



Zim Business Ideas and Network
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Beyond July 30, 2018

What is the correct definition of business? We can define it as the management of relationships in order to create wealth. Business is all about managing relationships in order to create value from those relationships. Managing relationships with customers, financiers, regulators, shareholders, employees, suppliers etc. It is managing relationships first and money last. Unfortunately for most people its money first and relationships last-it rarely works.

Rabbit Delight



Our forum conducted a field visit to a rabbit project in Cranborne in Harare on the 30th of June 2018 and had eye opener learning experience from a successful farmer Mr Maketo.

He was kind enough to answer all of our questions and providing insight into how rabbit farming is conducted. We published the field visit on our website and you can refer to it for your reading pleasure. Key take- aways include the cost control measures such as preparing own rabbit pellets which reduces costs by 50%. The importation of hybrid rabbits from South Africa and the unlimited market of rabbit meat in Zimbabwe.

Goat Rearing Project



The previous week, we had covered a post from Hopewell Chin'ono a leading Zimbabwe journalist who is running a successful goat project in Murewa situated 70 kilometres to the North East of Harare. The project being run at his rural home has attracted the interest of many farmers and other stakeholders such as the Angolan Ambassador. It is interesting to note that he imported hybrid goats for breeding from South Africa-the same method done by Mr Maketo. If you are interested in farming on a commercial scale then seriously review the breeds you will be using.

Paw Paw Nation

Another easy money maker for entrepreneurs is the growing of hybrid pawpaw fruits called Papaye. Zimbabwe currently has no sufficient supplies of paw paws and as a result most retail shops are importing paw paw fruits from South Africa. The fruit tree takes 7 months to grow and bear fruits and is suitable for backyard farming, plots and rural areas.

The fruit trees however need a lot of water so one needs access to reliable water supply.



Your self analysis

1. Are you content with operating as a small informal business? If your answer is no, then make sure you register a company.
2. Do you have premises or offices? Tender committees when reviewing bids also visit the premises of shortlisted bidders. If you are operating from home or some filthy location then expect to get low marks during evaluation. The SME Association has fully furnished offices available for rent-you can rent a desk from as low as \$100 per month with access to wifi and telephone.
3. Are you paying tax? Most entrepreneurs try by all means to avoid paying taxes. This is why some do not want to formally register. Look at tender adverts in the newspapers. Some of the key requirements include registration certificates, tax compliance i.e. VAT forms. If you would like to fully benefit from opportunities beyond July 30, 2018 then ensure you have your compliance papers in place.

There are many more issues you need to consider but the good thing is Zimbabwe is poised for growth and the growth will be funded to a large extent through public tenders.

Tender Opportunities Nation

Most of Government funds are spend through public tenders. The government places tender adverts in newspapers inviting bids and those successful are awarded the tenders. This applies to most parastatals, large corporations and Non Governmental Organisations.

Who wins tenders?

It is companies that are registered, those that are fully prepared and have all the documentation in order and are capable of successfully delivering work tendered. So previous experience comes into play.

Billions of dollars are spend this way and with the country receiving warm reception from the international community. We anticipate huge tenders to come our way in the last quarter of the year going forward.

Stokvel Nation



A stokvel is an association of individuals who come together in order to raise funds for various purposes.

Started in South Africa, many people raise funds for small projects such as monthly groceries, school fees. With time bigger projects such as the purchase of houses,

home improvement and car purchase or farm was added to the Stokvel initiative.

Banks also joined by providing tailor made services for various Stokvel members. The bottom line is members benefit from economies of scale. In Zimbabwe, many women use the same concept by buying groceries in bulk and sharing at the end of a specified period.

Stokvel Nation Scale Up

Locals should explore this concept further and pool resources for investment purposes. Colleagues, families or church members should seriously consider registering companies and start mobilization of funds for investment.

Kilombero Region



When we carried out our regional carpet making projects which were well attended, we had one thing in mind. The creation of a regional distribution channel for products and services in SADC. Our trainings covered every province in South Africa, Swaziland, Lesotho, Botswana, Malawi and Namibia.

During the trainings, we promoted products from Namibia, Zimbabwe and Malawi. From Malawi we covered the delicious Kilombero Rice. The scented rice from the Warm Heart of Africa had many making inquiries and interested in distributing it.

As a follow up to the interest, we have created a regional trade platform where we are linking Malawi farmers with buyers and distributors from the region. The whole point is to link up entrepreneurs from the region and create value.

Our challenge is on managing risks as entrepreneurs do not know each other and there is a risk of some disappearing without payment of goods. So far there is massive interest in the entrepreneurs connected with

some visiting our offices. This is a free service from the Zimbabwe Business Ideas and Network.

Dried Fruit Nation



Have you seen a lot of fruits and vegetables that go to waste because of lack of markets? When farmers fail to access markets, they are forced to sell at low prices or in some circumstances throwing it away.

What the nation is failing is to dry fruits and vegetables and selling them for local markets and also exports. Drying fruits and vegetables reduces losses and also cuts down on travelling expenses. We need more dryers in areas such as Mtoko, Honde Valley and Mahusekwa.

Great opportunities for investors to set up agriculture marketing companies- seek markets first and then set up drying facilities.

South African Entrepreneurs



South African entrepreneurs should explore opportunities beyond their borders.

Big South African brands on the continent include MTN, Vodacom, Shoprite and Multichoice. Small entrepreneurs need to explore opportunities in areas such as Mozambique, Namibia, Malawi, Zambia and Zimbabwe.

Most of these countries import their needs from South Africa. Goods imported include agricultural inputs, building materials, electrical goods and appliances, computers, clothing solar energy products, vehicles and parts. You can unlock opportunities by partnering with entrepreneurs across the region and opening up new opportunities.

Where is the next money?



Have you seen the activity going on in the real estate sector? Environmental Assessments, Land clearances, Hardware shop set ups and investment by Splash Paints. We predicted that the next big thing in Zimbabwe is going to be the real estate sector. With the sector having been stagnant for a while, expect a lot of housing developments across the country. If you have been Aspindale then you should have seen the new gated suburb built opposite the ZFC plant. In Mainway Meadows, a top real estate developer is finalizing the servicing of a new section near Mahalapane.

We expect local financial institutions such as CABS, Old Mutual, FBC and First Mutual to come with new properties onto the market within the next 12 months. They made good profits during the 2008/9 period when interest in the sector peaked due to the availability of credit and bank loans.

Carpet Making World



What is the name of the Zimbabwean initiative that took SADC by storm in 2017? It has to be our regional carpet making programme. Designed in Harare and impacting millions of women across the region. Although it has subsided in Harare, thousands of women are being empowered across the region. Why did the programme become viral? It empowers women to design own home

carpet rugs and thereby saving funds. It also helps in making extra income by producing carpets for sale.

The bonus of the programme is that all materials used are locally available. Carpets designed falling into categories such as doormats, bathroom sets, interior deco and bedside mats.

Carpet Themes

Culture: You can design tailor made carpets with names, surnames, clan symbols and totems.

Business: This is where the money is-you can design carpets for companies [branding]

Religion: Some design carpets as prayer mats, names of churches and Bible verses.

Sport: Sport team colours, names of popular sports teams.

Countries impacted by our programme

Botswana | Lesotho | Swaziland | Malawi | Namibia | Nigeria and Zimbabwe.

Governments that adopted our programme

Malawi: TEVEZ Programme in Mzuzu

South Africa: Ministry of Education in Polokwane

Companies formed

- Mpumalanga Real Queens in Action: South Africa
- PCEE Tapestry: Lesotho
- Pamodzi Women Group: Malawi
- SWAZIM: Swaziland
- Thousands of others operating informally

Inspirational Story from Mpumalanga

Mpumalanga is a special place for the forum because this is where we first launched our training in Nelspruit in September 2017.

We inspired two ladies, Ms Thandazile Mokoena and Ms Elsie Zwane to register a company named Mpumalanga Real Queens in Action. Since November 2017, the ladies

have not looked back putting in a lot of effort in helping spread our work across the 9 provinces in South Africa and also touring Lesotho.



We carried out a support visit to them in mid June 2018 and we have this inspirational story:

They trained a group of teachers working with students with learning difficulties in Polokwane in May 2018. One of the teachers told them that one student who had speech problems started speaking when he learnt how to weave and design carpets!

As a result of the impact with the schools, we are working together to scale up the programme in Mpumalanga before expanding to other provinces in South Africa.

Carpet making for everyone

Who says the uniformed forces are not entrepreneurial? For answers, meet Officer [Abbyka-tresor Zakithi Ndawonde KaMaboso](#) one of our trainees last year who excelled at our training in Durban. We were surprised to later on learn that she is a fearless fighter of crime in Pietermaritzburg.

and also Performance Management, Monitoring and Evaluation.

Business Quiz

After July 2018, you open a shop in town that sells computers and your target is to sell 5000 units per month. What is the best strategy to push huge volumes cost effectively?

Answers

- A: Hire more sales personnel
- B: Carry out a massive advert campaign
- C: Open more branches
- D: None of the above

Did you get the answer correct? The answer is none of the above because the above options mean spending more money to push volumes. It is not easy to push a large volume such as 5.000 units per month.

A clever entrepreneur will provide credit facilities to civil servants-open a credit facility with the SSB allowing civil servants credit access to laptops so that they can pay monthly installments. Of course this only works for companies that are registered and have huge volumes to push. Did we say registered? Yes the benefits of registering your company, the Government does not deal with unregistered companies and so are large companies.

Business ideas for college graduates



Congratulations for finishing college, so what business ventures can you do whilst waiting for your job if entrepreneurship is not in your blood?

Digital Marketing: This is a growing field with many companies embracing digital marketing. You can study on your own or get certification by enrolling for courses with the Bindura University of Science Education or University of Cape Town.

Graphic Designing: A growing area linked to the increase in digital marketing use, you can design material for many startups, established companies, schools and churches.

Website Designing: Again linked to the use of digital platforms, there are few brand names of website developers especially for the small businesses sector.

We have more material on this; do check out our books, Facebook Page or website.

Durban Honour

The traditional honour received in Kwazulu Natal will forever be our best award! Thank you Durban and KZN for the support.



- ✓ On 14 July 2018 we host our Construction Company formation meeting at our offices.
- ✓ On 18 July 2018 we launch our second book: Business Opportunities for South Africans
- ✓ On 21 July 2018 we have a free business braai at our offices, open to members who have registered.

We wish you a wonderful and blessed July

In Lesotho, they say Kealeboga