

Title	Small Business Training 10 - Growing the business (2)		Date	
Number in Group	6-12	Presenter	Neil Moore & Local Facilitators	
Duration	60 - 90 minutes	Location	Kibera	
Aims	<ol style="list-style-type: none"> 1. 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"> 1. Report the financial effect of a business loan on the business. 2. Calculate and explain the return on investment (R.O.I.). 			
Introduction Video	<p>Play the introduction video. This includes:</p> <ol style="list-style-type: none"> 1. Re-cap on the learning from the previous course. 2. Today and next week's session will continue to work towards writing a loan proposal to grow the business. 3. This week focuses on writing an EXPECTED balance sheet and calculating the return on investment. 4. Consider what the impact of weekly loan repayments would be on your (expected) balance sheet. 5. Using the total loan value and the weekly loan payments, calculate the return on investment. 6. Understanding what the R.O.I. means. 7. Working through the estimated balance sheet and R.O.I. with an example (juice sales). 8. Introduction to exercises. 9. On-going support available via the WhatsApp group. 			
Development and learning outcomes	<p>Following the video, work through the following exercises together, write down the answers and upload to WhatsApp.</p> <p>Exercises:</p> <ol style="list-style-type: none"> 1. As a group, work out the R.O.I. in the following example. You have a loan of KSh 20,000 and weekly payments of KSh 1,500. 2. As individuals: <ol style="list-style-type: none"> 2.1. Estimate how big a loan you would like. 2.2. Write down your ESTIMATED balance sheet, including weekly loan repayments. 2.3. Calculate the return on investment (R.O.I) to determine how quickly you can pay back the loan. 2.4. Post your answers on the WhatsApp group 			
Plenary	<ol style="list-style-type: none"> 1. Together, work out the R.O.I. in the given exercise. 2. As individuals, write an estimated balance sheet and R.O.I. calculation. 			
Where next?	The next session is growing the business part two; the future plan and return on investment (R.O.I.).			
Notes	Encourage questions and comments on the WhatsApp group.			