



# SCHOOL OF AFRICAN MICROFINANCE

2013 Training

## Building High Performance Microfinance Institutions

2<sup>nd</sup> - 13<sup>th</sup> September 2013

Sarova Whitesands Beach Hotel - Mombasa, Kenya

[samtraining.org](http://samtraining.org)

• Knowledge • Skills • Insights • Ideas



**FRONTFIN**  
RAISING THE LIMITS.™

# The Program

# 35+

African Nationalities  
since 2005

## COURSE INFORMATION

**Date:** 2<sup>nd</sup>-13<sup>th</sup> September 2013  
**Venue:** Sarova Whitesands Beach  
Hotel Mombasa, Kenya  
**Enroll:** [www.samtraining.org](http://www.samtraining.org)  
**Email:** [info@samtraining.org](mailto:info@samtraining.org)

## COURSE FEE – US\$4,950

Fees covers Tuition, Course documentation, meals & accommodation (from the night before the course commencement).  
Payment MUST be received on or before **31st July, 2013**.

## OUR PAST FACULTY

Chris Malwadde (Consultant)  
Dr. Steve Ogidan (Consultant)  
Eva Kiplagat (Consultant)  
Jith Wijesiriwardana (UVADES)  
Kadry Furany (CARE Canada)  
Kamran Abdullayev (MEDA)  
Lucy Nguru (Frontfin)  
Mathew Brown (MEDA)  
Michael Mithika (Frontfin)  
Rosemary Kantai (Frontfin)  
Rose Mwaniki (Consultant)  
Ruth Dueck Mbeba (MEDA)  
Ruth Faust-Jacobs (MEDA)  
Tom Sitati (Consultant)  
Victoria Smith (MEDA)

## COURSE RESERVATION

Due to the limited number of spaces, applications will be accepted on a first-come basis.

**Permanent reservations will only be made once applications and full payment have been received.**



**F**inancial institutions, such as microfinance institutions and banks at the forefront of delivering financial services to millions of unbanked are required to maintain and improve operational efficiency, portfolio quality and capital reserves. MFIs and banks must mitigate against possible significant withdrawals of savings and deposits, declining flow of remittances and rising inflation.

To meet these challenges, recognize the opportunities and remain competitive, microfinance institutions and banks need to build and expand their distinctive capabilities through developing their talent to attain higher levels of performance.

## A Phenomenal Learning Experience

The School of African Microfinance (**SAM**) annual two-week training is designed to expand the collective capabilities of institutions by building **individual knowledge** and **skills** to achieve strategic goals; to achieve **High Performance** that creates sustainable value.

Our training, with up to 14 courses to choose from, is singularly focused on delivering the knowledge, skills and capabilities that ensure institutions have **market-focused strategies**; **execute flawlessly** - delivering appropriate products and services; and have the **culture, structure** and **talent** to perform.

Our world-class training is delivered by some of the most knowledgeable and experienced industry professionals, consultants and executives. Their unmatched international training experience ensures that **training at SAM is effective**.

As the leading microfinance training program in Africa, since 2005, we have managed to deliver a phenomenal learning experience over two-weeks that results in **Better Decisions**, **Better Practices**, and **Better Mindsets**.

Careful selection of participants and limited attendance promotes an active exchange of ideas with the faculty and provides participants with a unique opportunity to meet and work with colleagues from a wide variety of frontier finance institutions and countries.

## Who Should Attend

**SAM** brings together more than 100 middle level and senior microfinance managers, consultants, central bankers, micro-bankers from MFIs, banks, cooperatives & credit unions, donors & program staff with a desire to perform at a higher level.

Participants come from more than 20 different countries, but mainly East and Southern Africa, English-speaking West Africa and the Middle East & North Africa (MENA) region. This makes for unrivalled interaction both in and out of class.

97% of past participants found SAM extremely relevant



"A great and fulfilling experience. The knowledge at SAM makes us high performing leaders and enables us to make rational decisions that build great organizations. I am not the same thanks to SAM."

**Benjamin Kimosop**  
2010, Kenya

To Register: [samtraining.org](http://samtraining.org)

# Training Structure

# 14

Courses in 2 weeks

## COURSES

Agriculture Value Chain Finance  
Business Planning & Financial Projections with Microfin  
Business Process Improvement  
Delinquency Management  
Individual Lending  
Insightful Leadership  
Internal Controls & Fraud  
Management for New Managers  
Market Research for MFI's  
Microfinance & Retail Banking  
Product Development  
Reporting, Financial Analysis & Monitoring of MFIs  
Strategic Marketing & Branding  
Savings & Transformation  
Talent Management

## PAST PARTICIPANTS

ABA, Egypt  
Al-Thiqa, Iraq  
Akiba Commercial Bank, Tz  
Bank of Uganda  
Cameroon Coop Credit Union  
Co-operative Bank, Kenya  
Central Bank of Kenya  
Central Bank of Nigeria  
CRDB, Tanzania  
Dexcentre, Nigeria  
Druk Associates, Bhutan  
FACETA Central, Guatemala  
FINCA, Uganda  
FSD Kenya  
FSDT, Tanzania  
Juhudi Kilimo, Kenya  
K-Rep Dev. Agency, Kenya  
MITAF, Sierra Leone  
Vision Finance, Rwanda  
Zigama CSS, Rwanda  
Pakistan Microfinance Network  
Pride, Tanzania  
PRIDE Microfinance MDI, Uganda  
FARE, Mozambique  
Untu Microfinance, Zimbabwe

## Course Format

SAM courses are facilitated by faculty who are recognized, leading experts and trainers in microfinance who have taught regularly at other premier international courses. The daily agenda:

**Plenary Sessions** - The plenary sessions address a theme or topic presented via a keynote speech or panel presentation, with working groups or Q&A following the presentations. These sessions are designed to broaden participants' perspective on the industry.

**Course Sessions** –These sessions consists of core lectures, practical exercises and applied cases organized into morning and afternoon sessions. Of the 14 courses offered at SAM, participants are able to participate in a maximum of 4 courses. \*For the full courses listing please visit [www.samtraining.org](http://www.samtraining.org)

**Moderated Presentations / Discussions** - These offer an informal opportunity for participants to share their thoughts and experiences based on specific themes. Participants and faculty present cases studies from their institutions.

**Presentation / Information on your institution** - The evening moderated discussions will be focused on experience sharing so we encourage participants to bring slideshows on the successes and/or challenges facing them so that they can share ideas.

## Daily Agenda

|          |   |      |                         |
|----------|---|------|-------------------------|
| 0830     | - | 1000 | Plenary Presentation    |
| 1000     | - | 1030 | Tea Break               |
| 1030     | - | 1300 | Morning Course          |
| 1300     | - | 1400 | Lunch Break             |
| 1400     | - | 1630 | Afternoon Course        |
| 1630     | - | 1700 | Tea Break               |
| 1700     | - | 1830 | Moderated Discussions   |
|          |   |      | Dinner                  |
| Evenings |   |      | Homework/course reading |

## What to Bring

Laptop: This is a practice-focused workshop; participants will often start the process of planning and implementing the tools for their organization as part of the courses ~ so bring one if possible!

"The training consists of world-class facilitators, insightful sessions and relevant knowledge delivered in a precise and easy to understand way; with practical lessons that I can apply".

Geraldine Ifeyinwa  
2012, Nigeria



## About Frontfin

Frontfin is a Micro and SME finance training company focusing on creating high performance organizations serving the frontier finance markets.

Through our trainings & forums, we build and expand the distinctive capabilities of institutions' leaders, imparting the know-how to increase measurable impact.

Since 2005, we have trained more than 900 professionals from more than 40 countries.

We run Africa's leading microfinance training program School of African Microfinance (SAM).

Frontfin training is a wholly owned subsidiary of J.M. Mantle & Co Limited, a leading financial services consulting company in Kenya.

### Frontfin Training Limited:

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