

SUCCESS STORY

Opportunities are just around the corner

Sometimes people conduct their search in multiple directions including a variety of industries and tools, but in many cases solutions are found much closer

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CEED Albania started its second generation of the Top Class program by organizing Team Building.

Many entrepreneurs today have products and services ready to be used, but they lack connections and networks through which to channel them. CEED's main objective is to enable entrepreneurs and their management teams to develop their companies by gaining practical know-how, mentoring, peer-to-peer learning, and regional and international business cooperation.

In Jan. 2013, CEED Albania launched its Top Class Program targeted to small and medium enterprises, aiming to increase their business knowledge, and expand their networks in order to create new business opportunities. The main goal of the event was to introduce the participants to each other and to create a positive atmosphere in which new business relationships would breed.

This activity afforded participants the opportunity to spend a whole day in a relaxed business environment getting to know each other, and thus sparked many business possibilities. Even by the end of the first event, the participation in the Top Class Program enabled some of the entrepreneurs to look at new business opportunities. Impress Studio, a graphic designing company made an agreement with the company BTC, which is the authorized dealer of Kaspersky computer viruses for Albania, and Elite Travel, a tourism operator, for exchanging products and services according to their current needs.

"I am very satisfied with the organization of this first event and people I have met. I am grateful to CEED for creating this program and enabling me to meet with new business partners" said Arvid Tartari, the representative of Impress Studio.

Andi Bogdani from BTC also felt that this first event exceeded his expectations; "I have found a new partner. Impress Studio will prepare the marketing materials for my company and at the same time agreed to use the antivirus services that we are providing" said Bogdani.