



New entrepreneur:

Elia de Matteis (Italy)

Age: 23

Company name: (Start-up)

Sector of activity: Education and training services

I have experienced so much over the past 6 months. I am thankful for the support I have received. Noa and his business have given me a clearer sense of direction in what is important to me and how to achieve it. I am sure we will remain connected in the future.

Host entrepreneur:

Noa Maxwell ()

Age: 49

Company name: Noa's Ark Ltd (16 years of experience)

Sector of activity: Education and training services

Elia brought such an enlivening passion to the field of impact coaching, which helped to re-inspire me and look at things from a fresh perspective. His youthfulness and open mind were highly valuable, and I am grateful that I could contribute to his journey of learning towards his ambitious goals.

Period of exchange: 11/2020 until 05/2021

Duration of exchange: 6 months

Business sector of the exchange

Education and training services

It all started with a strong passion for communication and training: this is what encouraged Elia to embark upon the Erasmus for Young Entrepreneurs adventure along with Noa, a well-experienced professional in the field of communication and training who has been running [his own business](#) for over 16 years. Elia is a young and motivated would-be entrepreneur who seized the opportunity to deepen his knowledge on communication training and executive coaching in order to be able to share his passion with the world one day. Among the reasons they decided to participate in this program there was their will to exchange personal and professional experiences and ideas, and to learn new methodologies taking into account the different work culture and customer needs.

After getting acquainted and familiar with the activities that Noa carries out in his daily business life, such as the organization of educational programs local and international workshops, conflict mediation and one-on-one coaching sessions, Elia gradually started to take active part within the host positive learning environment, which fostered creativity and business knowledge. Elia thus had the chance to focus on the presentation and design of educational projects for his future business. Due to the inevitable challenges related to Covid-19 health emergency, they had to adapt quickly to the newest working conditions. Despite some forced "work from home", they found ways to continue their collaboration and meet the goals they had previously set. This did not prevent them from fruitfully grow both from a personal and entrepreneurial perspective.

During their 6-month exchange, Elia and Noa began to plan their future cooperation. In fact, their collaboration proved successful: the new entrepreneur met all the goals and contributed to carrying out daily activities while gaining new skills, expertise and knowledge. Noa's business for its part benefited from this cooperation while getting a fresh look from Elia's perspective, which provided added value to his well-established reality. They have developed several projects as partners, therefore the exchange as a whole represented a suitable basis for their future cooperation. Elia and Noa had the chance to take into account the potential sharing of employees or volunteers in the

future. Moreover, both had a unique chance to gain a better understanding of other business and organizations in the community.

For more information, please contact the local contact points involved in the exchange:

New entrepreneur's contact point:

[Istituto Formazione Operatori Aziendali](#) (Reggio Emilia)

Host entrepreneur's contact point:

[EISC Ltd](#) (Southampton)