

## SUCCESS STORIES/ Testimonies from:

### Enhanced Entrepreneurship for Parents and Guardians

A Business Game simulated a real business environment which involved (i) making a simple business plan for manufacturing and sale of paper envelopes; (ii) manufacturing standard envelopes; (iii) taking informed decisions regarding acquiring credit (borrowing money); adoption of measures to improve the business performance; and record keeping; and (iv) sale of quality standard envelopes. Selected lessons shared by the participants, included:

- *"Never fear risk, for instance related to securing a credit. The loan, if well managed, serves as a motivation to work harder every day and commit to attain the set target."*
- *"Teamwork is very important. It promotes strong working relationships, trust among the employees, and binds them to work toward a shared goal."*
- *"It is important to equip the manager and staff with new skills that would help your business grow. The mentorship must be sought whether paid or unpaid from experienced personnel".*
- *"Always research about the business you want to start from people that have started up a similar business. Always prioritize businesses that generate daily revenue as opposed to those that generate income in the long run. Never keep money around that isn't generating a profit, try invest money in Banks."*

Lesson learnt from a businessman and parent of a girl who benefits from the Nightingale Scholarships.

*"I have been doing the chapati business since 1996 and I have never been trained before. During my many years in the chapatti business, I never recorded my business expenses. Instead, I kept them my mind (memory) and was never sure of my business performance. However, after this training, I will start keeping track of my business expenses and have an idea of the business performance of my business".*

*I used to keep records, but I ignored some important things because I thought they were irrelevant. But now I've learned that all business expenses must be written down, regardless of the amount. It is wrong to think they don't need to be written down.*

Business Game

