



## Introduction

Business Transfer in SME is a two year project in frame of the European Lifelong Learning program. The project develops and to test a program that supports VET and Higher Education institutes to prepare entrepreneurs for their business transfer. Our target groups are VET colleges and professional universities, entrepreneurs who aim to stop their business and successors who aim to start a business or preferable to take over a business. During the project it is aimed to inform people about developments of the project, progress and results. This newsletter offers you also a possibility to make announcements, to start up discussions on business developments or to put questions to be answered by experts or by our readers. We have started a few months ago and aim to present you the first results of the activities in autumn of this year. It is aimed to start pilot programs at partners' colleges and to develop a training that becomes applicable for VET and HE colleges in Europe that aim to support business transfers in their region.

## The start

The project started in October 2009. A lot of preparations were necessary: the application, aims and objectives, the work scheme, a website, and arrangements for the kick off work meeting.

The first work meeting, the 'kick-off', was from 11 till 14 November 2009 in Heerlen at LEX, The Learning **EX**perience department of the Open Universiteit Nederland.



From left: José Hendrikx, Guido Houben, Jos Paulusse, Peter ter Horst, Birute Velykiene, Paulino Leite da Silva, Vaiva Kelmelyte, Lilli Maierhofen, Heinrich Moethe, Jos Schijns.

During the project several newsletters will be published with information (short and to the point) about our progress but also with references, studies and articles which will be published on the project website.

Partners are: Avans University (NL); Syntra-Limburg (BE), EEP bv(NL); EfVET (BE); Berufsförderungswerk Nürnberg (DE); KRIC (LT); BPE (NL) and School of Accounting and Administration od Oporto (PT).

## Short news

- Sources and references. Jos Schijns has elaborated on an overview of articles, websites with business transfer information and a bibliography. Refer to: <http://www.business-transfer.nl/>
- From 5-8 July 2010 HAN University organises on behalf of IntEnt 2010 organisation the 20th IntEnt world conference. More on: [www.intent2010.com](http://www.intent2010.com). A contribution to this conference provided by mr. Peter ter Horst, assistant professor at Avans University and Jos Schijns, Open University Heerlen will become available through this conference in July.
- Mr. Schijns and mr. Ter Horst will also participate in the 5<sup>th</sup> SMU EDGE Conference in Singapore and the 24<sup>th</sup> Annual Rent conference in Maastricht. The newsletter will keep you informed.



- The 'Week of Entrepreneurship' is from 14 – 17 April 2010. More information: <http://www.maastrichtweek.org/>

### Progress

The project has started in October 2009. A lot of preparations were necessary: the application, aims and objectives, an analysis of needs, the work scheme, a website, and arrangements for the kick off work meeting. Our 2<sup>nd</sup> work meeting is in April and partners will inform each other on their progress and difficulties. In the next newsletter we will tell you something about this.



## Stop your business



All entrepreneurs have to consider once how to transfer or to stop their business. Research has shown that successors have a better and more profitable start than starters of new businesses. Transfer of a business within the family or within the staff of the business is supported with information sessions by the Chambers of Commerce and sometimes by VET/HE colleges. The Dutch Chamber of Commerce has developed a program called 'Stoppen met ondernemen' that supports entrepreneurs to prepare the transfer of their business. More information (in Dutch): [http://www.ondernemersplein.nl/stoppen\\_met\\_ondernemen](http://www.ondernemersplein.nl/stoppen_met_ondernemen)

Transfer of a business is also an aspect of the educational program at AVANS university. Entrepreneurs can attend a course to get general information on Business Transfer and to get support to develop a personal transfer plan. The transfer plan is not only for entrepreneurs who aim to stop within a number of years but also for successors who want to know more about aspects and consequences of a takeover.



Photo: Martijn Mulders and Heleen Westerhoff

It might be clear that starting a new business is a big challenge for most of us. To takeover a business increases your chance for success.

Jos

Newsletter BT in SME

Send your reactions / remarks or cancellation to the coordinator at:

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