



# SCHOOL OF AFRICAN MICROFINANCE

2020 Training

## Building High Performance Microfinance Institutions

7<sup>th</sup> - 18<sup>th</sup> September 2020

Pridelnn Paradise Beach Resort & Spa - Mombasa, Kenya

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

• Knowledge • Skills • Insights • Ideas

# The Program

# 35+

African Nationalities  
since 2005

## COURSE INFORMATION

Date: 7<sup>th</sup>-18<sup>th</sup> September 2020  
Venue: PridelInn Paradise  
Mombasa, Kenya  
Enroll: [www.samtraining.org](http://www.samtraining.org)  
Email: [info@samtraining.org](mailto:info@samtraining.org)

## COURSE FEE – US\$4,950

Fee covers Tuition, Course Documentation, Meals & Accommodation (from the night before the course commencement).  
Payment MUST be received on or before **31<sup>st</sup> July, 2020**.

## OUR PAST FACULTY

Michael Mithika (VisionFund International)  
Dr. Steve Ogidan (Consultant)  
Eva Kiplagat (Consultant)  
Jith Wijesiriwardana (UVADES)  
Kadry Furany (CARE Canada)  
Nkosilathi Moyo (Vision Fund)  
Lucy Nguru (Consultant)  
Joe Maye (Consultant)  
Julie Redfern (MEDA)  
Rosemary Kantai (Consultant)  
Rose Mwaniki (Consultant)  
Tom Sitati (Consultant)  
Chris Malwadde (Consultant)

## 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**

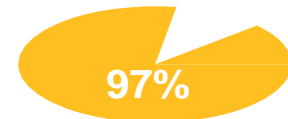
Careful selection of participants and limited attendance promotes an active exchange of ideas with the faculty and provides participants with a unique opportunity to meet and work with colleagues from a wide variety of frontier finance institutions and countries.

## 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



"This program is well organised, highly impactful and full of practical lessons. I am well equipped for efficient service delivery".

Haggai Haruna Gutap  
2019, Nigeria.

# Training Structure

# 14

Courses in 2 weeks

## 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 consist 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 case 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.

**Note:** SAM may review courses, dates and faculty.

### COURSES

- Business Planning & Financial Projections with Microfin
- Competing on Customer Service
- Driving Growth through Business Development
- Delinquency Management
- Digital Transformation for FIs
- Making Microfinance Boards More Effective
- Management for New Managers
- Reporting, Financial Analysis & Performance of MFIs
- Risk Management
- Rural & Agricultural Finance
- Savings & Mobilisation
- SME Finance
- Strategic Marketing & Branding

### 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
- FARE, Mozambique
- FINCA, Uganda
- FSDT, Tanzania
- Hand in Hand E.A., Kenya
- Hasal MFB, Nigeria
- Juhudi Kilimo, Kenya
- K-Rep Dev. Agency, Kenya
- MITAF, Sierra Leone
- NAMB, Nigeria
- Zigama CSS, Rwanda
- Pakistan Microfinance Network
- Pride, Tanzania
- PRIDE Microfinance MDI, Uganda
- FARE, Mozambique
- Untu Microfinance, Zimbabwe
- Vision Fund, Zambia

### 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!

"Insightful, thought-provoking, great experience, network-loaded and relevant facilitation in a fabulous environment."

**Tebogo Maano**  
2018, Botswana.

SAM is a training of SAM Corporate LLP.

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