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ȘCOALA GIMNAZIALĂ „MIRON CRISTEA”  
TOPLIȚA, HARGHITA, ROMÂNIA



***ENTREPRENEURIAL SPIRITS***

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**Topic of the meeting:**

***START UP COMPANIES FROM ALL OVER  
EUROPE***



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*My mom`s business*



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# My mom's business, Second hand store

By *Stan Ana Denisa*

- *What is a second hand store?*

- *A second hand store is a place where you find second hand clothes at a really affordable and **good price**, but also really **good quality**!*



# Where did the idea come from?

She really liked clothes and fashion, so she thought to open up a second hand store, she really liked the idea of having one, and at the same time, she knew it could be a great income for the family.

# How the business started?

First she opened a small store, the store was not in the center of Toplita, but it had a great income, the small store lasted around six years. In 2017 she closed the small store and opened up a bigger store in the center of the city where the store got more noticed by the people and she had more costumers; moreover, the income was also much better.



This is my mom when she was young, and this dress is hand made by her after a singer she really liked

# *How does it work?*

- *It works on the base of clothing wear and foot wear, she first has to find suppliers to order lots of clothes/supplies for the store, then she has to go and take them, or sometimes the suppliers are brought to her store, she pays the clothes with the money she makes from sales.*

# *• How does she get rid of the clothes she dose't need anymore?*

- *When the seasons change, like summer to autumn, either she puts them away for the next hot season or cold one, or sometimes when she just got a little left, she puts them to sale, like 50% discount, people buy them faster when they are on sale; she has also donated some clothes!*

# *What are the costs and what are the profits?*

- *Let's say she makes 100% a month, what does this 100% go on?*
- *15% goes on bills for the store*
- *10% state taxes*
- *50% clothing/store supplies*
- *25% remains as a profit*

## *Did she find what she expected in the business?*

- Yes she did find what she expected, especially in the clothes and suppliers, she is really grateful that she can trust the suppliers she works with!*

## *• Does she need an employee or someone to help?*

- No she doesn't need to hire anyone, she only needs help when re-organizing the store when seasons change, and she gets that help from me, my sister or some of her friends.*

## *• How many suppliers does she need?*

- At the moment she has 4 suppliers, one of them is my grandmother, she crochets thick woolen socks, then mom brings them to her store, and people buy them; that also helps my grandmother with money*



*It is a small but really nice business with a  
great income for the family*

- And what matters the most is that my mom likes her business and is proud of her work!*
- Now I will leave you with my friend Mike, who will show you my mom's store!*





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