

Transforming Vision into Reality ...



2009 Newsletter
Kamina Friends, Inc.

Realizing community potential

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Greetings from Kamina Friends

Greetings from Kamina Friends in Fairport, NY and Kamina in the Democratic Republic of the Congo where our economic development program is really taking off and beginning to soar! Our friends and partners on the ground in Kamina have begun the exciting work of helping to rebuild the local economy by coaching local business men and women to success. In the six months since our Enterprise Facilitator Fabrice Ilunga Mujinga completed his business training with the Sirolli Institute, he and the volunteer board of 50 community leaders and professionals have made tremendous strides engaging businesses and the community using an Enterprise Facilitation® approach. The response has been overwhelming as Fabrice has had over 600 personal community introductions, and delivered commu-

nity presentations at Kamina College, a local women's meeting and the Usafi School, all designed to spread the word about Enterprise Facilitation and the free and confidential business consulting services now available.

The tremendous early success of the program however is best illustrated by the client coaching that Fabrice is providing, having already engaged with 32 business clients in both new and existing business ventures. This newsletter is dedicated to three of those business clients who explain the benefits they have derived from business coaching and the



application of Sirolli business principals. The stories are told by Fabrice and his clients in their own words and in English, which we ask you to bear in mind is the fourth or fifth language learned by many of our Congolese friends and partners. Also note several references to the "Trinity of Management", a central tenant of the Sirolli Institute teachings based on the principal that success in business requires competency in each of three primary areas; Financial Management, Marketing & Sales and Product & Operations.

We thank you again for your generous support which has made all this possible and ask you to consider renewing your donation so that together we can continue the excellent work we have begun!

Mr. Kapenda Mukala Willy

As told by Fabrice ...

Mr. Willy is a teacher at one of the high schools in Kamina. He had an idea to open a pharmacy, but he didn't know how to start .

When he heard that there is a Business Coach now in Kamina he came to me and explained what he was thinking to do. I listened to him with my entire being and explained him the trinity of Management.

Mr. Willy knew his customers and

why they will buy. He had also strategies on how they will hear about him and how he will do it. But he didn't have a place to start his business.

He has skill in Financial Management. His brother has a good product, and we looked for him someone good at Marketing and a place where he start his business. Mr. Willy

has opened his pharmacy since last month.



Mr. Nsenga

In his own words ...

My name is Mr. Nsenga. I am 39 years old. I went to school at Roman Catholic Mission where I got my bachelor degree in mechanic. I am generalist in mechanics, trained by catholic priest Van Rompay Rene.

Five years ago I used to work as a teacher at one of catholic schools in Kamina. Seeing what I was doing as job and my salary, there were a big discrepancy. This is why I decided to give up teaching and start doing business with my carpentry machine.

I have been working for a year. I have a good product and my marketing is nice but my FM is down. I was working without bookkeeping (my book-keeping was my pocket),

No projection, no idea on price, all I was receiving per day were spent to Palm wine and other Business...I was doing everything myself.

I was working without rest.

One day, I heard that there is a Business coach. Someone who can help me, I invited him at my Business and explained him how my Business was going on.

He listen to me with his entire being and responded that all Business we are doing need trinity of management. (P,M,FM).

No one can do all well we need the support of other skills. He gave me a home work to find people who could help me on M and FM. I did

my best to find people who have skills in M and FM.

For the time being, my Business is going well, thanks to advice from EF and the team we have formed. I know how much money I am making per day, week and month and I am having a rest because we are working in a group.



Rev. Ben

As told by Fabrice ...

Rev. Ben has been a Pastor in Pentecost's Church since 1996.

In 2004 he made a bed and sold it. The amount he gained allow him to make 3 beds. After selling these three beds, he decided to open a carpentry shop at home where he can make and sell chair, table, desk, arm chair, bed...

Rev Ben has a good product and good at Marketing but his financial Management was down because he didn't have an idea on price, book-keeping and projection.

The day I was invited at his Business, I asked him how much money he was making per month? He said I don't know but I am making much money. The second question was, do you have a bookkeeping? His answer was No.

My recommendation was to look for some one who is good at financial Management. He did his own best to find some one who is good at Financial management.

For the time being, Rev Ben has the Trinity in place and his Business is

going on.

In addition, he has started and other business of selling motorcycles recently.



How You Can Help



The success of these people is helping many more in the DRC improve their lives through money for schooling, access to health care, better nutrition and improved living conditions. To help expand and continue this work, donations can be made to: Kamina Friends, 31 W. Church Street, Fairport, NY 14450 or through the Advance Ministry of the United Methodist Church (Advance # 3020510). All contributions are tax deductible and 100% of your donation supports the people of the DRC.