



ACADEMY FOR  
CREATING ENTERPRISE

I am Peter Gaspar from Catabban, Burgos, Isabela, 12 hours away from Manila. I'm 23 years old, I was born in a very poor family. Both my parents are farmers. We are 8 in the family of 7 boys and 1 girl, I am the 6<sup>th</sup> child. Last 2004 my mother died due to hepatitis, with that I was left with so many responsibility in our house and in our little farm. In year 2001 my elder brother died from appendicitis because of his work in one company. I am ready for college but not able to enroll for I could not afford to pay for the tuition fee. I did serve a full time mission in Philippines Naga Mission from September 2007 – September 2009. By the time I got back home I was immediately called to several callings. I am a seminary teacher right now, the branch clerk and the District S.A representative.

I would like to express my gratitude to all the donors of the academy, thank you for your support to us Filipino Return Missionaries. ACE is been a great help to me. It gave me big hope in life. I really want to study but I can't sustain financially. That's why I'm thankful for this program that I had benefited from it tremendously. This will help me know how to have a business of my own. So that I will not anymore remain poor like what I witness to my parents that suffered so much in poverty, I don't want this anymore!

When I was not studying at ACE, I don't know how to use or focus on the skills that I have and at the same time I don't have the idea how to manage a business, I don't know how to make my own budget plan and how to keep record of all the my possible transactions. I don't know about the rules of thumb. The attitude I need to develop to consider myself successful. I also don't know how important to have a business and personal ledger and how to register my future business. I also don't know who will be the right people that I should go to in regard with my ideas. But now because of what I had able to know here in ace. I know now a lot of the things I don't know before. I learned a lot from my instructors and speakers from their experiences and from the experiences of my classmates. I obtain a knowledge of how to start my small business, in a small amount of capital needed. I also learned the strategies in how to win costumers and communicate with them well. I learned how important for a business to identify its own segment.

After ACE I already have several business plans in mind. Let me share to you some. 1<sup>st</sup> idea is to make an artificial flower from a corn skin. 2<sup>nd</sup> Will engage in buy and sell of rice. 3<sup>rd</sup> souvenir retail to Isabela area. 4<sup>th</sup> make and sell vinegar then sell it at a whole sale basis or retail in stores, and 5<sup>th</sup> and the last is to be a partner to one of the ACE alumni (Rudy Oblimar) to a water purification business.

I do hope that you are able to appreciate what I shared to you. I did put my heart in this. This is my real life story and the changes that happened to me along the way. Thanks to you again.

Sincerely,

Peter Gaspar  
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