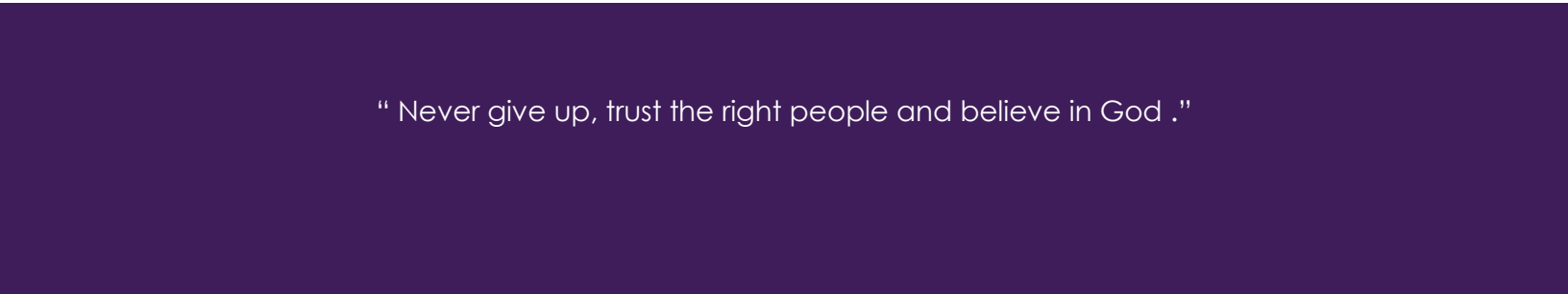




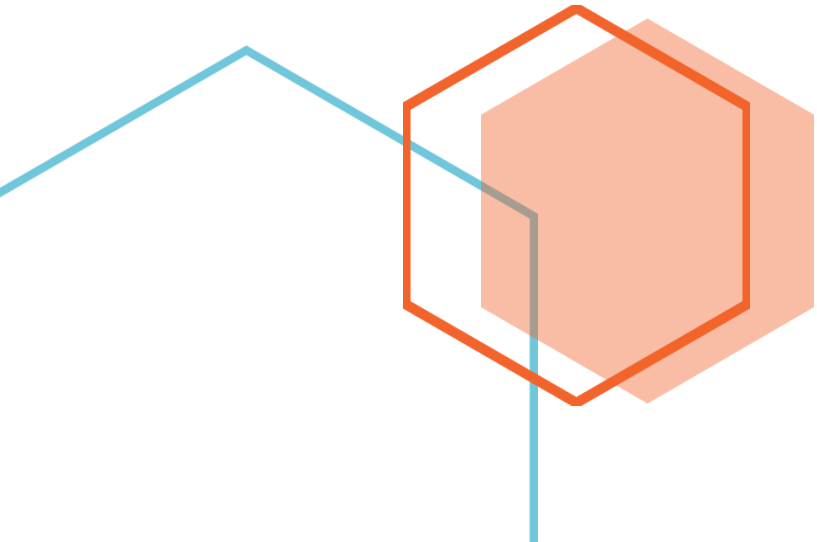
[Angel Avonza]



[Poland]



" Never give up, trust the right people and believe in God ."





Person's background

Angel was born in Ciudad De Mexico in 1975. He studied Engineering in Ciudad de Mexico University and read a post degree in Hamburg in Mechanical Engineering .

He started his career as a contractor in Africa preparing some projects for ONZ , he gained a lot of experience and earned a lot of money .

But in his life money was never important as he was real believer. He moved to Hamburg because he had a very good job proposal and being Mexican from a not very rich family, he knew how hard it was to live abroad in difficulty .

In Hamburg his life changed when he met a Polish girl .

Brief Introduction

Angel Avonza, came to Poland in 2001. At the beginning he was working as a waiter and a teacher of Spanish .

He travelled from Germany where he was working as an engineer. He followed a Polish girl that he had met in Hamburg.

Because of her, he tried to build a new life and seek opportunities in Poland. He met many difficulties and strange things happened to him, but with God's help he succeeded.

First steps in entrepreneurship and faced difficulties

After Angel got a temporary job permission in Poland, (Poland was not yet part of the European Union at that time) he started to work as DJ. He was playing in some clubs and restaurants offering his company services also for weddings, parties and public events.

Following this, he opened his own restaurant that included a club and a pub and developed some services for children.

Difficulties that he had were mainly related with racism, also because they were asking to him some strange services for entering in the market. Nonetheless, Angel always stayed true to his principles and followed the rules, because he did not want to lose what he had built with so much effort and difficulties.

He was sure that sooner or later, he would achieve success both in the business and within his personal life.

How and why the person has succeeded, lessons learnt

Despite the problems and negative experiences, he had, he did not lose his passion to organize events and support other people. Using all the contacts that he had, also with many foreigners he became the “Mexican” in Krakow.

He opened a restaurant offering only Mexican specialties and catering. In the restaurant, customers could also watch movies or sometimes even matches, just like at the cinema.

This new restaurant concept was a big hit in Krakow. The place was full every night with both Polish people and foreigners. The tables were sold out for weeks, and reservations needed to be made quite in advance.

When the business was at the peak of success, Angel sold the restaurant and finally married his old Polish girlfriend. After so





many difficulties in his personal life, he moved on.

Krakow is the city where he developed his career. It's a competitive city, but Angel was well known with the expats community and could speak Polish well. This led everyone to trust him and his ideas.

The lessons that he learned were to believe and stay true to your values. After 16 years living in Poland, he is now a 42 year old father of 2 kids and is still known as the "Mexican Guy in Krakow".

He never gave up. For a period, he went back to Mexico City due to some personal reasons. Although he was passing through bad moments in Mexico, he kept his focus on going back to Poland and succeed there.

Present situation and tips for success

He sold his business with a good profit, having a house in Krakow, and a good car.

He is working as an Engineer for an international company but sometimes you can still find him organizing a salsa contest, or a dinner show!

At the beginning of his journey in Poland, he was living like a survivor, counting each zloty! But Polish people helped him and supported him with his ideas.

He had many failures and many family difficulties in the years but he never gave up, trusted the right people and always believed in God.

Conclusion

5 years ago, Angel Avonzabecame Polish but he kept his Mexican heart and roots. He still lives close to Krakow, now his

city and his legacy will continue for many more years.



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