

3. I already have a business

- I need more funds

There are a couple things you could do to gain financial resources for your business.

- Raising funds starts with analyzing the people around you. Are there people in your family who are familiar with investing? Did a friend of you once tell that he has an uncle that is a retiring entrepreneur? Be sharp for signals like this, people with which you have a (in)direct connection with are often more willing to help you out. Your network can be more valuable than you think.
- Crowdfunding is the practice of funding a project or venture by raising monetary contributions from a large number of people. Crowdfunding is a form of crowdsourcing and of alternative finance.
 - You could use a crowdfunding platform that [fits your business](#). You can do a scan that will result in the selection of a few crowdfunding websites fitted to your situation as an entrepreneur.
- You could also get a loan from your [bank](#).
- An interesting new investment fund is the [Amsterdam Student Investment Fund](#), this venture capital fund especially supports student entrepreneurs and is also ran by students. Besides that, they also try to bring together all the students in Amsterdam with a passion for entrepreneurship with events such as masterclasses and pitch nights. Whether you are looking for an investment or not, they are always able to help you get in touch with like-minded students.
- Both the government of the Netherlands and the European Union have several initiatives to stimulate entrepreneurship and innovation. It is highly relevant to check if your business is able to profit from this:
 - The [general page](#) for start-up finance of the Dutch State.
 - Tax deduction for entrepreneurs, check [Belastingdienst](#).
 - General discounts and a fiscal helpdesk when you become member of [ondernemerscollectief.nl](#).
 - The Dutch State offers over [130 subsidies](#) for entrepreneurs.
 - The European Union has a large number of funding projects, consisting out of loans, grants and guarantees. To make it easier for small entrepreneurs to get access to their possible funds, they have made a guidance website called [access2finance.eu](#).
 - The VU has a [special helpdesk](#) to guide you during the process of getting a subsidy.
- If you're in the service sector, do you ask the right hourly tariff for your service? There are several factors which influence what you can [ask per hour](#).
→ A relevant skill when trying to gather funds is pitching, how can you convince a person to invest their money in your company in only a few minutes? Ted.com is a world-famous platform for sharing interesting ideas through perfectly executed presentations, watching [Ted videos](#) might give you just the right structure for your pitch. If you don't have the time to watch videos you could also check [entrepreneur.com](#) for helpful tips.

- **I need a bigger network**
 - If you want to expand your network, you need to know where to look for people that can be of value to you. So it's important to have people in your network that work in the same field or have their own business as well.
 - On the CfE site you can find a list with [VU Alumni](#) who have their own firms. You may find business owners in this list who have a similar company.
 - You could join a Facebook group for young entrepreneurs. Make sure that your Facebook profile looks professional when approaching others.
 - [Young Creators Group](#)
 - [Ondernemer, durf te vragen](#)
- **I need office space**
 - Working in an [environment](#) full of other entrepreneurs and professionals can be stimulating, it is therefore useful to do so.
- **I need knowledge**
 - Workshops are a useful way to develop yourself as an entrepreneur.
 - You could attend the [Summer School of the VU](#)
 - You could go to the [Startup school of Amsterdam](#)
 - If you are involved in social entrepreneurship, take a look at the [Social Grow Sessions](#)
 - Find the [workshop](#) that fits you the best.

If you have any further questions, please send us an e-mail at CfE@vu.nl