

**How do you cover the cost of providing a quality education to students?**  
**How do you ensure that what students learn is relevant to the real world?**  
**How do you make sure your work in education is financially sustainable in the long term?**

With a global financial and youth unemployment crisis, many schools and organisations are asking themselves these questions. Teach A Man To Fish provides unique, specialist training and consultancy services in all aspects of planning, setting-up and managing a real and profitable school business. We also specialise in optimising school businesses as an educational tool; teaching students the skills needed for success in work and in life.

Teach A Man To Fish has developed a deep understanding of business implementation in school environments through 10 years of supporting schools and working with organisations such as **Via Don Bosco**, **The British Council** and the **UK Department of International Development** at local level in Africa, Asia and Latin America.

#### Who can benefit from our services?

##### 1. Organisations that work with schools

Educational organisations that want to build their capacity in supporting schools to provide high quality, relevant and financially sustainable education.

##### 2. Schools

- Schools wanting to start an educational and profitable business
- Schools with an existing business who want to generate income to cover their running costs
- Schools interested in using their business as an educational tool



#### How it works

**All of our training and consultancy support is individually tailored. We work with you to design a plan to support you that best suits your resources, the needs of your school or organisation, and the people and communities you work with.**

**Our services can be delivered both in person or remotely, or a combination of both.**

**In Person:** during our most intensive form of support, Teach A Man To Fish staff will work alongside the management and partner staff of your new or existing school.

**Remotely:** we provide support at a distance, via phone or email, to develop a school business and financial plan. This support can include our remote 'Business Planning for Schools' six module course.

## Our Areas of Expertise

**Our support can include all, or some, of the below elements. We are committed to working with you to design a package of support that best suits your needs.**

### **1. Support to plan your business**

- ✓ Ensure your business has the highest chance of success
- ✓ Impress the donors and investors needed to secure future funding for your project

Researching and writing an effective business plan is the first step in establishing a successful school business. We work with you to research and plan a comprehensive school business project that includes detailed plans and budgets for several businesses, as well as an educational programme design.

The business planning process includes:

- Research into current school income streams and their sustainability
- Educational needs within the community
- Market research and competitor analysis
- Budgeting training
- Action planning

### **2. Support to develop and manage your business**

Teach A Man To Fish provides ongoing support to your school or organisation during the business set-up and implementation period. We can undertake a detailed assessment of what processes and skills are already in place at your school, and where improvements can be made.

Our support package includes workshops and training in the following areas:

- School Management
- Business Management
- Financial Management
- Education and Teacher training
- Developing a School Community

### **3. Support to optimise your business as an educational tool**

A real school business provides students with a combination of practical, theoretical and life skills that can help them get a job, start their own successful business or successfully enter further education.

Our educational support includes:

- An educational needs assessment which analyses the skills and experience employers are looking for in the local community.
- Training on how to use different educational approaches such as peer learning, work placements and interactive teaching methods to develop the skills identified in the educational needs assessment.
- Guidance and training for school staff in how to use our specially designed entrepreneurship curriculum.
- Guidance and Training for school staff on how to monitor and evaluate student learning.

#### 4. School Enterprise Challenge Training

The School Enterprise Challenge is a business start-up competition for schools around the world. This programme guides and supports teachers and students to set up real school businesses. Students develop essential skills in business and entrepreneurship in a practical, fun and innovative way. The competition helps schools generate extra income for their school, or for a social cause of their choice. To register your interest for the 2016 competition please visit [www.schoolenterprisechallenge.org](http://www.schoolenterprisechallenge.org)

Over 2900 schools across the world participated in the programme in 2015 and it is rapidly becoming a popular initiative with local organisations looking to support entrepreneurship education in their countries. If you work with a number of schools in a particular country or region, you can receive tailored training from Teach A Man To Fish in how to get your partner schools to set up successful businesses, with the potential of winning up to \$5,000.

#### Meet our Partners

##### Via Don Bosco, Mali

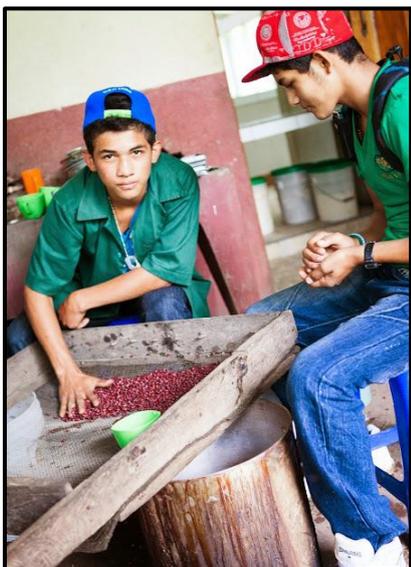


The St. Jean Bosco Centre, Sikasso is an independent technical and vocational training school for over 450 students in southern Mali. In February 2015, Teach A Man To Fish began working with the school to achieve its goal of developing their current workshops in electricity, metalwork and mechanics into profitable and educational businesses.

Teach A Man To Fish provided intensive training and advice to a mixed group of 20 teachers and students on how to plan and start a business. This training included how to write a simple budget and advice on how to deal with risks that might affect their particular businesses. Participants also gained practical, hands-on experience by visiting and interviewing potential clients and local business experts, as well as conducting market research.

The school is currently preparing to launch their businesses.

## La Bastilla Technical Centre for Agriculture and Tourism, Nicaragua



Teach A Man To Fish was approached by a commercial coffee estate to develop plans for a Technical Centre, combining a High School academic education with technical and entrepreneurial skills development through school enterprises. The college opened in early 2009 with a mix of agricultural and hospitality businesses.

Teach A Man To Fish has had staff based at the school for the last 5 years to support with the implementation of their business plan and currently have a tourism specialist supporting the development of their hotel and ecotourism business.

Our recent graduate survey found that over 90% of graduates are in further study or in a well-paying job six months after graduating- well above the national average. The school has recently started covering 100% of its running costs and is now financially self-sufficient.

### Finding the Funding

A training or consultancy package is an investment in the future financial sustainability of your school or organisation. In the past partners have secured funds in a variety of different ways, including:

- By applying to a funder or corporate sponsor to support this specific project
- By budgeting money for the consultancy in a larger proposal to a funder
- By using the organisation's or school's existing training budget to fund the consultancy

**What next?** To discuss in more detail how we can support your organisation email [info@teachamantofish.org.uk](mailto:info@teachamantofish.org.uk)