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# Pursue your passion and goals

Marius  
Lithuania



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"SkillsXcellerate: Empowering youth on their path to independence through entrepreneurship"  
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**SkillsXcellerate**



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# HOW AND WHEN MARIUS STARTED HIS BUSINESS

Marius has always known that he would start his own business. Even when he was still at school, he started buying and selling cars and earned money from this activity. Maybe because of his parents and the influence of public opinion, he entered the university to study law, although he knew that he would never work as a lawyer. When he was studying, he also worked in a governmental institution for several months. That made him realize that being a lawyer was definitely not for him. Therefore, he quit it and went to the Labour Exchange. However, there were no suitable job opportunities for him offered by the Labour Exchange. So, he started planning his own business. Somebody told him that the Labour Exchange does support new enterprises and that is how he got support for buying equipment for his business.

He started a construction company together with his brother; he is a great support, and he knows how to deal with papers and accounting.



# HOW MARIUS DEVELOPED HIS BUSINESS

Marius and his brother own a construction company named UAB "Grafas". They work in three main areas: first of all, they provide construction services, secondly, they sell flats in a building that they are now finishing and finally, they have contracts with partners from abroad to import and sell their block to Lithuania.

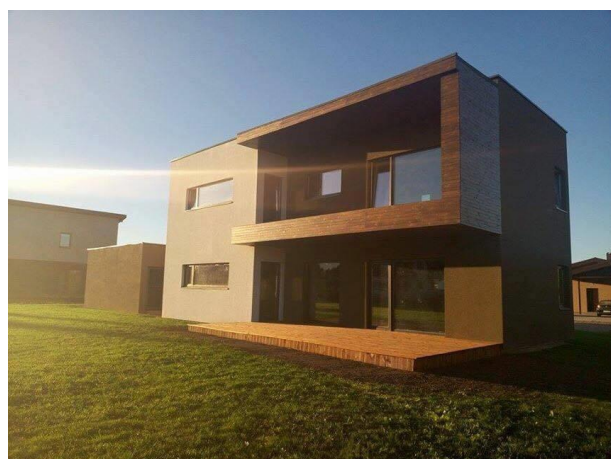
Through hard work and strategic planning, Marius has successfully expanded their company's services and market reach, demonstrating the importance of practical achievements and entrepreneurial spirit.

However, Marius's journey has not been without challenges. In the early stages, securing funding for the company's expansion was a significant obstacle. Banks were hesitant to lend a loan to a relatively new business, and Marius had to explore alternative financing options, including private investors and personal savings. Additionally, navigating the complex regulations in the construction industry required meticulous attention to detail and substantial legal consultations, which sometimes delayed projects.



Another challenge was entering the competitive real estate market. Establishing a reputation in a field dominated by well-established players demanded both innovative marketing strategies and a commitment to quality. Marius had to ensure that their projects not only met but exceeded industry standards to attract buyers and build a loyal customer base.

Through hard work, strategic planning, and resilience these obstacles were overcome and Marius has successfully expanded UAB "Grafas" into a respected name in the industry, demonstrating the importance of practical achievements and entrepreneurial spirit.



# WHAT ARE MARIUS' PLANS FOR THE FUTURE

Marius has a very clear plan for the near future. His company is planning to sell most of the flats and start building a new one. Regarding the expansion of business – he and his brother have been thinking of starting a building in Vilnius (capital of Lithuania), but it is still a matter up for discussion. Another thought they have is to expand their business in the sales area – expand the variety of products to be imported and sold here in Lithuania. If they want to proceed with this plan, they have to start looking for factories abroad, searching for partners, planning sales here in Lithuania, and dealing with customs. One of the plans is also the expansion of their primary service – organising construction work, they always look for new workers and search for new clients.

Marius always reads articles that are related to the real estate market so that he is up to speed with the happenings in this area, bearing in mind the consequences of the previous economic crisis. He understands that real estate prices are not always going to rise, so along with his brother, they are also thinking of doing business in totally different areas than construction or real estate in general. So, maybe after 3 or 4 years UAB “Grafas” will not be the only enterprise that he owns.

# WHAT ARE MARIUS' SUGGESTIONS FOR YOUNG PEOPLE WILLING TO START THEIR BUSINESS

He thinks that studying at university and meeting people studying there might be one of the reasons that made him realize that real life achievements, and not a diploma, show what you are capable of. Thus, his suggestion for young people is not to solely rely on what your relatives or society in general are expecting from you, but to pursue your own passions and goals, and to focus on gaining practical experience and skills, and even consider starting your own business to create opportunities and demonstrate your capabilities in the real world.



Image source: all pictures used in this story are from Marius' personal archive.

We wish good luck to **MARIUS!**

If you are interested in learning more about MARIUS' business or to get in touch with him, you can contact him by

Email: [uabgrafas@gmail.com](mailto:uabgrafas@gmail.com)

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