



Federal Ministry
of Economics
and Technology



Dr. Philipp Rösler

German Minister of Economics and Technology

Message of Greeting

for the „FailCon Berlin“ des Entrepreneurs Club Berlin e.V.

Young start-ups help to drive our economy. Their clever ideas, new technologies and innovative business models invigorate and stimulate competition. I therefore attach particular importance to helping people to start out in business through the “Gründerland Deutschland” initiative: making Germany a nation of entrepreneurs.

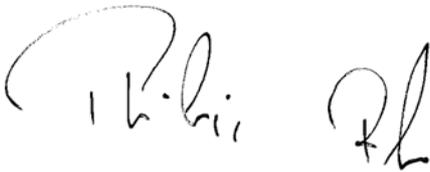
Many people starting out in business invest a lot of themselves in their new company. They put more than just their money into the business: they also invest courage, creativity, confidence and commitment. This makes it all the more important for them to keep an eye not only on the opportunities, but also on the risks during the initial phase. If a person is to launch a successful business, he or she must be able to recognise dangers in good time and to develop effective counter-strategies. The Entrepreneurs Club Berlin’s “FailCon Berlin” offers a lot of ideas here: How can I identify problems in time? How can I cope with a crisis? Who will support me when times are hard? These and many other questions can be discussed at the event with experts in the field.

It is not possible to exclude every commercial risk in advance. This makes it all the more important to develop a “second chance culture”. Even if a first attempt at setting up a business goes wrong, it must be possible to have another shot. Other countries like the United States can serve as a model for us here. The German government is addressing this by reforming the insolvency rules, and will halve the waiting period for debt cancellation to three years so that

people can get back into business more quickly. This is also an important issue for the forthcoming FailCon Berlin.

Entrepreneurship continues to have a future: this is shown impressively by the German Entrepreneurship Week from 12 to 18 November 2012, with more than a thousand events. FailCon Berlin is making an important contribution towards this. I wish the organisers and all the participants every success.

Sincerely yours,

A handwritten signature in black ink, appearing to read "R. H. H. H. H." with a large, sweeping flourish at the beginning and a small mark at the end.