

2013 Training

Building High Performance Microfinance Institutions

2nd 13th September 2013 Sarova Whitesands Beach Hotel - Mombasa, Kenya



The Program

35+
African Nationalities since 2005

COURSE INFORMATION

Date: 2^h-13th September 2013
Venue: Saroya Whitesands Beach
Hotel Mombasa, Kenya
Enroll: www.samtraining.org
Email: 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)
Tom Sitati (Consultant)
Victoria Smith (MEDA)

COLIDSE 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.



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.**

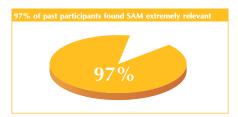
As the leading microfinance training program in Africa, since 2005, we have managed to deliver a phenomenal learning experience over two-weeks that results in **Better Decisions**, **Better Practices**, and **Better Mindsets**.

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.



"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

Training Structure

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

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

14

Courses in 2 weeks

Course:

Agriculture Value Chain Finance **B**usiness Planning & Financial Projections with Microfin **B**usiness Process Improvement **D**elinquency Management Individual Lending Insightful Leadership Internal Controls & Fraud Management for New Managers Market Research for MFI's Microfinance & Retail Banking **P**roduct 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



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.

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