bureaucratic slave.

The law obliges the professional to upload or transmit any tax document directly to the system, with the platform name being my-data. Automatically increases the hours needed to meet accounting bureaus as well as the large clientele they have as dozens and many agencies and hundreds of businesses represented by accounting bureaus.

Human beings we make mistakes, no one is wrong especially when tens of thousands and hundreds of invoices passed through the hands of the accountant everyday.the workload and ownership of this job automatically creates a new job within an accounting office, claiming an office absolutely right also comes to specialize in the subject matter. the correct definition is electronically readable and comes to distinguish activities and responsibilities as it tackles the illegal issuance of invoices to the detriment of their customers, as well as the obligation to issue them validly.as he understands, the position is designed to tackle tax evasion and more effectively control business activities, as well as cross-checking the revenue-expense books of a business. and tax statements will be automatically filled in by the system according to the data being transmitted.the only sure thing is that it is not easy to complete a 200 field situation correctly.the office as well as the chair undoubtedly have their place in the modern accounting-tax offices! patient and zanax

**The NEW  
Business Model  
for the modern  
accountant**



# FEATURING GAME OF THE ISSUE

The Greek Game! Author Augusto Boal One actor in the middle and at least seven or eight others around her. She starts a movement and everyone else must use their bodies to help her complete this movement. For example, if she lifts a foot, someone immediately places his body under this foot so that the actor's foot is supported. The protagonist extends a limb here, a limb there, leans this way or that, does – whatever she likes – and the rest of the group help her, inventively using their bodies to support her as she raises herself up, rolls on to her back, stretches out on her side, climbs into the air, etc., inserting themselves into the relevant space. The overall effect should be almost as if the protagonist was weightless, in space. She must always move slowly enough to allow the other participants (who must move quickly) time to discover Nobody should be scared of this exercise, but it is worth noting, with this one and the one which follows, and many others, people must be warned to take care of each other and themselves and to concentrate on the protagonist's safety. People with bad backs especially should be warned about lifting or bearing the weight of a human body – and it is best to have at least one person standing out and 'spotting' for each group, to make sure all is safe. With these safeguards, the exercise can be very pleasurable; without them, it is in danger of becoming an 'anti-trust' exercise.





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