



MAHLOBO FOUNDATION



Think & Create

LEGACY EDUCATION
creating a legacy of the mind



**"ACTIVATE"
IDEA
TRANSFORMATION**



**BUSINESS
CREATION**



**TELLING YOUR
BUSINESS STORY**



S.E.A.

AWAKEN THE ENTREPRENEUR IN YOU!

AGRARIAN AGE



LAND



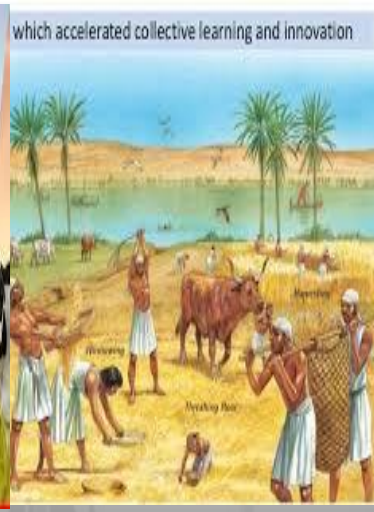
WATER



CROPPING



LIVESTOCK



COMMUNITY

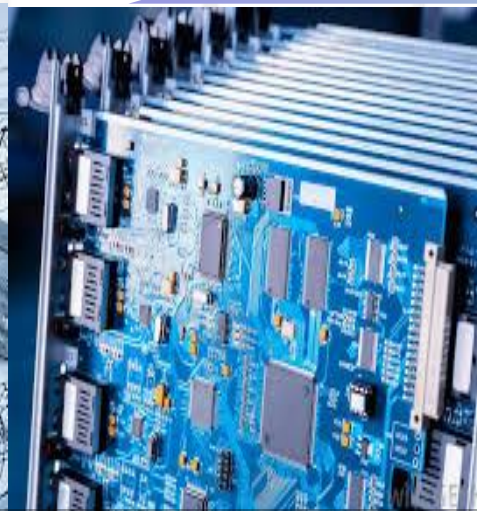
INDUSTRIAL AGE



1IR | 16-1700
Coal, Water, Steam
Manufacturing



2IR | 18-1900
Electricity
Engineering & Mass
Production



3IR | 1950-2020
Computers & Digital
systems
Information &
Communication



4IR | AI, Biometrics, 3D
Printing and merging
both human and
machines

INFORMATION & COMMUNICATION AGE



1G

1970/1984
AMPS, NMT, TA
CS
PSTN



2G

1980/1999
GSM
PSTN



3G

2000/2002
WCDMA
Packet Network



4G

2000/2010
LTE, WiMAX
Internet



5G

2010/2015
MIMO, mmWaves
Internet

AGE OF ASSOCIATION- COMMUNITIES



VILLAGES



TOWNSHIPS



TOWNS



CITIES



NATIONS

LOCALIZATION & COMMUNITY BASED SOLUTIONS

INTERGRATED APPROACH & SOLUTIONS

AGRARIAN



AGRARIAN



INDUSTRIALIZATION



*INFORMATION &
COMMUNICATION*



*ASSOCIATION &
COMMUNITY*

CREATE AN INTERGRATED VALUE CHAIN SYSTEM



Thinkandcreatelegacy.com All rights reserved.

TNE
The New Economy

Objective of session



How you can set up a business under negative conditions

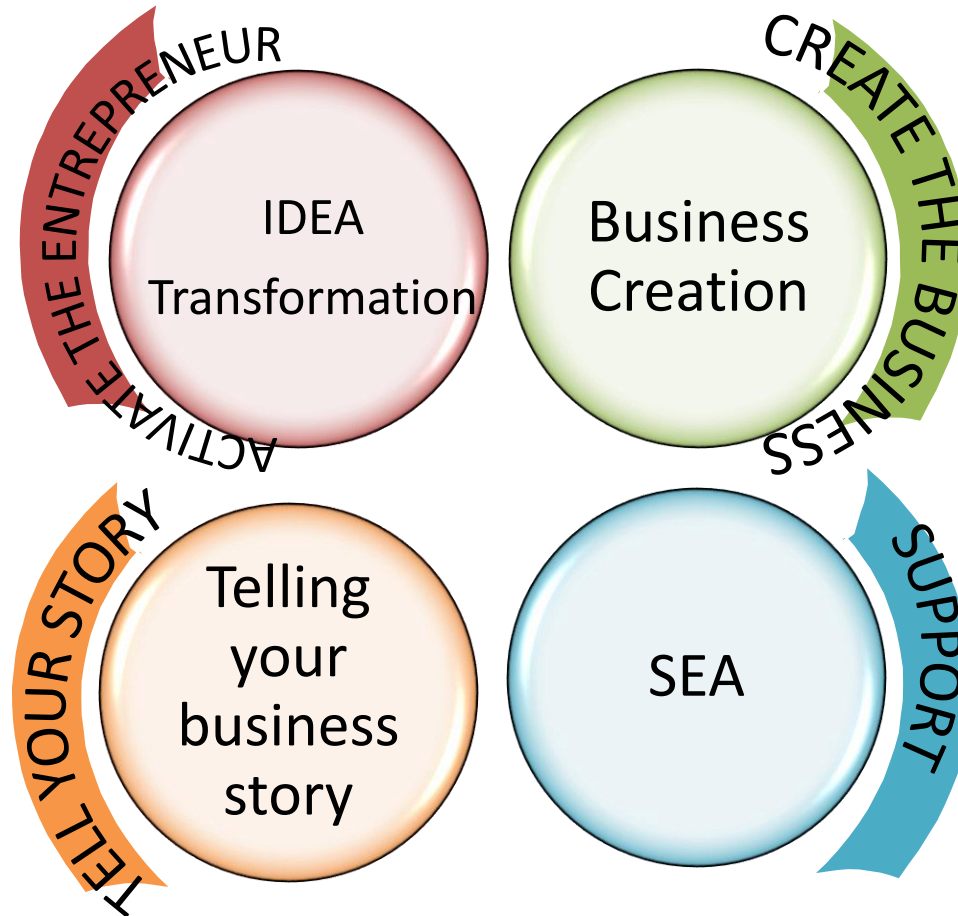
Importance of IDEA transformation

Understand what Business creation is all about

How to share your Business Story

The importance of having Support, Encouragement and Accountability (S.E.A.)

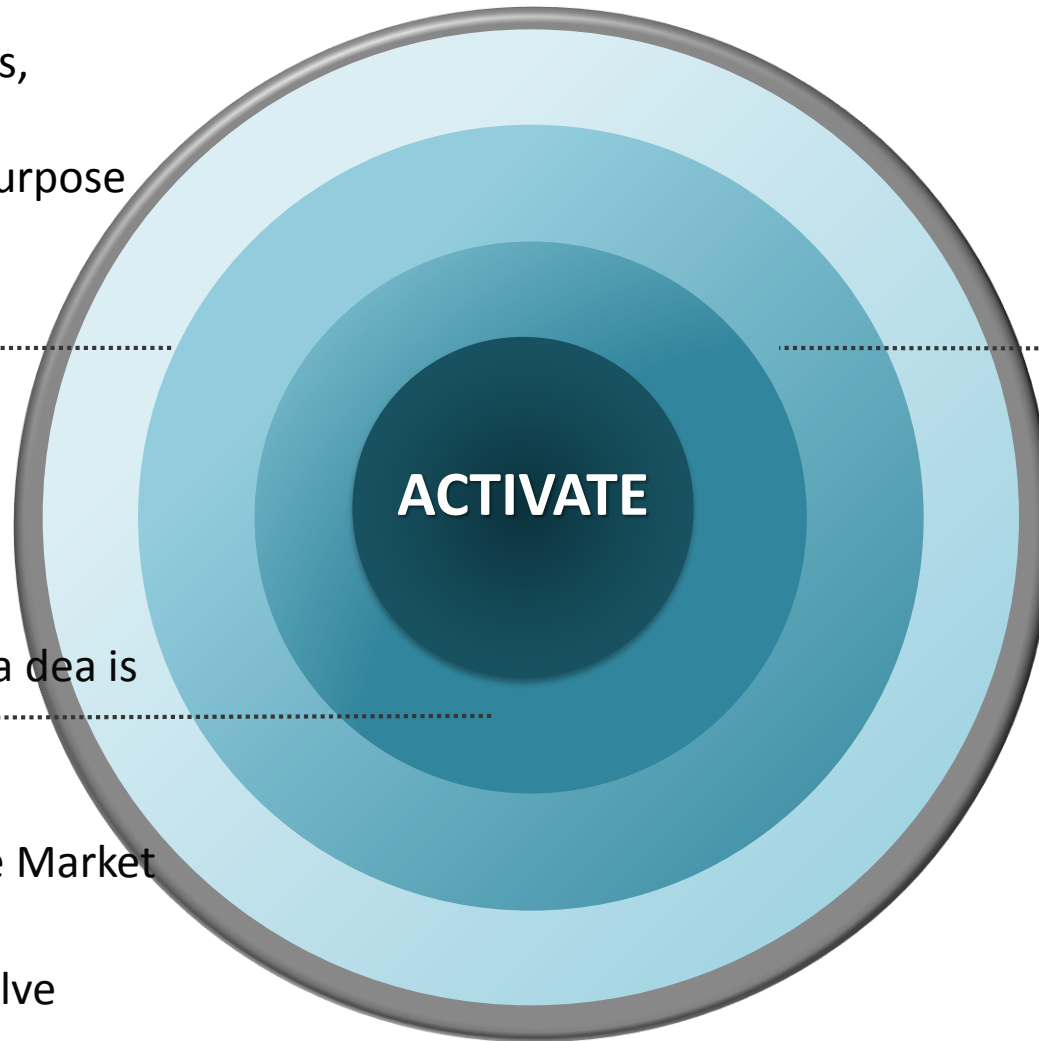
How can you set up your business



1. IDEA Transformation

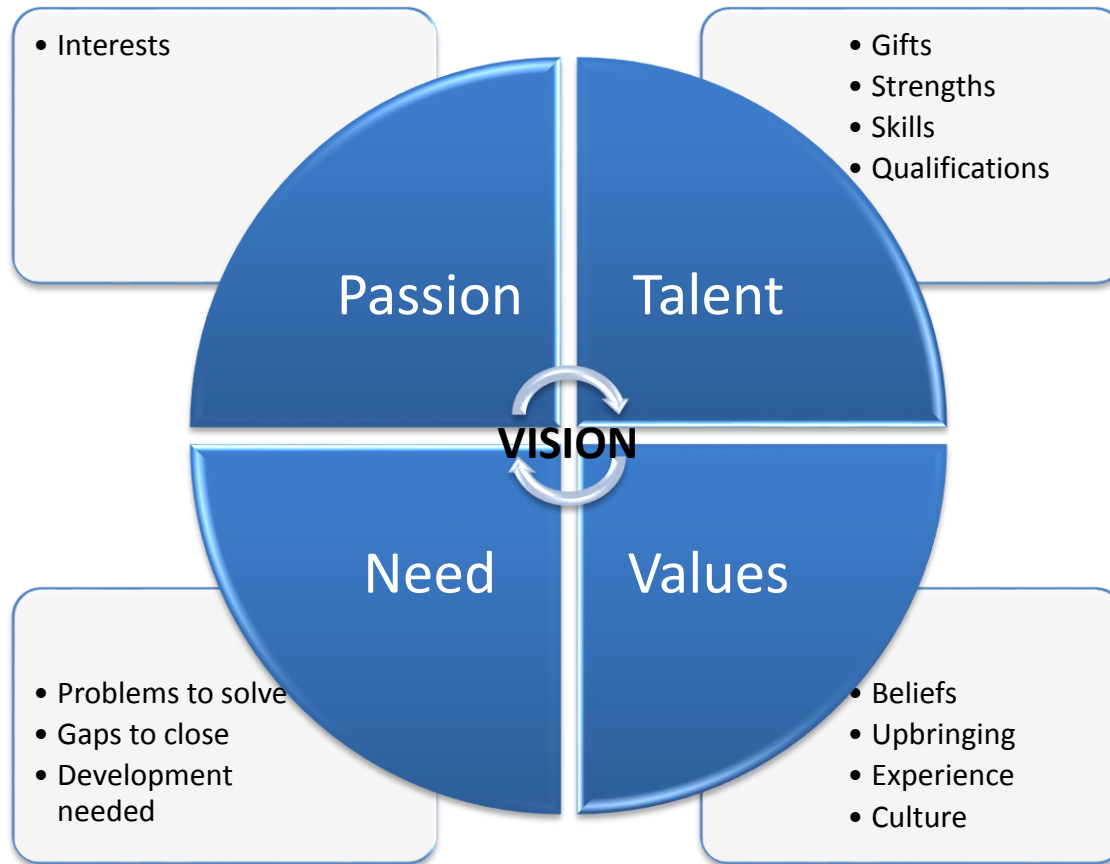
- Strength Discovery
- Gifts, talents, abilities, thoughts and wiring.
- Connect with your Purpose and passion

- Innovation/ Getting a idea is powerful
- Put it on paper
- Research Gaps in the Market to fill
- Find problems to Solve

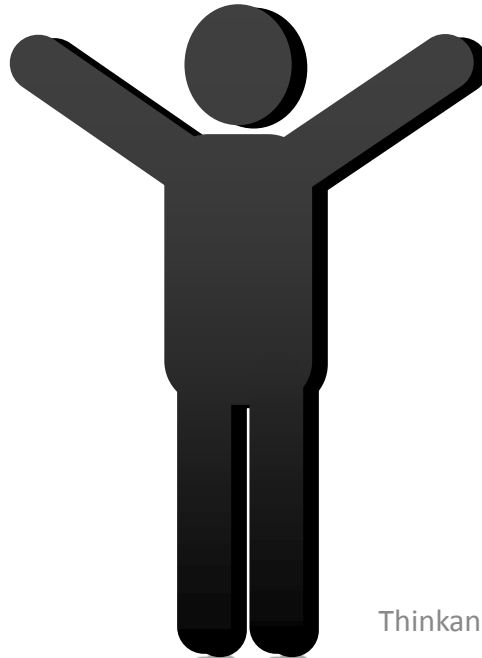
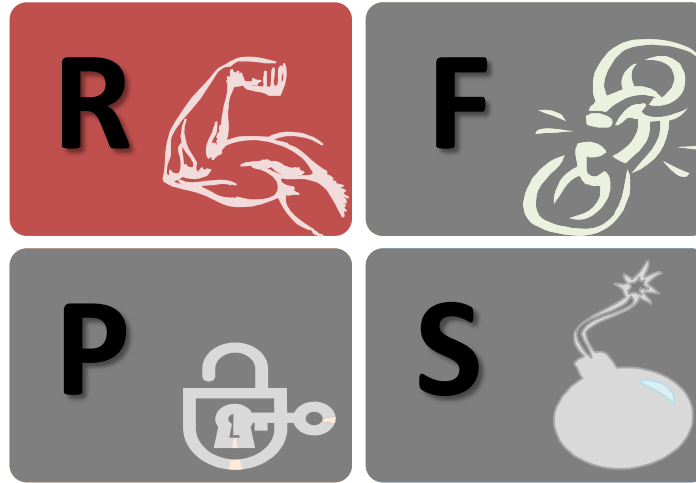


- Get a Coach to help you with your journey of discovery and to put plans in action
- Make sure your business idea suits your personality.
- Turn that idea into a product.

DISCOVER YOUR UNIQUE SIGNIFICANCE VOICE



2. Business Creation



a. Registration and Compliance

R



It is important to register your business and be compliant with the following:

- Companies Intellectual Property Commission (CIPC)
 - Registration Certificate
 - Annual Returns
- Bank account
 - Business Account
- South African Revenue Service (SARS)
 - Turnover Tax
 - VAT
 - Tax clearance certificate
 - EMP & PAYE Tax
 - Skills Development levy (SDL)
- South African National Accreditation System (SANAS)
 - BB-EEE Certificate
- Department of Labour
 - Register as an employer
 - UIF

F



P



S



b. Financing your Business

R



F



P

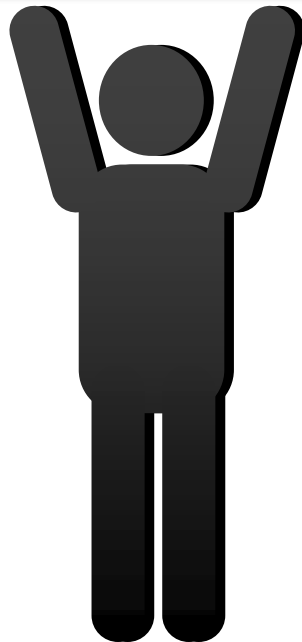


S



Possible ways to Fund your Venture:

- Salary (do business part time)
- Resign and use your Pension/Provident fund, and go back to work after 6 months
- (OPM) Other People Money – Set up private investors through crowd funding.
- Find Venture Capitalist who can finance you in exchange for Equity/shares
- Government Agencies like SEDA, SEFA and IDC
- Join Business incubation organization like Awethu Project, Hope Factory, Raizorcorp, Shanduka Black Umbrella etc.



c. Operating Premises

R



F



P



S



- One of the most important things when starting a business is to find the right place for it, your operating premises.

-What kind of premises you need depends on the kind of business you are going to have.

-You have to ask yourself how much space you need and how much you can afford to pay for premises. But most of all you have to decide what sort of premises your business needs.

- Work from home, hire an office space, convert part of the house to an office or operating premises, buy a house and convert it into offices/ operating premises, work from your car, work from coffee shops or work from the Client premises.

d. Create a System

R



F



P



S



We need to think big, even in hard times. It is important to develop a system for your business to ensure that work is done efficiently without so much effort.

- Financial System (Instant Accounting system)
- Operation system
- HR System
- Get an Accountant relationship set in place.
- Get a Financial Advisor relationship set in place.
- Get a Lawyer relationship set in place .
- Surround yourself with knowledgeable people in all these fields

3.Telling your Business Story

Let the people know about your business!



Stories.
Connect.
People.

- Put up a sign
- Advertise on your car
- Online Flyers
- Online Billboards
- Radio Ads
- TV Ads
- Websites
- Social media (Facebook, Twitter, Whatsapp, Instagram, LinkedIn)

Telling your story effectively, attracts the following people

**Investors &
Funders**

**Customers /
Clients**

**Strategic Partners
to increase your
market share in
other areas**

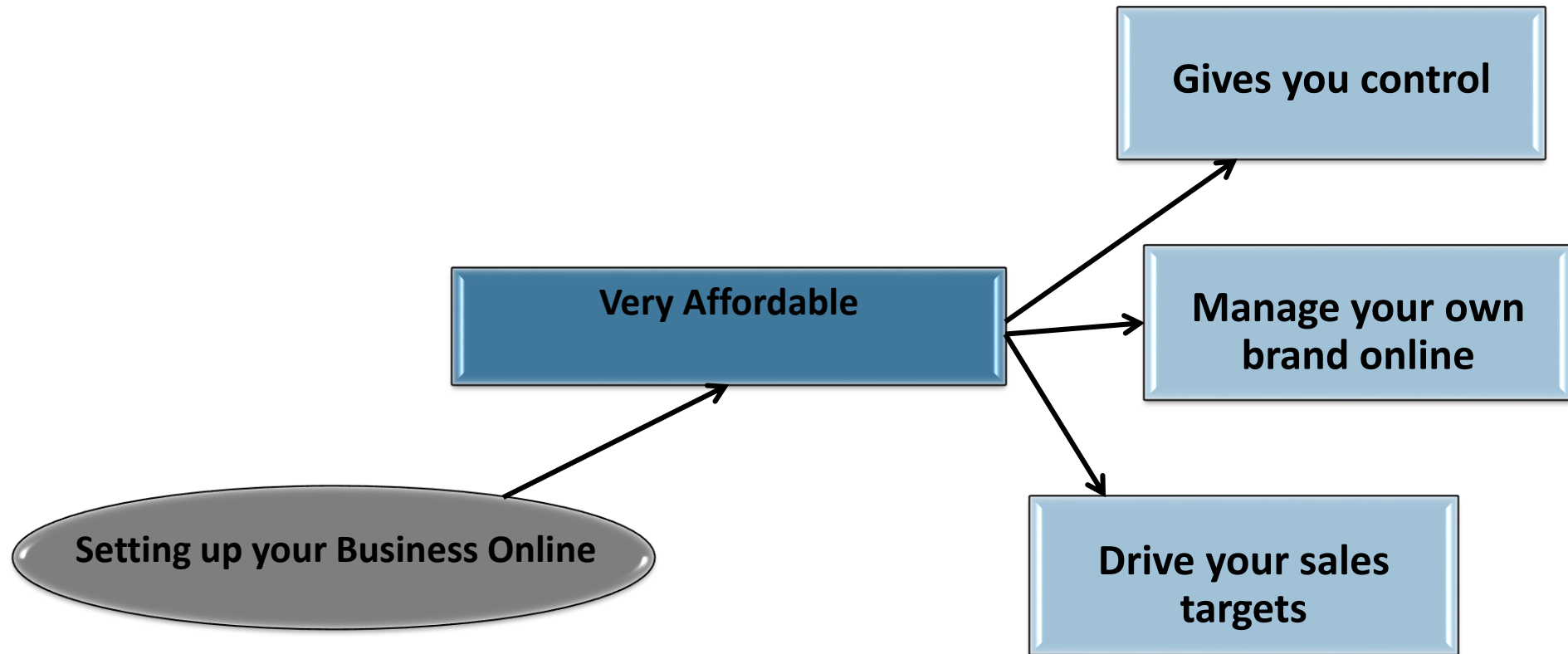
**Excellent
Human
Resources &
Staff**

How you can tell your story online?



Thinkandcreatelegacy.com All rights reserved.

Setting up an online Business



Some of the advantages

Online Business

**Manage your business
online**

**Large Contact
Database, Email
Marketing
& Automated Emails**

**Accounting Systems
and Online Invoicing**

**Live chats, Customer
Support and Client
interaction**

**Online Events/
Meetings booking
platforms**



4. Energy for Change (S.E.A.)



Questions to ask yourself

What are my strengths? Am I living from my heart/ passion?

Can I turn my passions and strengths into a profitable business

How can I tell my business story?

Do I have a support structure that will keep me energized in this business venture?



Awaken the entrepreneur in you!

The most competitive nations are those that have the highest level of entrepreneurial activity. Small and medium size businesses tend to be the greatest creators of jobs collectively, the greatest creators of wealth in emerging economies. In 1790, 90% of the United States population was self-employed, a fact that is commonly thought to be a major factor in the building of the world's largest economy. Many of today's multinational global corporate began as small entrepreneurial ventures in America at about the same time. In South Africa, as in other emerging economies, these potentially transformative entrepreneurial people and entities must be identified and nurtured now.

Unfortunately our educational system does not nurture such want to be entrepreneurs at an earlier age but it trains them to be academics—or employees. Our schools do not train young people to be entrepreneurs who can create new jobs and drive economic growth in the country and continent. What is even worse is that the government department agencies established to help upcoming entrepreneurs are actively destroying the entrepreneurial spirit within these entrepreneurs, because you have MHA emphasis on producing employees. Employees produce employees and entrepreneurs to produce entrepreneurs. We need to get that right now.

As you read this book you will be challenged to step out of your comfort zone, to learn some valuable lessons on how to start something where you are, with what you have and see the force multiplying spirit of an entrepreneur within you grow. You will increase your market share in areas you never dreamed of. You will learn how to harness your passion and bring value to society in exchange for money. You will learn how to use our A.C.T.S model for mentoring entrepreneurs and find yourself developing many entrepreneurs everywhere you go.

About Authors

Thabo and Nthabiseng Mahlobo

Thabo and Nthabiseng are the Founders of Mahlobo Foundation, a private equity fund with a fund raised and managed by investment professionals to perform a broad-based development function and engage in the business of extending long-term support to businesses and entrepreneurs.

They are also the Founders of New Economy Leadership Institute, a 7 mountain institute with an on-going objective to resource marketplace leaders to become vision and transformational leaders in the marketplace.

Their passion is to reach, transform and bless Africa....They view Africa as a project in God's hands.

ISBN: 978-0-620-75884-0

AWAKEN THE ENTREPRENEUR IN YOU!

"AWAKENING THE ENTREPRENEURIAL SPIRIT IN YOU"



THABO AND NTHABISENG MAHLOBO

THABO AND NTHABISENG MAHLOBO

AWAKEN THE ENTREPRENEUR IN YOU!

Why not become your own financial adviser

Financial problems begin when financial advice, a sale pitch is combined with low education. Many people think advice and education mean the same thing, but they are not. Asking for advice means, "Tell me what to do." Seeking education means, "Tell me what to study so I can learn what I need to do."

The difference between education and advice may seem like a small point, but the differences can often have a significant impact over a person's lifetime. If all you are taught to do is hand your money over to salespeople, you are a customer, not a financially educated person. Why not become your own financial adviser?

As you read this book you will be able to take charge over your finances and be in a position to teach your children what you never learned. We also shared 12 financial lessons we wish we learned at an earlier age that would have given us a head start in life.

1. Never work for money, work to learn
2. Not all income is equal
3. Tithing part of my income
4. Giving generously
5. Tax make the rich richer (Understand the other side of tax)
6. Saving to create capacity to be generous and investing, not for rainy days
7. Using insurance for rainy days
8. Investing as an inside and sophisticated investor
9. Dealing with money emotions and spend wisely
10. Use Debt as a leverage to acquire more assets, not for private consumption
11. Understanding the Law (Use the law to protect my assets and wealth)
12. Be financial smart (Differentiate between Assets versus Liabilities, Good and bad expenses)

About Authors

Thabo and Nthabiseng Mahlobo

Thabo and Nthabiseng are the Founders of Mahlobo Foundation, a private trust with a fund raised and managed by investment professionals to perform a financial development function and engage in the business of extending long term support to businesses and entrepreneurs.

They are also the Founders of New Economy Leadership Institute, a 7 investment institute with an on-going objective to resource marketplace leaders to become financial and transformational leaders in the marketplace.

Their passion is to reach, transform and bless Africa... They view Africa as a project in God's hands.

ISBN: 978-0-620-75884-0

THABO AND NTHABISENG MAHLOBO



AWAKEN THE FINANCIAL GENIUS IN YOU

"A FINANCIAL INTELLIGENCE HANDBOOK FOR ENTREPRENEURS"

THABO AND NTHABISENG MAHLOBO

AWAKEN THE FINANCIAL GENIUS IN YOU

**HOW TO BUILD A
SUSTAINABLE
BUSINESS UNDER
NEGATIVE
CONDITIONS!**

***ZOOM MEETING
EVERY MONDAY
@ 11AM-12PM
Meeting ID: 512 657 4984
RSVP for Password***



***WEALTH EDUCATION COACH TRAINER
Thabo Mahlobo***



*WEALTH EDUCATION COACH
Mrs Nthabiseng Mahlobo*

Thank you



Mr Thabo Mahlobo, MFVest Chairman
Mrs Nthabiseng Mahlobo, MFVest Co-Founder

Email: Thabo@thinkandcreatelegacy.com
: Nthabi@thinkandcreatelegacy.com

Web: www.thabomahlobo.com