



The Tokyo One-Stop Business Establishment Center (TOSBEC) is a one-stop consultation service desk to help completing necessary procedures for establishing a company.

When you decided to register your company, it is a question to ask whether you commission a professional person or do it by yourself. Mr. Quispe decided to establish a company by himself since he thought it would be an important experience to learn before running his own business. This time, we will interview to hear his strong passion for entrepreneurship.



東京都



Relay Interview .....



### Bon-Odori festival in Bolivia is the starting point for my entrepreneurship.

Since I was living in Bolivia, Japan was the country I always felt connection with although Japan was almost on the other side of the planet. It was my dream to visit and make a company in Japan someday.

In Bolivia, where I grew up, they held Japanese Bon Odori festival every year during Obon period. When I was a child, my father often took my hand and joined the festival. Because my father was an engineer, I suppose his work was related to Japan too. It became my dream to set up a company in Japan largely because I was in touch with Japanese cultures since I was a child.

### Learning Spanish is not a goal. It is just an opportunity.

Yes Bolivia K.K. is a company offering Spanish lessons. We use class rooms in Ginza or Shibuya of other companies and offer lessons. We also send teachers to Spanish teaching schools.

Spanish is not the only thing I wanted to teach. I wanted people to know diverse cultures my country, Bolivia, had.

Many people think people in Bolivia speak only Spanish. But as far as I know, there are at least 36 languages in Bolivia. Bolivia is a country with diverse ethnicities.

I have some students who are studying Spanish to visit and learn music in Bolivia in the future. The most important thing for me is that my students can feel Bolivian cultures as music, dance, and more through Spanish lessons.

### Company registration process is a training to show me the essence of business.

There is a word called "Yapa" in Bolivia. It means you add even more efforts after you did a hard work. Registration of company in Japan definitely needed "Yapa" for me.

But more importantly, I have to remember that there was an environment I could say "Yapa" because of supports around me.

When I was making paper works and found some words I didn't understand, I went to the booth for certificate of articles of incorporation in TOSBEC.



### Yes Bolivia K.K. Representative Director Delfo Quispe Profile /

Mr. Quispe arrived Japan on July 2014. He did an internship in Embassy of Bolivia of Japan while studying in Japanese language school. After graduating from Japanese language school, he worked as a Spanish teacher and did activities to promote Bolivian music and dance on the side. On May 2020, he started up Yes Bolivia K.K., which has been one of his dreams.

I still thank them for not only teaching meaning of words, but also looked over my document to switch some words and make better phrases together. Also when I was making documents for articles of incorporation, my wife supported me with my Japanese. It was an important process for me to realize how much supports I had around me, which I didn't realize before starting the registration process. Starting up business through TOSBEC is interesting because "you register your company yourself, but only with backups from people around you." It is different from either starting up completely on your own or commission it to someone else. The process of starting up business with good use of available supports was like a demo lesson to show me how running my own business is going to be. I appreciate the opportunity for giving me a good lesson before starting my business.

### To be a bridge between Japan and Bolivia

Currently, language schools are having hard time because of spreading corona infection in the world. In that situation, it is also hard to create cultural exchange opportunities between Japan and Bolivia.

But I believe there are things which could be done as Spanish lessons held online. It will be a help to build a bridge between Japan and Bolivia by spreading Bolivian cultures through Spanish. I hope my new company will bring in positive energy to put two countries closer, of course with help from other Bolivian companies.



### Quick Advice

When you register a company, you could also commission professionals as administrative scriveners to do the job for you. But it is a really special feeling to register your company by yourself. If you pursue your dream, I recommend you to register your company by yourself with help from TOSBEC.

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