



African
Entrepreneur
Mastermind.

AFRICAN ENTREPRENEUR MASTERMIND, AEM

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A man with short dark hair and a beard, wearing a red suit jacket over a red shirt and a dark tie, is looking directly at the camera with a serious expression. He is standing behind a chessboard with several wooden chess pieces in the foreground. The background is dark and out of focus, showing several other people in business attire, suggesting a formal or competitive setting like a chess tournament.

What is Mastermind?

What is Mastermind

As verb it means

- to CONTROL, PLAN direct, be in charge of, run, conduct, **organize**, arrange, administer, regulate, supervise, superintend, preside over, **orchestrate**, stage-manage, engineer, manage, coordinate, conceive, **devise**, put together, forge, **originate**, initiate, think up, create, **work out**, dream up, frame, **hatch**, generate, come up with, have the bright idea of; informal be the brains behind.

As a noun

- it means the mastermind behind the project. **GENIUS**, mind, intellect, author, **architect**, engineer, director, **planner**, organizer, **deviser**, **originator**, manager, prime mover, **initiator**, **inventor**; informal brain, brains, bright spark;
- **The highlighted words are what we want to become or what we believe we are.**
- **Chicago 88 Movie.**
- **Family Fishing Business.**

The Problem (Overall)

Many entrepreneurs in Zambia and across Africa face formidable obstacles in entering and growing their businesses within local and international markets:

- **Difficulties in accessing capital,**
- **Exorbitant interest rates on informal capital,**
- **Lack of security to access performance and advance payment guarantees as well as formal and cheaper capital from banks,**
- **Absence of bankable business plans.**



The Problem (Supply)

Sourcing goods for fulfilling awarded orders and contracts due to lack of :

- **Funding /Capital,**
- **Security to obtain loans and advance Payments,**
- **Sourcing Capabilities,**
- **Organizational Structure,**
- **Experience and Expertise,**

This leads to failures and delays in order delivery thereby compounding cashflow problems.



The problem (Construction)

Struggles and Failures in the execution of construction projects because we lack:

- **Resources (Funds, Inability to obtain Advance payments , small companies lack capital),**
- **Personnel (Key Qualified Personnel such as experienced Contracts Managers)**
- **Infrastructure,**
- **Experience and expertise,**
- **Plant, and machinery etc.**

This leads to failures and delays in completion of projects and compound cashflow problems.

Problem (Cont..)



A pervasive lack of knowledge on how to initiate businesses and secure contracts further hampers entrepreneurs. Most of us...

- **Do not possess knowledge on how to start businesses or how to secure contracts and orders,**
- **Do not possess knowledge on the tools required to run a small business from home,**
- **A prevalent "connections" culture poses a significant barrier, where success often hinges on knowing the right people rather than merit,**
- **The truth is you must “know” someone to win anything,**
- **We have a scarcity mentality which leads to competitiveness,**
- **Have not embraced the culture of working together to spread risk and expand benefits,**
- **Do not embrace the culture of creating generational wealth for themselves and their families.**

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The Problem (Cont..)

Consequences- Above Problems lead to

- **Delays in delivery and Completion of projects,**
- **Cancellation of Orders and Contracts,**
- **Financial constraints / negative cashflow,**
- **Lack of growth / stagnation,**
- **Progression and Regression,**
- **An influx of Foreign Contractors,**
- **Lack of trust in local companies,**

The Solution



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The Solution

The formation of African Entrepreneurs Mastermind, AEM, is predicated on the desire of its founder to:

- Eradicate competitiveness among entrepreneurs.
- Foster a culture of collaboration.(Establish formal and informal Joint ventures and partnerships),
- Generate wealth for present and future generations,
- Forster Pooling of scarce resources,
- Enabling of compensation of each other's weaknesses,
- Grow and get Rich faster,
- To shift that mindset of entrepreneurs,
- To invade, impact and influence the entrepreneurship space in Zambia,
- Uplift each other when we go bankrupt,
- Meet Each Other's Funding Needs and Share profits.



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Who We are



A private organization of like-minded entrepreneurs with common goals aimed at enhancing each others' capacity in the entrepreneurship space. Our belief is grounded in the recognition that Zambia , possesses a wealth of natural resources, yet lacks the necessary drive, intellectual capacity, desire, political will, and initiatives to translate these resources into meaningful wealth that can positively transform the lives of its people.

- **An organization formed in 2023.**
- **Duly Registered as a limited Company for trading Purposes.**
- **Will engage in Establishment of Entrepreneurs, connecting and linking of entrepreneurs, Funding of Contracts and orders – see benefits slide**
- **Founded by Kharen Mulenga with Team**
- **Organizational structure include founder + Inner circle. Outer Circle will be selected from the initial 150 invited tonight.**

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Objectives

- Participate in the entrepreneurial space of our country.
- Establish entrepreneurs.
- Link and connect entrepreneurs.
- Grow entrepreneurs through collaborations.
- Lobby Government for opportunities and push introduction of barriers to entrepreneurship through efforts such as selective award of contracts to foreign individuals and entities.
- End the massive inequality between Foreign and local business entities.
- Coaching and Training masterclasses –Includes classes on preparation of business documents and bids
- Sourcing of Goods and products on behalf of AEM members.



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Core Principles and Values.

- Our principles are biblically driven to create honesty, trust, and accountability.
- We adhere to the highest business principles of Honesty, transparency, generosity, trustworthiness, reciprocity, brotherhood/sisterhood.
- We believe we cannot achieve anything in life by working against principles, especially biblical principles.
- At the core of our values are our families for whom we want to create wealth.
- Our core values are therefore love, care, teamwork, sharing.
- You cannot give someone you do not love and care for anything of value and that can change their life. It starts with love and care.
- At AEM, we hold the belief that your spiritual well-being influences every aspect of your life, including relationships, entrepreneurship, parenthood, professionalism, education, and more.



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Benefits



1 Samuel 30 Verse 29

In this passage, David instructed his people to distribute the wealth they seized from the Amalekites EQUALLY among the soldiers who physically engaged and defeated the Amalekites, as well as those who remained at the camp, preparing meals, caring for the wounded, and safeguarding the camp. As a member of AEM, you will gain access to:

By being a member of AEM you will have access to

- Capital for financing projects and orders - We have our own private capital to the tune of USD 400,000 as contribution from the founders.
- Connections with decision-makers across various sectors of the economy.
- Entrepreneurial growth through the sharing of expertise, experiences, and knowledge.
- Participation in and benefit from the exponential creation of wealth.
- Networking opportunities.
- Coaching, Training and Masterclasses (Bid Preparation and Submission sessions)

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Target Group



- Entrepreneurs with varying levels of experience, including both established and emerging individuals. Those capable of offering valuable contributions such as influential contacts, funding-needed orders, connections, monetizable knowledge/ideas, and skills and talents that can be monetized.
- **Established Entrepreneurs**
- **Influential Contacts:** Individuals with a well-established network in the industry can open doors to valuable partnerships, collaborations, and opportunities.
- **Experience-Based Insights:** Entrepreneurs who have successfully navigated various business challenges can provide invaluable advice and mentorship to emerging entrepreneurs.
- **Emerging Entrepreneurs**
- **Fresh Perspectives:** Younger or less experienced entrepreneurs can bring innovative and creative ideas, challenging traditional approaches and fostering a culture of innovation.
- **Adaptability:** Emerging entrepreneurs are often more adaptable to new technologies and market trends, contributing to the overall agility of the group..
- **Investors and Funders**
- **Financial Backing:** Individuals with a track record of investing in successful ventures can provide the necessary funding for new projects or startups within the group.
- **Risk-Taking Mentality:** Investors who understand the importance of taking calculated risks can inspire a culture of bold decision-making within the group.

Target Groups (Cont..)



- **Industry Experts**
- **Monetizable Knowledge/Ideas:** Entrepreneurs who possess deep industry knowledge and insights can contribute valuable ideas and strategies that have the potential for monetization.
- **Market Trends:** Keeping abreast of market trends, regulatory changes, and emerging technologies is crucial for staying competitive.
- **Sales and Marketing Professionals**
- **Market Penetration:** Entrepreneurs with a strong background in sales and marketing can help in reaching new audiences and increasing market share.
- **Brand Building::** Those experienced in building and managing strong brands can contribute to the overall image and reputation of the collective group.
- **Strategic Connectors**
- **Networking Skills:** Entrepreneurs skilled at building and maintaining relationships can facilitate collaboration and open up opportunities for the entire group.
- **Bridge Builders:** Those who can connect different members of the group with complementary skills or resources can enhance overall synergy.
- **Specialized Skills and Talents:**
- **Technical Expertise:** Entrepreneurs with technical skills in areas like programming, design, or data analysis can contribute directly to product development and innovation.
- **Creativity:** Individuals with artistic talents or creative thinking can enhance marketing efforts, brand development, and overall user experience.
- By assembling a diverse group with these attributes, you can create a dynamic entrepreneurial ecosystem where each member brings unique strengths, and the collaborative efforts lead to greater success and growth for everyone involved.

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Criteria



When deciding who to invite to AEM (African Entrepreneur Mastermind), we shall apply biblical principles, adhering to exclusivity & recognizing that such a decision is consequential and will set the tone for the months and years to come. Drawing inspiration from biblical wisdom, we aim to foster an environment of trust, integrity, and ethical conduct.

Beyond entrusting a member with intimate details about our business, we emphasize the importance of establishing both personal and professional connections. We believe in cultivating relationships that go beyond mere transactions, creating a supportive network within the AEM community.

To become a regular member, you'll go through a vetting process and interviews. We're looking for individuals who:

- Possess a genuine hunger for change in their lives and the world.
- Aspire to personal and entrepreneurial growth by acquiring new skills.
- Have a sincere desire to witness and contribute to the growth of fellow community members.

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Sectors

- Commodities
- Technology
- Mining
- Construction
- Supply of Goods and Services
- Fashion and Beauty
- Business Administration
(Legal, Finance, Insurance)
- Real Estate
- Energy
- Agriculture



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Available Opportunities

Funding available for:

- Government CDF funded projects.
- Supply of parts to the mines.
- Supply of various goods and services to Government.
- Supply of medical consumables to Government and Private Hospitals
- Delivery Services
- Other opportunities – Send us proposals

Where to Look for Opportunities and How to begin



Entrepreneurs with existing Business

- Tenders eGP and other Platforms
- Marketing your services to potential customers
- Registering your businesses with Private entities such as Mines and others such as Zambia Sugar, Millers etc.
- Buy Maize , Soya etc. from small-scale farmers for resale to large trading and millers
- Trading in various commodities at Kasumbalesa
- Technology /web-based opportunities
- Mining (Gold, Manganese, copper, Zinc ores,
- Small scale farming and Fishing

Would be entrepreneurs

- Speak to AEM about your desire to register a business

Thank You for your Attention
Any Questions?



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END

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