

## GP 34: National and International Elite Business Clubs

**Owner:** ELITE BUSINESS WOMEN (EBW)

**Start date:** 2016

**End date:** on-going

<b>Scope:</b>	✓ training needs	policy measures	✓ other
<b>Geographical focus:</b>	local and regional	national	✓ International

EBW started as an on-line community and developed into the largest company for women entrepreneurs in Romania present at international level. There are developed of over 8 Elite Business Clubs - 6 in Romania, 1 in London, 1 in Lisbon. Within these clubs entrepreneurs have built business relationships, partnerships, new businesses, as well as receiving know-how and business expertise at each event.

### Aim:

- Bringing entrepreneurs together in order to develop, within the Business Clubs, networking skills and in the same time bringing to the table good practices for entrepreneurs through the presence of the best performing entrepreneurs as Speakers and Mentors.

### Target group:

Women entrepreneurs

### About the good practice:

Entrepreneurs need business development tools and one of these extremely efficient tools is quality BUSINESS NETWORKING. In Romania entrepreneurs, especially those outside of Bucharest, do not know how to do networking, do not go to events, and most importantly, do not do follow-up in order to maintain their relationships with entrepreneurs.

With this in mind we have created 7 Business Clubs in Bucharest, Constanta, Cluj, Sibiu, Timisoara, London and Lisbon. An important aspect in the development of ELITE BUSINESS CLUBS has been PARTNERSHIP with other entities for entrepreneurs, chamber of commerce, organizations, Hubs, etc, in the same time developing local business environment, bringing awareness to partners and presenting successful local business models.

Online platform for joining events is developed:  
[www.elitewomen.org/elite-business-club](http://www.elitewomen.org/elite-business-club)

### The key factors of success:

- Institutional partners
- Involvement of local entrepreneurs on the events
- Using of on-line platform

### Resources needed:

12,000 €/ 4 events/Y

### Evidence for success:

- ✓ 1280 participants
- ✓ 256 local partners
- ✓ 8 ELITE BUSINESS CLUBS
- ✓ 200 organization members

### Potential for learning or transfer

- organizational model / implementation process
- specific tools (e.g. training, financial support, ...)
- marketing strategy



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