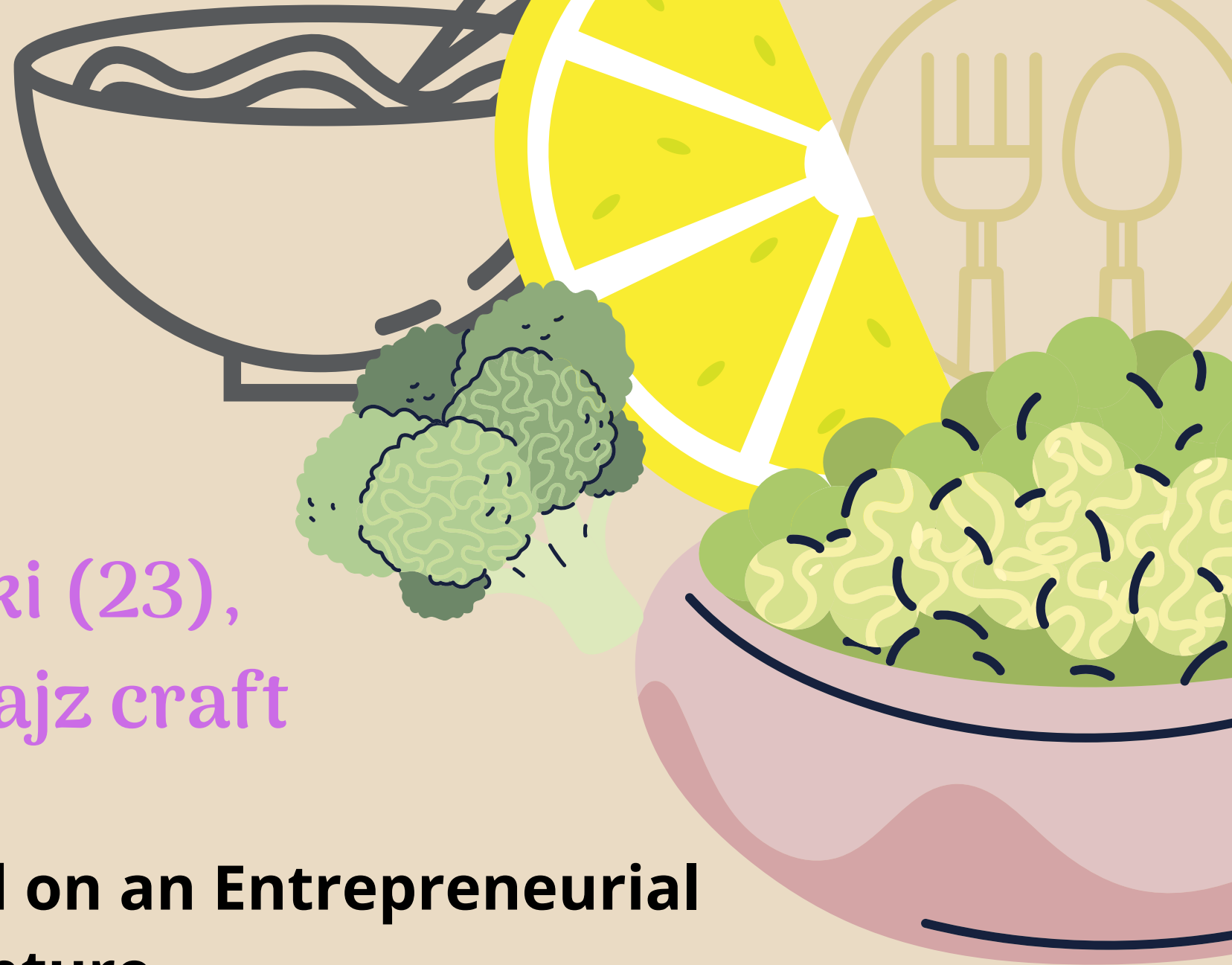


UPENSKILLS

**Martina Završki (23),
owner of the Špajz craft**



At Just 20 I Embarked on an Entrepreneurial Venture

When I finished high school, I did not go to college, but I did an internship, since I am a dental technician by profession. I did an internship for a year, worked in my profession, where I realized that I don't like my profession and I embarked in entrepreneurial waters at the age of 20.

As a child, I always dreamed of having my own cake shop, so at the age of 20 and 6 months I opened a business called Špajz. Back then I used to be a person who was not very communicative, I was closed, timid, shy, and now after two and a half years of business I am totally different person - Špajz made me stronger in a way.

I think that it takes courage for entrepreneurship because entrepreneurship itself is a great courage, and young people today have less and less courage because they are afraid to get out of their comfort zone. In addition to that, resourcefulness is also important because a day in entrepreneurs life is unpredictable. You need to be resourceful because mostly a day of an entrepreneur, older or younger, consists of waking up and not knowing what can you expect and what will be at the end of the day, so you always have to be present and know how to deal with any kind of situation that the day brings. You also need to be creative and come up with an idea so that the product or anything else can be economical. Those are the four characteristics that I think that should be expressed in all entrepreneurs.

Our school system has pretty much failed because young people finish trades and colleges without practical knowledge and when they come to their workplace they quickly realize that they know almost nothing. Therefore, I think that every profession should be upgraded through courses or educational seminars or something else. For example, I can say for myself that I had no idea about catering at all, and only now can I say that I am aware of what I have embarked on. My biggest problem was where and with what to start. But I persevered and that perseverance helped me get on my feet and survive.

I recently opened another company called Čušpajz that produces ready-made food. Since I built up Špajz and reached a level where I need a new challenge to be interesting, I decided to open another company whose job is to place ready meals to companies, to people who can't cook and/or don't have the time. These are ready-made healthy warm dishes. In distant future my plan is to introduce a vegetarian and vegan menu in collaboration with nutritionists.

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