

# Entrepreneurs' challenges and needs

Survey highlights

November 2016

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# Entrepreneurs' most common problems are related to finance and management



**49%**

finding money to finance projects



**42%**

maintaining the business's profitability



**41%**

growing the company in an orderly manner



**35%**

finding a balance between their personal and professional lives

## Problems appear to vary with the size, maturity and complexity of the business

### Smaller, less mature:

basic problems  
(for example, finding money, balancing personal and professional lives, managing time effectively)



### Larger, more mature:

complex problems  
(for example, maintaining profitability, planning for succession, optimizing operations, recruiting and retaining qualified staff, keeping their employees satisfied)



# When facing challenges, most entrepreneurs seek help from at least one internal or external source



**44%**  
network of business people



**40%**  
business partner

## Depending on the company's size and maturity, sources of help will differ

### Smaller, less mature:

informal sources (such as mentor or coach, family or friends) because their financial resources are limited.



### Larger, more mature:

external sources of advice (such as an accountant, external consultant, attorney or notary)



# What advice would entrepreneurs give their peers to turn these challenges into opportunities



Seek external help



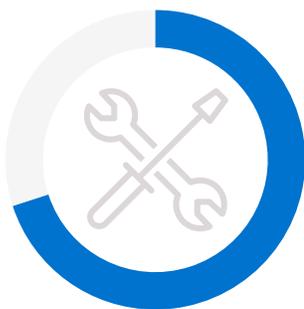
Take the time to build a strong network and a solid team



Think strategically

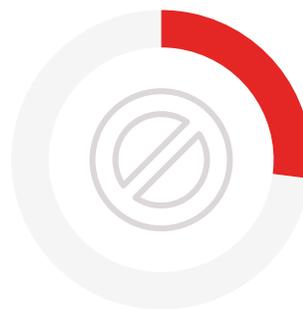


Planning is key



**70%**  
feel equipped to face business challenges

Larger, more mature are more likely to feel well equipped to grow.



**27%**  
do not  
Reasons: lack of funds to grow the business and to maintain operations.