

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