



**New Entrepreneur: Steven Mackay**

**Company:** Just Shake

**Sector:** Music, theater, events and related cultural & entertainment services

*“Previously people had warned me that it was very difficult to change location and career path at the same time but the EYE program enabled me to go to abroad make contacts and start my own business. I now run my own studio and music venue in Lisbon.”*



**Host Entrepreneur: Tiago Baptista**

**Company:** Tiago Baptista, Unipessoal Lda

**Sector:** Music, theater, events and related cultural & entertainment services

**“I have gained links with the UK through the exchange and plan to continue to work together with the New Entrepreneur.”**

**NE: description of activities, objectives reached, and outputs**

“I helped Tiago with the re-organisation of digital filing systems using google docs. I worked with him at many events, including meeting and working with many creatives based in Lisbon.

We developed a concept for a 1-day festival together and went into initial planning stages. I also headed a rebrand for the organisation, and helped develop a new logo and visual identity.

Together, Tiago and I ran many successful events. I made lots of new contacts in Lisbon and have settled here. I've made enough contacts to develop my own business plan, improved my language skills, found opportunities for freelance work and have found a place to live.”

**HE: description of activities, objectives reached, and outputs**

“Steven gave us a new approach to marketing our business and used his contacts in the UK so we could develop our logo and general rebranding of the business, as well as market many of our events on social media. He also used his knowledge in new technology to develop some of our internal processes, like setting up an online file storage system which we now use for our documents.

Steven has improved his events organisational skills and made links in the Lisbon creative scene that will benefit him. He now has the ability to gain more work opportunities and has the knowledge and contacts to start his own business. He has also improved his Portuguese language skills.”



**New entrepreneur's contact point:**

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**Host entrepreneur's contact point:**

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