

Working for yourself

**Starting a Business,
Self-Employment
& Freelance Work**

Version 9.16

Contents

You are not alone	3
Be Enterprising	3
Have you got what it takes?	4
Types of business.....	6
Planning and pre-start checklist	11
Local support schemes	14
Incubators.....	19
Funding self-employment.....	20
Are you an international student?.....	23
Self-employment resources.....	24

This publication gives information for those considering starting a business, or working for themselves - including local contacts for initial advice, funding and support.

You are not alone

Six months after leaving us over 175 University of Manchester graduates and postgraduates of 2014/2015 become self-employed, of these over 20 started new businesses. They operate in a diverse range of sectors, including IT, business and finance, media, music, care and retail. Will you follow in their footsteps?

With active promotion of entrepreneurship from the European Union, UK government and Local Enterprise Partnerships, help is at hand, and closer than you may think. For example:

- UK Government portal for starting a business (including a 'business and support finder')
www.gov.uk/starting-up-a-business
www.gov.uk/business-finance-support-finder
- Start-up Britain is a national campaign "to celebrate, inspire and accelerate enterprise in the UK".
www.startupbritain.org/
- Ideas, practical help, inspiration, awards and social media chat.
<http://startups.co.uk/>
- Enterprise Nation helps people start and grow their business.
<https://www.enterprisenation.com/>

Be Enterprising

Perhaps you are thinking of starting your own business sometime in the future. If this is the case, now is the time to build on your skills and seek opportunities to widen your experiences - become enterprising! This may simply be to undertake some part-time work in a small business so that

you can see first-hand what it is like to run a company, e.g.

- For work experience with a small company
www.step.org.uk
- For internships with start-ups and small companies
www.enternships.com
- Offering your work as a freelancer
www.peopleperhour.com
- Enactus projects
www.enactusuk.org

Alternatively it may be possible to participate in activities such as volunteering or the Manchester Leadership Programme, so that you can start thinking more like an entrepreneur and spot opportunities to become more enterprising.

Manchester Leadership Programme

www.mlp.manchester.ac.uk

Manchester Enterprise Centre

You can also learn about how businesses operate by undertaking one of the Enterprise course units as part of your course, or built in via the University College, offered at all levels by The Manchester Enterprise Centre. They also offer a variety of enterprise-related postgraduate courses and a wide range of extra-curricular activities such as competition, workshops and a summer school.

<https://mec.portals.mbs.ac.uk>

Have you got what it takes?

Motivation

The excellent website Startups gives 10 steps for starting a business.

<http://startups.co.uk/10-steps-to-starting-a-business/>

These include:

- Being able to do what you're interested in
- Setting your own work patterns and deadlines
- Making your dream become a reality
- Greater independence and self-fulfillment can be achieved through Social Enterprise, rather than making money.

Personality

The typical attributes of a successful entrepreneur are:

- Self-confidence
- Self-determination
- Being a self-starter
- Judgment
- Commitment
- Perseverance
- Initiative
- Self-belief

The Graduate Prospects (self-employment) publication adds commercial awareness, risk-taking, self-discipline, creativity, commitment to hard work, being organised and self-motivated, motivation, time-management, emotional resilience and stress management. Virgin claim there are 5 types of Entrepreneur (The Cuckoo, the Brains, the Pied Piper, the Disruptor and the Campaigner)

<https://www.virgin.com/entrepreneur/the-five-types-of-entrepreneur>

Which one are you?

Capital

You don't necessarily need capital to start up. Although it is a good idea to invest in your own business and keep a stake in your future success, there are many sources of funding to draw upon, especially when you're starting out and still young.

Self-belief

A great idea (which may change along the way) with tons of self-belief will take you a long way in many graduate jobs, including self-employment.

Finding your feet, making contacts, gaining professional qualifications in finance, marketing, IT or business management will add to your

credibility.

Skills, experience and professional credentials can be important, unless you can "buy them in" at a later stage.

See if you've got what it takes to pitch yourself, your product or your service at Channel 4's The Real Deal website

www.channel4.com/programmes/the-real-deal

Types of business

The type of product or service that you are offering will largely determine the business type and format that you decide on.

Sole trader

This is the simplest way to start a business, either working on your own, or employing people.

Advantages

- Minimal formality and bureaucracy to start.
- Low setting up costs.
- Tax benefits in early years.
- Cash flow advantages as owners' wages are classed as drawings and not subject to PAYE.
- Financial information remains confidential.

Disadvantages

- You are responsible for all financial liabilities of the company.
- Prospective clients can be put off because you are a sole trader.

Partnership

Similar to a sole trader, but there has to be a minimum of two people who own or control the business. Partners all share in the profits and losses of the business. This need not be an equal share. According to the Partnership Act 1890, a partnership is "two or more persons carrying on a

business with a view to sharing a profit.”

Advantages

- Shared responsibilities, workload and decision-making.
- Pooling of skills, expertise, knowledge and resources.
- Minimal formality and bureaucracy in setting up (a partnership agreement is recommended).

Disadvantages

- Disagreements can disrupt the partnership.
- Partners are jointly and individually liable for all debts and finances of the business.
- If a partner either resigns or dies, then the partnership is dissolved. If a partner wants to withdraw their share, again the business ceases to exist.

Co-operative

This is where seven or more people want to join together in a business venture on an equal profit-sharing basis.

Advantages

- Each member has an equal vote.
- Equality of workers, with no bosses.
- Limited liability is possible.

Disadvantages

- Equality of status may lead to dissatisfaction.
- You need to obtain a voting majority within the rules of the co-operative before a decision can be made.
- For co-operatives advice, see the Co-operative & Community Finance website <https://coopfinance.coop/>

Social Enterprises

If you are someone who has drive, commitment and a passion to make the world a better place (and still wants to run your own business) you may be one of a growing number of social entrepreneurs starting a social

enterprise: a business that has social objectives, where surpluses or profits are reinvested back into the business or local community.

UnLtd is a good source of help and potential funding for social entrepreneurs

www.unltd.org.uk

Practical advice from UK Gov. portal

www.gov.uk/set-up-a-social-enterprise

Get involved on campus with UMI3

<http://socialenterprise.umip.com/>

Limited company

This is a legal entity in its own right, allowing the separation of private assets and liabilities from those in the company. All companies have similar requirements for their formation, with statutory duties and obligations for running the business, etc.

There are four types of limited company:

- Private limited companies by guarantee, such as charities.
- Public limited by shares (PLC), which are open to the general public.
- Private limited company (by share), the main type of limited company.
- Unlimited company.

Advantages

- Financial liability is limited to the nominal amount of shares in the company.
- Credibility if you are working with larger clients.
- Tax advantages when profits are high.
- Continuity of the business if a director or shareholder of the company leaves the business.

Disadvantages

- There is a great deal of formality in setting up a limited company.
- You need to comply with company laws and regulations. Failure may result in committing a criminal offence.
- Your accounts will be made available to the general public.

- You need a company secretary to take minutes of board and shareholder meetings.
- In the early days, your National Insurance and tax contributions may be higher. Recent legislation makes directors directly liable for the business liabilities, especially where wrongful trading has taken place.

Self-employment

This is the same as a sole trader, but a business is not formed. It is mainly for professional careers (consultants etc).

Advantages

- Being your own boss
- Status
- Working when you want
- Making your own decisions

Disadvantages

- Long hours
- Working alone
- No sick pay or paid holidays
- Selling
- Getting paid

Freelance

You are a freelancer if you work for somebody else for a fixed period under a fixed contract to help them complete a project. You will effectively be selling your skills and time, and will usually be paid by the hour - although contracts with a fixed price to complete a fixed project are also possible depending on your field of expertise (Extract from Freelance UK website). <http://www.freelance.com/en>

You will probably need to choose a legal business structure to operate under. (e.g. Sole trader or partnership). See earlier section or this link; www.gov.uk/business-legal-structures

Advantages

- Being your own boss with lots of job satisfaction
- More money
- Freedom to work when you want
- Variety
- Less tax

Disadvantages

- Less security in not having normal employment rights
- Uncertainty as you don't know when you will secure your next contract
- Hassle dealing with the paperwork
- A feeling of isolation

Franchising

Share the risks with an established brand. The British Franchise Association has good advice

www.thebfa.org/about-franchising

www.whichfranchise.com

Being an inventor

The inventor of the clockwork radio Trevor Baylis is very active in the promotion of inventors through his company Trevor Baylis Brands plc. He offers a starter pack and service to turn your ideas into commercial reality.

Find out more at:

<http://www.trevorbaylisbrands.com/>

Planning and pre-start checklist

Proper planning is essential when starting up your own business, or launching as a freelancer. You need to carry out market research, researching your product idea and potential markets to develop a business proposal. This is then used to write a business plan.

The business plan

An essential tool - this will be your step-by-step guide, from conception to starting trading. General content should be:

- Business idea
- Marketing and sales strategies
- Budgets
- Pricing structures
- Staffing
- Equipment
- Financial predictions
- Cash flow
- How will you trade
- Premises

The Gov.UK website advice with the basic steps

www.gov.uk/starting-up-a-business/develop-and-plan

www.gov.uk/write-business-plan

Templates to inspire you; www.bplans.co.uk

Pre-start checklist

When starting a business you automatically have a burden of responsibilities to yourself, your clients, the public, financial institutions and local and central government.

Starting a business as a graduate has its unique challenges. There is lots of support available to assess your business idea and help turn a business plan into reality; Manchester graduates have been successful on the Entrepreneur First programme take a look; <http://www.joinef.com/>

Before you start, go over the following checklist:

Name

If you are a sole trader, you do not need to register a business name. If you are a limited company, you do need to. You can usually use any name you like, though it must fall into the guidelines and regulations of the Business Names Act 1985. Your name must be displayed on all business stationery and in the premises where you intend to operate from. Find out more about 'Types of business' in an earlier section.

Market research

An excellent video to get you started. Your method may depend on your budget! - www.gov.uk/market-research-business

Market Reports;

Keynote - www.keynote.co.uk

MINTEL - www.mintel.com

The university library can provide access to market research reports. Workshops and on-line resources of how to use them effectively under 'My Learning Essentials';

www.library.manchester.ac.uk/academicsupport/mylearningessentials

Tax and National Insurance

On starting your business you have to inform the Inland Revenue and Department of Social Security that you have started a business.

VAT (value added tax)

By law, you have to register for VAT if your "business turnover is more than £83,000" (Gov.UK website 08/16). Register with HM Revenue and Customs at

www.hmrc.gov.uk/selfemployed/index.shtml

Finance and insurance

Inform your bank that you have started a business, as different banking rates and rules apply. Your business must be covered by insurance. The

type and levels of insurance will differ from business to business. Seek advice from a qualified source before trading. Finance and insurance for business start-up outlined along with access to expert advice;

www.gov.uk/browse/business/setting-up

Property

Make sure you have the proper permissions to work from your chosen property. Business properties have designated uses and you may need permission to change the use of a building, even if it is your own house. Check with the local council, your landlord or mortgage supplier, etc.

Legal issues

- 'Get help with your Business' page including ideas and suggestions. Opportunity for a free legal consultation;
<https://www.gov.uk/business-help>
- Law Society-Lawyers for your Business network
www.lawsociety.org.uk/lfyb

Getting business advice

There are plenty of sources of business advice open to would-be entrepreneurs - take advantage of them.

See a business adviser

Got a business idea that you are confident will be a winner? Put it in writing and see if it makes sense, using no more than one side of A4. Arrange to see a business adviser for an opinion and advice on how to proceed.

Find out how to make an appointment with a business adviser in the region where your business will be based.

- Tailored help for the kind business you are planning
www.gov.uk/business-finance-support-finder
- England: Business support Helplines
Telephone: 0300 456 3565
Monday to Friday, 9am to 6pm
www.gov.uk/business-support-helpline
(Help available here via web chat, Twitter, Facebook, and YouTube)

- Lowland Scotland: Business Gateway
www.bgateway.com
- Highland Scotland: Highlands and Islands Enterprise
www.hie.co.uk
- Wales: Venture Wales
<http://venturewales.com/>
- Northern Ireland: Invest Northern Ireland
www.investni.com

Local support

Business Support and Advice

<http://manchester.gov.uk/bipc>

Greater Manchester Chamber of Commerce and Industry

www.gmchamber.co.uk

National: Chambers of Commerce:

www.britishchambers.org.uk

Gov.UK website Expert advice

- Information
- Practical support

www.gov.uk/business-finance-support-finder

Greater Manchester Business Growth Hub

- One-to-one support
- Workshops
- Networking
- Masterclasses

Tel: 0161 359 3050

www.businessgrowthhub.com

Email: info@businessgrowthhub.com

National: Gov.UK website: www.gov.uk/browse/business/setting-up

Greater Manchester High Growth Network

<http://www2.mmu.ac.uk/business-school/business/sme-support/greater-manchester-high-growth-network/>

Enterprise Europe Network

Useful if you are considering trading with Europe.

www.eenw.org/

Schemes for young entrepreneurs

Manchester Youth Market

‘Trading places in pop-up spaces’

- Training
- Support

<http://manchesteryouthmarket.co.uk/>

The Prince's Trust

- Enterprise Programme for 18-30 year olds
- Graduates only eligible to apply after 6 months following completion of degree. Masters completers not eligible.
- Financial assistance - low-cost start-up loans
- Business support
- Business mentor

Contact: Tel: 0800 842842

National: The Prince's Trust: www.princes-trust.org.uk

Shell Livewire

- Encourages enterprise for the 16-30 year olds
- Information, advice and practical support
- My Business Kit
- One-to-one advice
- Publications
- Online mentor and ideas exchange
- Young business person of the year award
- Shell Livewire LIVE events

Contact: Tel: 0191 423 6229

www.shell-livewire.org

Twitter [@ShellLiveWIREUK](https://twitter.com/ShellLiveWIREUK)

Facebook Page www.facebook.com/ShellLiveWIREUK

YouTube Channel www.youtube.com/ShellLiveWIREUK

Young Enterprise

- A Start-up programme to set-up and run a company
- The start-up programme is usually arranged with an academic
- Entrepreneurship masterclass

North West: www.young-enterprise.org.uk/about-us/young-enterprise-by-region/north-west/

National: www.young-enterprise.org.uk

University business support

The University of Manchester has various sources of information, advice and support to support student enterprise and entrepreneurship - find out about them while you're still here!

Manchester Enterprise Centre (MEC)

Ideas Factory

- **Listen to, question and meet with a successful entrepreneur.**
<https://mec.portals.mbs.ac.uk/Enterpriseactivities/IdeasFactoryguestentrepreneurevents.aspx>

Study opportunities

- **Offers a range of undergraduate units.**
<https://mec.portals.mbs.ac.uk/StudyEnterpriseWithUs/Undergraduateunits.aspx>
- **University College units;**
<https://mec.portals.mbs.ac.uk/StudyEnterpriseWithUs/UniversityCollegeunits.aspx>
- **Postgraduate units**
<https://mec.portals.mbs.ac.uk/StudyEnterpriseWithUs/Postgraduateunits.aspx>

- **MEnt (Master of Enterprise) and PGDip in Enterprise Management postgraduate qualification, open to all degree subjects.**
<https://mec.portals.mbs.ac.uk/StudyEnterpriseWithUs/PostgraduateDegreeProgrammes.aspx>
- **Provides individual advice and guidance to science, engineering and humanities students in particular, as well as other disciplines.**
- **Enterprise Resource Centre has some useful links on all aspects of starting a business.**
<https://mec.portals.mbs.ac.uk/ResourceCentre.aspx>
Contact: enterprise@manchester.ac.uk
www.mbs.ac.uk/enterprise

Manchester Entrepreneurs (University of Manchester Student Society)

Meet up with like-minded people to share the challenge.

Contact: Chair info@manchesterentrepreneurs.org.uk

www.manchesterentrepreneurs.org.uk

AccelerateMe: Help and support for members to accelerate your business

<http://accelerateme.co>

National support: NACUE

www.nacue.com

The University of Manchester Innovation Group - UMI³ Ltd

UMI³ has two operating divisions: our Innovation Centre (UMIC) with state-of-the-art incubator premises and our Intellectual Property Commercialisation services (UMIP).

UMI³ success stories include:

- Nanoco Group Plc: Manufacturer of quantum dots for displays
www.nanocotechnologies.com
- 2-DTech: Supplier of the highest quality graphene and other 2-D materials
www.2-dtech.com
- STORM[®] Skills Training is a social enterprise which provides skills-

based self-harm mitigation and suicide prevention training packages to frontline staff in health care, social care, education, and prison services across all sectors

www.stormskillstraining.com

- EpiStem: Provides research for biotech and pharmaceutical sectors
www.epistem.co.uk
- Robertson Cooper Limited: Business psychology firm
www.robertsoncooper.com

University of Manchester Innovation Centre

UMIC is a market leader in providing high quality state of the art biotech and hi-tech facilities. We provide a mixed portfolio of high specification laboratories and office space suitable for a variety of purposes. Current incubators include:

- Manchester Incubator Building: 48 Grafton Street
- North Campus Incubator: Sackville Street
- Core Technology Facility (CTF): Grafton Street

Tel: 0161 606 7200

www.umic.co.uk

University of Manchester Intellectual Property (UMIP)

UMIP is the University's technology transfer and intellectual property "commercialisation" arm.

UMIP have Social Enterprise and Entrepreneurship Forum initiatives which may be of interest to aspiring entrepreneurs. See website for details www.umip.com

Contact: Dr Laura Etchells Enterprise and Business Development Manager
0161 606 7264 laura.etchells@umip.com

National: www.intellectual-property.gov.uk

Manchester Science Partnerships

- Provides accommodation and added-value services for companies in the high technology sectors.
 - Internationally recognised centre.
 - Facilities and support for new business start-ups.
- www.mspl.co.uk

Incubators

The following are business incubators in Greater Manchester:

Innospace, Manchester Metropolitan University

Looking for a city centre address for your new business?

12 month support for the early stages of your business.

Informal interview to become a resident. See details:

www.innospace.co.uk

Bolton Business Ventures Ltd

Bolton Business Centre 44-46, Lower Bridgeman Street, Bolton, BL2 1DG

Services include business loans, managed workshops, a team of professional Business Advisers and office centres providing incubator space for new and growing business.

www.bbvonline.net

Carrington Business Park Ltd

Carrington, Manchester, M31 4DD

A not-for-profit organisation dedicated to helping business grow and succeed.

www.cbpl.co.uk

Technology House Business Incubation Unit

Technology House, Lissadel Street, Salford, Manchester, M6 6AP

A Manchester-based managed workspace facility. Provides various business support services.

www.technology-house.com

University of Manchester Incubator Company (UMIC)

The University of Manchester's incubator facilities, management, and external business mentoring company offers business mentoring to regional small and medium sized businesses.

www.unic.co.uk

Fab Lab (New Islington, Manchester)

Owned by the manufacturing Institute FabLab is a place to help inventors “turn their ideas into new products and prototypes”

www.fablabmanchester.org

Funding self-employment

There are various ways to finance starting up a business, and sources of financial support that may be open to you. Investing in your own business, loans, grants and finding external investors could also pay dividends. The key is to know what you want it for, how much you need, and by when.

Self-funding

- Get expert advice from a professional financial adviser
- Consider any assets you can use - car, house, etc.
- Overdraft facilities may initially help.
- Avoid using credit cards, or limit to a short-term option.

<http://startups.co.uk/top-10-ways-to-fund-your-business/>

Friends and family

- There should be built-in trust.
- Favourable arrangements.
- Written guarantees and legal documentation should add security.
- Keep the profits in the family.

<http://startups.co.uk/top-10-ways-to-fund-your-business/>

Government help

- Department for Business, Energy & Industrial Strategy
www.gov.uk/government/organisations/department-for-business-energy-and-industrial-strategy

- Enterprise Finance Guarantee (EFG)
<http://british-business-bank.co.uk/understanding-enterprise-finance-guarantee>

Read about a University of Manchester postgraduate who benefited from this scheme.

www.manchester.ac.uk/discover/news/article/?id=12535

- Greater Manchester Chamber of Commerce
www.gmchamber.co.uk

New Enterprise Allowance

- Provides a loan, weekly allowance and a mentor
- Check eligibility
www.gov.uk/new-enterprise-allowance

Grants and Loans

- Start-up Loans for the 18-30 year olds
Provides funding, mentoring and local support
www.startuploans.co.uk
- National Government Departments
www.direct.gov.uk
- Local Authorities e.g. Manchester City Council
www.gov.uk/find-your-local-council
www.manchester.gov.uk/info/200013/starting_a_business/3006/starting_a_new_business
- Princes' Trust
www.princes-trust.org.uk
- Start-ups grants suggestions
<http://startups.co.uk/small-business-grants/>

Bank loans

Bank loans are a good option for long-term planned expenditure, or for a specific purchase, but shop around for the best deal. E.g. Barclays and Lloyds are worth a look.

www.barclays.com

www.lloydsbank.com

Investments

- More funding links an option if you are prepared to give up a share of your business.
- Could be a way of bringing in expertise in return for a stake in the company.
- A powerful business plan is essential to market potential business growth.
- Investors may seek an "exit strategy" built into the relationship.
- Examples of potential investors include:
 - Business Angels: UK Business Angels Association
www.ukbusinessangelsassociation.org.uk
 - Venture Capitalists: British Venture Capitalist Association
www.bvca.co.uk
 - Gov.UK Get funding link
www.gov.uk/starting-up-a-business/get-funding
 - Start ups.co.uk – Raising finance section
<http://startups.co.uk/raising-finance/>

Crowdfunding

Explore the options for this unique funding option. Find out what's all about here. www.crowdfunder.co.uk/help/how-it-works

- University Crowdfunding Platform
<https://manchester.hubbub.net/projects/create/>
- Start-ups website advice
<http://startups.co.uk/crowdfunding/>
- UK Crowdfunding Association
www.ukcfa.org.uk
- Kickstarter based in NYC
www.kickstarter.com

Read about a University of Manchester graduate who raised funding this way for his company Nifty.

Article in the Manchester Evening News:

<http://bit.ly/1A4dzUo>

Nifty

<http://eu.minidrive.bynifty.com>

Personal characteristics

Tailor your search for business advice and funding options here;
www.gov.uk/browse/business/finance-support

Are you an international student?

For entrepreneurs from countries outside the EU

Thinking of starting a business while you study?

You cannot be self-employed on a Tier 4 visa – check the regulations here: www.careers.manchester.ac.uk/international/workduringstudy/

Want to start a business after you graduate?

Home Office website ‘Working in the UK’ section sets the context.
www.ukba.homeoffice.gov.uk/visas-immigration/working

Tailored information for aspiring entrepreneurs including eligibility and how to apply; www.gov.uk/tier-1-entrepreneur

Manchester Enterprise Centre manages the Tier 1 visa applications at the University.

Details about the Graduate Entrepreneur Visa;
www.manchester.ac.uk/careers/international/ukworkafterstudy/graduate-entrepreneur

For EU & non EU graduates

International students wishing to work for themselves on returning home should refer to the Working overseas section of our website
www.manchester.ac.uk/careers/findjobs/where/overseas

The latest information about starting a business overseas by country;
www.startupoverseas.co.uk

See also country specific information on the Prospects website for information on current labour market trends, job hunting strategies and lists of contact organisations and websites for over 50 countries.
www.prospects.ac.uk/working_abroad.htm

Self-employment resources

There are a range of sources where you can find further information and support, including:

Careers Service resources and links

www.manchester.ac.uk/careers/whichcareer/selfemployment

Reference books

- “Working for yourself” (2008) Jonathan Reuvid
- How to write a Business Plan by Brian Finch
- The New Business Road test by John Mullins
- From Acorns by Caspian Woods
- “Guide to Freelancing” (2011) PCG – The voice of freelancing.
- “Freesourcing – How to start a business with no money” (2009) Jonathan Yates
- “Good Small Business Guide – 2010” FSB
- “Business Model Generation” (2010) Alexander Osterwalder & Yves Pigneur
- “Writing a Business Plan” (2011) Vaughan Evans
- “How to understand Business Finance” (2012) Robert Cinnamon, Brian Helweg-Larsen and Paul Cinnamon.

Online

- COBWEB Information for Business - Website contains over 1,000 factsheets
www.cobwebinfo.com
- Guide to Freelancing - Excellent, detailed guide available in our Careers Service, and on the Association of Independent Professionals and the Self Employed website (Click on 'Library' on the homepage).
www.ipse.co.uk
- Greater Manchester Chamber of Commerce - on-line magazine and opportunity to sign up to receive a newsletter.
www.gmchamber.co.uk
- Institute for Small Business and Entrepreneurship - publications and events for networking with enterprising people.
www.isbe.org.uk
- Enterprise Nation - masterclasses and a blog to help start your business.
www.enterprisenation.com

Toolkits, guides, training and advice

- NESTA toolkit aimed at potential creative start-ups
www.nesta.org.uk/areas_of_work/creative_economy/creative_entrepreneurship_toolkit_startups
- Community Arts North West
Advice and training.
<http://can.uk.com>
- Livewire Toolkit
Register with Livewire; it has an on-line "My Business Kit" facility with access to news and resources.
www.shell-livewire.org
- Manchester Libraries and Information service
Support for starting a new business
www.manchester.gov.uk/info/200013/starting_a_business/3006/he

[Helping you start a business](#)

- British Computer Society
Advice and tips from this thriving sector.
Booklet available to purchase as an e-book.
www.bcs.org/content/conWebDoc/49546

Competitions and awards

- The University of Manchester Venture Competitions
A competition to reward business innovation and business enterprise
<https://mec.portals.mbs.ac.uk/Enterpriseactivities/Competitions.aspx>
- Shell Livewire
Young Entrepreneur of the Year Award
www.shell-livewire.org
- Start-ups
Start-ups Award (annual)
www.startups.co.uk/startups-awards
- Biotechnology YES
To raise commercial awareness of postgraduate students and postdoctoral researchers.
www.biotechnologyyes.co.uk
- Mass Challenge
Start-up friendly accelerator
<http://masschallenge.org/>
- Engineering YES
Residential entrepreneur course for Engineers.
www.engineeringyes.org/

Links to other enterprise competitions can be found here;

<https://mec.portals.mbs.ac.uk/Enterpriseactivities/Competitions/Othercompetitions.aspx>

Events

Keep checking for relevant events on self-employment on our website:

www.manchester.ac.uk/careers/events

Business startup exhibitions

Full details at www.bstartup.com

This publication is copyright The University of Manchester and may not be produced wholly or in part for commercial or non-commercial purposes without prior permission