

FIG Young Surveyors

European Meeting
Amsterdam - June 2016

Entrepreneurship

Jonas Van Dosselaer (BEL)

Co-founder of MEET HET, the world's first franchise for surveyors

This is not about **MEET HET**



We help surveyors grow their business

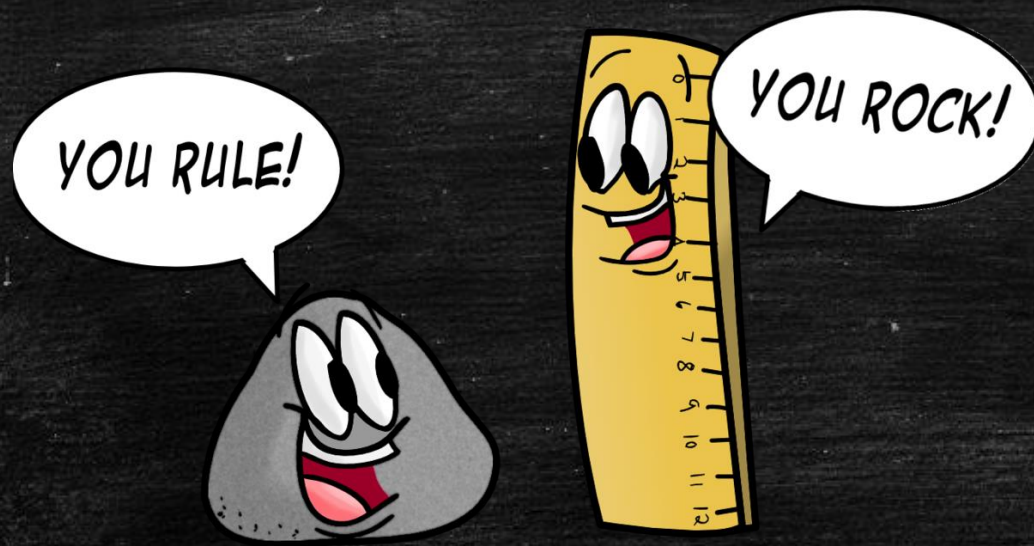
29 years old

10+ offices in Belgium

Name it, we measure it!

We do some crazy stuff...

You are the business!



If your client is happy, it's your earning.

If your client is unhappy, it's your responsibility as well.

If you're the smartest person in the room, you are in the wrong room!



Surround yourself with skilled people
You can't know everything about anything
Lifelong learning
Smarter people take you to a higher level

1 + 1 = 3



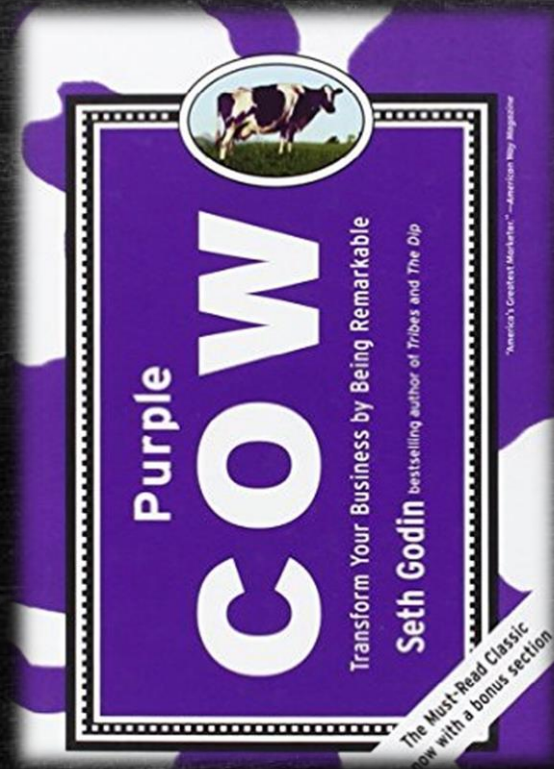
Co-create

Work together

Combine added values

Provide extra services to your clients

Your business must be a purple cow



Be different

Be unique

Be remarkable

People should talk about your business

Don't sell your product,
sell the problem you solve



Understand the pain of your client

Ease the problems for your client

Stick to your core business

**MEET HET**
geassocieerde landmeters en experts

Do only what you are good at

Dare to say no

Keep focus

Our company name means
'measure it', this is what we do

If they don't know what you do,
they won't buy it from you



Tell the world what you do

Anyone can be your client

Network

Always be 'top of mind'

Social media, use it!

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