

PRESS RELEASE

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TESTING THE SUCCESS...ION TRAINING PLATFORM FOR FAMILY BUSINESS TRANSFERS

The Success...ion **e-platform for successful family business transfers** has been **pilot-tested** by family business members. Approximately 40 online users had the opportunity to go through the platform in their own pace, starting from late June 2017. They have reported their opinion and suggestions with the help of a questionnaire, and the results have been used by the project partnership to optimize the training provision for family business success...ion.

In addition, **three separate workshops** have been carried out in Bulgaria, Greece, and Spain to complement the testing process and present the **Success...ion** e-platform face-to-face to family business members and business consultants. In total, 38 participants shared their opinion with us after having been guided through the training parts and guidelines as offered through the platform.

In **Bulgaria**, the workshop was hosted by project coordinator **Yambol Chamber of Commerce and Industry** on the **29th of September** and has been attended by 17 participants mixing up first and second generation family business members and owners, business consultants and NGO representatives. Following that, the **Spanish workshop** was held on the **19th of October 2017**, hosted by project partner **FGUGREM in Granada** and attended by 10 family business members and business consultants as well. Lastly, the **Greek workshop** took place on the **24th of October 2017**, hosted by project partner **know in Athens**. 11 participants in total – family business members, business consultants, and one representative from the Ministry of Development – have shared their opinion on the Success...ion e-platform and the issue of succession in general.

All workshops yielded some very interesting results, **reaffirming the need for due and well-prepared succession planning** in family businesses. In particular, family business members **acknowledge the complications** that can arise among the family if succession is not openly and timely planned and discussed. The Success...ion training provision seems to have attracted the interest of the workshops participants not only in terms of the strategic alternatives and options it offers, but interestingly enough with respect to non-technical issues (psychological, power-relations within the family) which respond to the main objectives of the training platform in the first place. For many participants, having been given the opportunity to go through the platform was some kind of a **wake-up call – realizing the importance of early planning!** Others stated that they are happy to know that a free training provision on this hot topic is available, while at the same time they expressed their discontentment about the overall lack of integrated training of this kind.

The Success...ion project might reach its end soon, but our training offer will remain **freely available here** <http://training.succession-project.eu>.

About Success...ion

'Success...ion – Training for Family Business Transfers' started in late 2015 and will end in October 2017. The project is coordinated by the Yambol Chamber of Commerce and Industry (YCCI) in Bulgaria. The partnership is made up of 8 more partners in Bulgaria, Germany, Greece, Cyprus, and Spain. During the project, training and supporting material will be developed for both family business owners/members and business advisors/consultants, in order to prepare, plan and execute a successful business transfer.

Check out our website www.succession-project.eu and [Facebook](#) page!
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