

Title	Small Business Training 10 - Growing the business (3)		Date	
Number in Group	6-12	Presenter	Neil Moore & Local Facilitators	
Duration	60 - 90 minutes	Location	Kibera	
Aims	1. To maximise the sustainability of a new business by planning ahead using a business plan.			
Objectives To be able to...	1. Explain what information is needed in a business proposal 2. Write a business proposal for a loan request.			
Introduction Video	Play the introduction video. This includes: 1. Re-cap on the learning from the previous two weeks. 2. Today will cover putting the proposal together into one document. 3. Overview of the parts of the proposal, then in-depth look at: 3.1. Business details 3.2. Loan purpose and value - how it will benefit the business 3.3. Current business - actual balance sheet 3.4. Future business - expected balance sheet 3.5. Return on investment and repayment period 4. What have we learned? 5. Introduction to exercises. 6. On-going support available via the WhatsApp group.			
Development and learning outcomes	Following the video, work through the following exercises together, write down the answers and upload to WhatsApp. Exercises: 1. As a group, make a list of all the things that should be in the first section of the business proposal. 2. As individuals, write your own business proposal.			
Plenary	1. Work together as a group, make a list of all the things that should be in the first section of the business proposal. 2. Working as individuals, write your own business proposal.			
Where next?	The next session is focussed on presenting the business proposals.			
Notes	Encourage questions and comments on the WhatsApp group.			