

CALL FOR APPLICATIONS

Scaling Your Business For Growth

Are you an Entrepreneur ready to grow and scale your SME or MSME? Take your business to the next level and achieve lasting success!

OUR COMMITMENTS:

- Potential Access to Equity Funding (T&C applies)
- Subsidized access to 7 months post-training mentorship
- Strategies to achieve Product Market Fit (PMF)
- Hands-on workshop on Business and Trademark Registration, setting up Corporate Governance for success.
- Opportunities for networking and collaboration with fellow entrepreneurs and industry experts

BUSINESS ELIGIBILITY CRITERIA

- Have been in operation for at least 1 year
- Demonstrate potential for growth and scaling
- Have a committed team leader or founder who will participate in the training program



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ORIGINAL FEE:
N200,000

Fee: N20,000



4 weeks Virtual Training



Schedule: 3 times/ per Week/ 11am

Register Via: **bit.ly/Entre_Training**

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For Further Enquiries, WhatsApp: +234 8062030214



Investment Readiness for Entrepreneurs (IRE)

8thGear Hub & Venture Studio

Course Title:

Investment Readiness for Entrepreneurs (IRE)

Duration:

4 Weeks | 3 Sessions per Week | Fully Virtual

Target Audience:

Early-stage entrepreneurs in Southwest Nigeria who have moved beyond the ideation phase and are actively operating their businesses.

Course Objective:

To equip entrepreneurs with practical tools and insights to enhance their market performance and prepare them for engaging with various financiers, including debt, equity, grants, or mezzanine funding.

Expected Outcomes:

Participants will:

- Understand the various financing options available and determine the most suitable for their business.
- Develop and interpret key financial documents and projections.
- Craft and deliver compelling business narratives and pitches.
- Gain insights into investor expectations and prepare accordingly.

Facilitation Approach:

The course emphasizes experiential learning through practical workshops and collaborative group work, ensuring participants can apply concepts directly to their businesses.

Certification:

Participants who complete the course will receive a Certificate of Investment Readiness from 8thGear Hub & Venture Studio.

Enrollment:

Interested entrepreneurs can register through the 8thGear Hub & Venture Studio website or contact our program coordinator at projects@8thgearpartners.com



8thGear Entrepreneurs in Residence (EIRs) and Faculty Members:

Damilola Obidairo - Lead Facilitator



Damilola is a seasoned business and project development practitioner with a passion for making an impact. With a first degree in Chemical Engineering, a Master's in Business Administration, and almost two decades of 'street' credible experience, he's navigated various sectors including Oil & Gas, Telecoms, and infrastructure projects in West Africa.

Omolara Garuba - 8thGear EIR



Omolara Garuba is a Nigerian lawyer, finance coach, and business mentor with over 18 years of experience in law, financial services, and consulting. She is the founder and CEO of the Women, Wealth, and Wills Network, an organization dedicated to providing financial literacy education for women, assisting them in saving, investing, protecting, and optimizing their assets.

Titilayo Ekundayo - 8thGear EIR



Titilayo Ekundayo is a seasoned venture builder and strategist with over a decade of experience in business development. She currently serves as the Chief Operating Officer at Pullus Africa, where she leads day-to-day operations and drives strategic growth. Titilayo holds a degree in Chemical Engineering from Obafemi Awolowo University and an MBA from Tekedia Institute.

Florence Osagbode - 8thGear EIR



Florence Osagbode is a dynamic entrepreneur and certified Project Management Professional with over five years of experience in business consulting. She specializes in supporting Micro, Small, and Medium Enterprises (MSMEs) through business development, capacity building, grant consulting, and digital transformation. Her work focuses on refining business strategies, delivering structured training programs, facilitating access to funding, and forming strategic partnerships to drive sustainable growth and market expansion for MSMEs.

Mobola Sandey - 8thGear EIR



Mobola Sandey is a business and project management expert with a focus on procurement and sustainability. She supports MSMEs with business planning, supplier management, and proposal writing, while also guiding them through corporate procurement processes. Her work promotes circular economy practices and climate action.



Course Structure:

Each week comprises three sessions, focusing on interactive and practical learning:

- **Session 1:** Lecture (1 hour)
 - **Session 2:** Practical Workshop (1.5 hours)
 - **Session 3:** Group Work & Peer Review (1.5 hours)
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Week 1: Understanding Investment Readiness

- **Lecture:**
 - Introduction to Investment Readiness
 - Types of Financing: Debt, Equity, Grants, Mezzanine
 - Assessing Your Business's Financial Needs
 - **Workshop:**
 - Self-assessment using the Investment Readiness Roadmap
 - Identifying gaps in business models and operations
 - **Group Work:**
 - Peer discussions on assessment outcomes
 - Developing action plans to address identified gaps
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Week 2: Financial Management and Projections

- **Lecture:**
 - Basics of Financial Statements
 - Cash Flow Management
 - Creating Financial Projections
- **Workshop:**
 - Hands-on session creating financial statements
 - Developing 12-month financial projections
- **Group Work:**
 - Reviewing and critiquing peer financial documents
 - Refining financial plans based on feedback



Week 3: Crafting a Compelling Business Narrative

- **Lecture:**

- Elements of a Strong Business Story
- Aligning Vision with Market Needs
- Market Readiness and PMF (Product Market Fit)
- Communicating Value Proposition

- **Workshop:**

- Developing and refining elevator pitches
- Storyboarding business journeys

- **Group Work:**

- Pitch presentations and peer evaluations
- Incorporating feedback to enhance narratives

Week 4: Engaging with Investors

- **Lecture:**

- Understanding Investor Expectations
- Corporate Governance, Cap Table and Preparing for Due Diligence
- Negotiation and Deal Structuring Basics

- **Workshop:**

- Simulated investor meetings
- Role-playing negotiation scenarios

- **Group Work:**

- Final pitch presentations to a mock investment panel
 - Group feedback and course reflections
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