

Office of Refugee Resettlement Refugee Microenterprise Development Program

AN IRAQI REFUGEE BUSINESS: HARD WORK, PERSEVERANCE, AND CREATIVITY



Majdi first sought out assistance from IRC San Diego's Microenterprise Program in May 2010. He was enrolled after presenting his idea of establishing a mobile windshield repair business. Majdi discovered that insurance companies often pay the cost for windshield repairs, after having his own windshield repaired. With the help of the microenterprise team, Majdi developed a business plan and determined that he would need just over \$3,000 to cover certification and training, business licensing and registration fees, and a starter repair kit. He was approved for a business loan from the Microenterprise program to help him pay the start-up costs of the business. He also received extensive assistance in developing a marketing campaign, including professional logo development, creation of a website and business email address, and business cards.

When Majdi first arrived to the US from Iraq in 2009, he had planned on continuing his career in electrical engineering. He enrolled in a community college course and earned his Electronics Test Tech Certificate, only to realize that without US citizenship he would not be eligible for the majority of jobs in this field of work, which often requires security

clearance. Majdi had to be flexible and find other ways to make money. It was his flexibility that allowed him to recognize an opportunity to start his own business, and made him a prime candidate for the IRC's Microenterprise program. [Magic Touch Window Repair](#) was launched in September 2010, and has resulted in a part time job that garners Majdi approximately \$500 a month. Majdi is currently focused on finding clients and developing relationships with insurance companies that can then refer his services. He is considering renting space at a car wash/detailer, to identify clients and make windshield repairs on the spot. In addition to his business, Majdi moonlights as a business developer for a company in north county San Diego to identify business opportunities in the Middle East. Majdi's hard work, perseverance, and creativity have laid the groundwork for him to build a prosperous future in San Diego.

The IRC San Diego Microenterprise Program is an ORR grantee. For more information on their work please call Joel Chrisco

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