28 October 2026



REBTES' SME Business transfer ecosystem mapping is out: here's the recommendations!

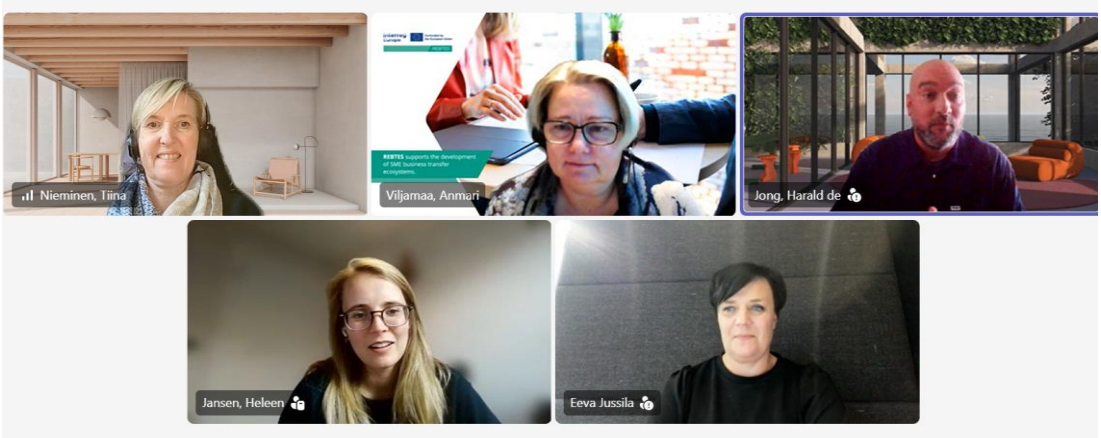
8 Recommendations for Successful Business Transfers

Recommendations	Description
1. Regional coordination	Assign permanent responsibility for coordination of the regional key stakeholder activities and measures.
2. Service platform	Create and develop an expert service platform for regional and national actors. Prepare and maintain an inventory of available online tools and in person expert services.
3. Awareness raising and education	Establish and maintain recurring awareness-raising, activation and education measures: selling and buying a business, entrepreneurship through acquisition.
4. Monitoring framework	Implement business transfer barometer every few years. Utilize data from the National Statistical Office and the tax authority.
5. Advisory services	Strengthen the quality and collaboration of private and public expert services. Include accountants systematically in the advisory platform.
6. Financial instruments	Establish and develop financial instruments for acquiring micro and small businesses.
7. Matching platforms	Strengthen and improve cooperation between online and event-based matching activities and expert service providers.
8. Legal framework	Improve regulatory, fiscal and administrative clarity. Ensure sellers and buyers access to clear information.

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Peer to peer learning brings good practises closer to regions

Interregional learning is at the heart of REBTES. Throughout the project, structured learning takes place through knowledge-sharing workshops, study visits, staff exchanges and bilateral learning. During the 3rd semester of the REBTES project, peer-to-peer learning sessions have been introduced as a new way to bring project partners and regional stakeholders together.



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First REBTES staff exchange

Anmari Viljamaa from Seinäjoki University of Applied Sciences (SEAMK), Finland, visited CEPOR in Croatia in October for a staff exchange. CEPOR (SMEs and Entrepreneurship Policy Center) is an independent Croatian think tank focusing on research, policy development and advocacy related to small and medium-sized enterprises and entrepreneurship, with particular expertise in family businesses and business transfers. Both SEAMK and CEPOR are partners in REBTES.

The staff exchange programme also included participation in CEPOR’s 25th anniversary celebration, meeting with representatives of the Senior Entrepreneurs' Club SENTOR, which mentors entrepreneurs also in business transfer situations, and a company visit exploring the post-business transfer phase. A visit to the Faculty of Economics and Business, J. J. Strossmayer University of Osijek was organised, giving Viljamaa an opportunity to give a guest lecture on differences between non-family and family businesses in business transfers and to discuss with colleagues the issue of bringing business transfers into entrepreneurship education.

(Photo: Jeffrey Jemric)



REBTES regions share insights on business transfers

Across six European regions, REBTES stakeholders explored ways to strengthen business transfer ecosystems, highlighting the importance of early preparation, awareness raising, cooperation and learning from regional good practices.



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New buyers can be found in new target groups

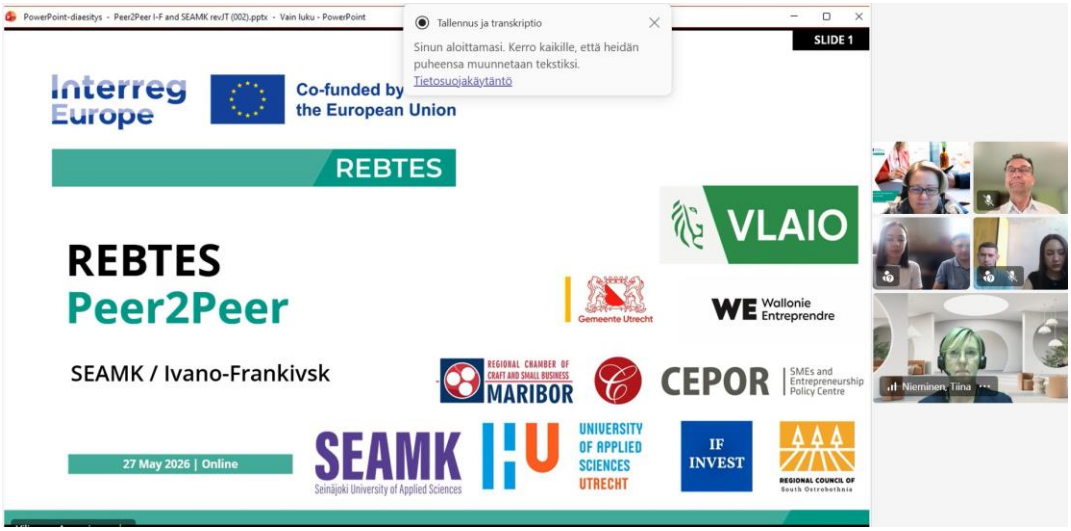
The South Ostrobothnia stakeholder group of the REBTES project met in August to discuss the current situation of business transfers in the region and lessons learned from international cooperation.

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New Good Practises!

During the third semester REBTES team has identified three new Good Practises to support business transfers. Read more below on Entrepreneur Central, SEAMK Buyer School and Flanders Discounted gifting tax for family businesses.

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REBTES builds bridges for BT development across Europe

The REBTES partner regions are at very different stages in business transfer development. During a peer2peer learning session held in May,
Seinäjoki University of Applied Sciences (SEAMK) shared its experiences in promoting business transfers with its Ukrainian partner organisation.

Read more

Developing Regional SME Business Transfer Ecosystems (REBTES) works to develop policy instruments supporting robust business transfer ecosystems, thus contributing to growth, jobs and survival of SMEs in European regions. REBTES brings together partners from six European regions representing different stages of business transfer ecosystem maturity in terms of policy and implementation. In REBTES, the regions will engage in intensive learning and sharing. The focus is on ensuring well-functioning regional ecosystems on permanent basis.

Further information on our website >

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