



Three workshops coming up

- [Funding for startups](#)
- [Marketing for startups](#)
- [Revenue for startups](#)

Stop teaching, get your hands dirty!

Then why yet another workshop? Well, it's a workshop, but one that lives up to the name. You see, the focus is on getting concrete things done, not on more teaching.

In each of the events we'll bring startups that need to solve a specific problem with marketing, funding or revenue generation together with specialists in these fields. After four hours of workshop, each startup participant will have a concrete action plan, a list of specific things to do – not more theoretical knowledge of the subject.

Is that going to work? [Hell, yes.](#)

Workshop 1: Funding for startups: get ready, then go get it!

Do you need money to start your business? How much? Where do you go to get it? Will you get it if you ask for it? If not – what do you need to do make sure you do get it?

Come to our Funding for Startups workshop for an in-depth conversation about your business with westartup Mentors and fellow entrepreneurs.

One of the mentors is [Philippe Rooseleer](#), who brings along a lot of experience from around the funding table.

Date: September 9, 2010

City: Brussels

Fee: 60 euro (for westartup members, incl VAT), 90 euro (for non-members, incl VAT)

[read more](#) about this workshop

Workshop 2: Marketing for startups

That old story about better mouse traps is rubbish: these days if you don't tell people about your new biz, no-one will find out about it. And don't forget – everyone else out there is also trying to get some attention for their businesses.

Mentors for the day are [David Hachez](#) (Razwar, Duval Guillaume, Microsoft, Mediaedge,...), [Leo Exter](#) (Mio Technology, westartup,...) and [Michel Defloor](#) (Alcatel-Lucent Benelux,...)

Date: September 23, 2010

City: Brussels

Fee: 60 euro (for westartup members, incl VAT), 90 euro (for non-members, incl VAT)

[read more](#) about this workshop

Workshop 3: Revenue for startups

How can you get more people to give you more money with only a bit more work? Or maybe even for a bit less work? Every business has potential for generating more money. Write a piece of software, turn it into a mobile app – and make more money. Open a restaurant, add home delivery – and make more money. Change product colour, put on a new sticker – and make more money!

We've invited a couple of impressive mentors: [Nick De Mey](#) (Board of Innovation) and [Patrick Crehan](#) (founder of several companies)

Date: November 4, 2010

City: Brussels

Fee: 60 euro (for westartup members, incl VAT), 90 euro (for non-members, incl VAT)

[read more](#) about this workshop

Not sure if you qualify for these workshops? Want to know more?

Email at leo.exter@westartup.eu or call +32 477 45 75 39.