

Title	Small Business Training 12 - Presenting the proposal		Date	
Number in Group	6-12	Presenter	Neil Moore & Local Facilitators	
Duration	60 - 90 minutes	Location	Kibera	
Aims	<ol style="list-style-type: none"> To maximise the sustainability of a new business by planning ahead using a business plan. 			
Objectives To be able to...	<ol style="list-style-type: none"> Present a business proposal clearly and effectively. 			
Introduction Video	<p>Play the introduction video. This includes:</p> <ol style="list-style-type: none"> Re-cap on the learning from the previous three weeks. Today will cover presenting the proposal. Introduce "Dragon's Den" TV show where entrepreneurs pitch to investors (dragons). Five golden rules of presenting. Introduce the exercise. On-going support available via the WhatsApp group. 			
Development and learning outcomes	<p>Following the video, work through the following exercise together, write down the answers and upload to WhatsApp.</p> <p>Exercises:</p> <ol style="list-style-type: none"> Take turns in pitching your business (loan) proposal to the group. The group should ask questions and highlight any problems with the plan e.g. "have you thought about ...?" After each presentation the group should give helpful feedback. 			
Plenary	<ol style="list-style-type: none"> Do your own "Dragon's Den". 			
Where next?	The next session will cover Unique Selling Proposition (USP).			
Notes	Encourage questions and comments on the WhatsApp group.			