

# Starting your own business

Students and Academics from Non-EU-Countries

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## Partnerorganisationen



## Moglichmacher

J.P.Morgan



Schopflin Stiftung :

## Structure of my presentation



- (1) Who am I?**
- (2) Why to start a business?**
- (3) What do you need?**
- (4) Is it possible – as a student / academic from a Non-EU-Country – to start your own business?**
- (5) What is necessary to start your own business? Tools and support structures around you.**

## Who am I?



Ralf Sanger, PhD. of Political Science E-Mail: [ralf.saenger@perspektive-neustart.de](mailto:ralf.saenger@perspektive-neustart.de)

- Managing Director of Perspektive neuStart e.V.
- Perspektive neuStart is an association of various NGOs, which offer start-up support for newcomers.
- Our goal: Inclusive entrepreneurship means: entrepreneurship without discrimination.

No matter where you are from (origin), how old you are, your gender, sexual orientation, religion, education, whether you have a disability or not, you have similar opportunities to found your own business/to become self-employed.



## Why to start a business?



**During your study:** to earn money . . .

to collect experience . . .

to do what you would like to do . . .

**After your study:** to earn money . . .

to stay in Germany . . .

to be your own boss . . .

to do what you would like to do . . .

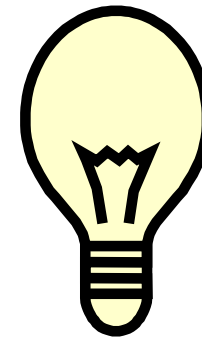
to realize your idea . . .

to fulfill your dream . . .

## What do you need?

Which (self)-competences are necessary, if you would like to start your own business?

Motivation



Idea

## Is it possible for you to start your own business?



The answer to this question depends from your residence permit!

If you are a student, your visa would be §§ 16b para 1 or 16b para 5 (AufenthG).

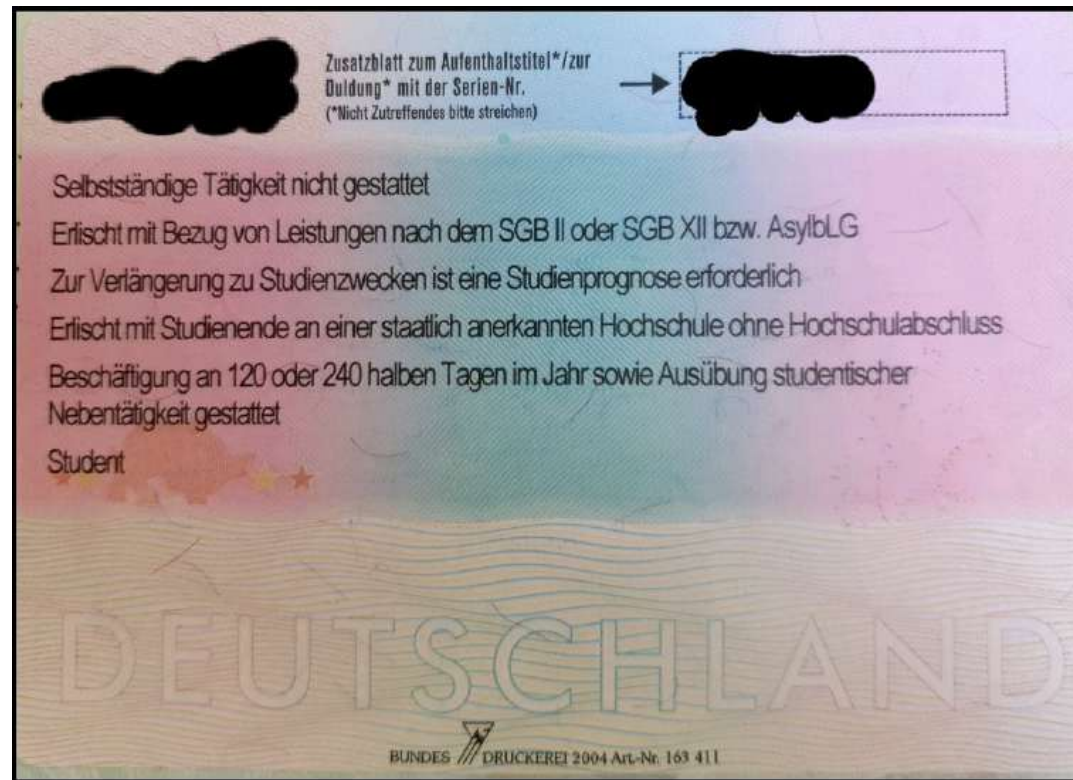
If you are a researcher or scientist and you are working in Germany at an scientific institut, your visa would be §§ 18d para 1 or 18d para 6 (AufenthG).

In both cases your are not in Germany to start your own business. That is the reason, why your visa does not allow to be selfemployed.

But you have an option.

## Is it possible to start your own business?

### If you are a student: backside of your residence permit



**Selfemployment is not allowed : but it does not mean, that selfemployment is forbidden.**

## Is it possible to start your own business?



If you are a student / researcher: you have an option

You have to apply by your local immigration authority for a residence permit in line with **§ 21 para 6 (AufenthG)** to start your business.

**But:** your self-employment must not compromise your degree or post-doctorate. Therefore you have to start your business in part-time. Part time means: not more than 15 hours!

**Therefore:** you have to describe your (i) business-idea, (ii) your motivation, (iii) your clients, (iv) when you will work as a selfemployer and (v) how much you will work.

If your local immigration authority agree: register your business.

If your local immigration authority refuses your application: ask your startup campus.

## Is it possible to start your own business?



If you have finished your study, you will have the following options:

- i. You can apply for residence permit in line with **§ 20 para 1 AufenthG** to stay in Germany for 18 months. Therefore you have to make sure that you could live in Germany by your own money.

During this duration you can plan and launch your business and more: you are free to undertake any kind of employment – including as an employee.

- ii. If this 18 month period will be elapsed, you have to apply for another residence permit. There are three possible residence permits – it depends of your business:
  - **§ 21 para 1 AufenthG**: to start a business or trade
  - **§ 21 para 2a AufenthG**: your selfemployment relates to your degree
  - **§ 21 para 2b AufenthG**: a scholarship is granted to prepare for self-employment
  - **§ 21 para 5 AufenthG**: to start as a freelancer (liberal profession)

## Is it possible to start your own business?



If you are a scientist / researcher and your contract has finished , you have the following options:

- i. You can apply for residence permit in line with **§ 20 para 1 AufenthG** to stay in Germany for 18 months. Therefore you have to make sure that you could live in Germany by your own money.

During this duration you can plan and launch your business and more: you are free to undertake any kind of employment – including as an employee.

- ii. If this 18 month period will be elapsed, you have to apply for another residence permit. There are three possible residence permits – it depends of your business:
  - **§ 21 para 1 AufenthG**: to start a business or trade
  - **§ 21 para 2a AufenthG**: your selfemployment relates to your degree
  - **§ 21 para 5 AufenthG**: to start as a freelancer (liberal profession)

## What you need to start up your own business



<p><b>You already have:</b></p>	<p><b>A residence permit:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> § 16 Abs. 1 AufenthG as a student</li> <li><input type="checkbox"/> § 18d Abs. 1, § 18d Abs. 6 AufenthG as a researcher / scientist</li> <li><input type="checkbox"/> § 20 Abs. 1 AufenthG (Job seeker visa) after your study or after your research stay / job. You have 18 month searching a job or start up a company</li> </ul>
<p><b>What you need:</b></p>	<p><b>A residence permit</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> § 21 Abs. 6 AufenthG, if you want to become self-employed as a student in a part-time.</li> <li><input type="checkbox"/> § 20 Abs. 1 AufenthG , but after 18 month you need one of the following residence titles § 21 Abs. 2a AufenthG, if your self-employment shows a connection to your studies or academic work, or</li> <li><input type="checkbox"/> § 21 Abs. 1 AufenthG, if you want to start a trade / commercial business, or</li> <li><input type="checkbox"/> § 21 Abs. 2a, if your self-employed activity shows a connection with the knowledge acquired to your study,</li> <li><input type="checkbox"/> § 21 Abs. 2b, if a scholarship is granted to prepare your self-employment, e.g. EXIST-Programm</li> <li><input type="checkbox"/> § 21 Abs. 5 AufenthG , if you want to start in a liberal profession / as a freelancer.</li> </ul>
<p><b>Requirements of the foreign office / local immigration authority that you must fulfil if you wish to obtain a residence permit for a trade / commercial activity:</b></p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> You have a valid passport from your home country. There are no grounds for deportation, e.g. criminal offence. You can secure your livelihood and the livelihood of your family members with the planned activity.</li> <li><input type="checkbox"/> You have a certificate from a health insurance company.</li> </ul>
<p><b>If you wish to work as a freelancer, you also need the following documents:</b></p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> References</li> <li><input type="checkbox"/> A licence to practise your profession (e.g. as for architects, doctors and other regulated professions)</li> </ul>
<p><b>Note: The foreign office / local immigration authority may request further individual proof.</b></p>	
<p><b>Wait for feedback from the foreign office / local immigration authority.</b></p>	
<p><b>Once you have received a positive response from the foreign office, you have to register your company. For a commercial activity, you must register your business by the trade office. Please contact your local trade office to find out which documents are required and how much the fee is.</b></p> <p><b>Note: The registration fee is between 10 and 40 EURO. You will then be registered with the tax office.</b></p> <p><b>As a freelancer you need a tax number from the tax office. You must register with the tax office for this.</b></p>	



If you have more questions, please . . .

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### Profil / Motivation

What is my motivation and what can I do?

- Why am I going to start my own business – my motivation (e.g. my desire for a change of career or self-fulfilment; I want to make use of my qualifications; I want to earn more money; I don't want to be unemployed any more; I want to make my own decisions)?
- What skills and qualifications do I have (e.g. professional and school qualifications, professional experience, hobbies, language skills, voluntary work)?
- What entrepreneurial skills do I have (e.g. business knowledge, accounting skills, fiscal knowledge, IT skills)? What link do I have to being self-employed (e.g. role models within the family, friendship circles)?
- Will I be supported by my family (e.g. wife, family members)?
- What happens if I cannot work due to illness? Who could take over my responsibilities (e.g. family, friends, acquaintances)?



## Product

### Product

What does my idea comprise and why is this unique?

- What product / service am I offering?
- What is special about my product / my service – what are the benefits for my customers?
- Where did I get the idea?
- What work do I still need to do before I can offer my product / my service?
- What legal formalities do I still need to complete (e.g. permits, authorisations)?
- How will I get my product to my customers (sales channel)?
- Who will manufacture my product?
- Do I need machinery to produce my product?
- Do I need materials to produce my product?



### Customer

Who is going to buy my product / my service?

- Who are my customers? (e.g. age, income, background, gender, attitudes, lifestyle)
- Do my customers have any special requirements?
- Why do these customers want to buy my product / my service (e.g. benefit, need)?
- Do I already have future customers (e.g. number and in which region)?
- What do I know about my customers (e.g. how often do they shop)?
- How much money do my customers have?

