

HOW2 CRACK THE E CODE WORKSHOPS

E.CODE 2.0 (NORTH WEST LEG)

#CRACKTHEE
CODE

KLERKSDORP
19 NOVEMBER 2015

POTCHEFSTROOM
26 NOVEMBER 2015

RUSTENBURG
2 DECEMBER 2015

BRITS
4 DECEMBER 2015

MAFIKENG
9 DECEMBER 2015

LICHTENBURG
11 DECEMBER 2015

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S A - ANNUAL E
NTREPRENEURSHIP CAMPAIGN - 2015-2016

GROWING A NEW GENERATION OF DISRUPTIVE INNOVATIVE AFRO-PRENEURS

RSVP info@moloconsulting.com
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(072) 590-7422.



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#CrackingtheEcode

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Business Systems

by Sibbo Molo

Accounting | Tax | Payroll | Advisory | Website Development | Company Registration
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Relieving the Afropreneurs pain of lack of Systems!!!

ENTREPRENEURSHIP SEIZURES

Technician

Manager

Entrepreneur



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WHAT ARE SYSTEMS?

Save
Yourself
Stress
Time
Energy, and
Money



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WHAT IS A BUSINESS?

“A commercial, profitable enterprise that works *without* you”
-Brad Sugar

“Work *on* your business not *in* your business”



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BUSINESS **WITHOUT** SYSTEM

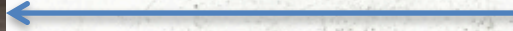
Owner



Products



Services



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BUSINESS WITH SYSTEMS?

- Run your business without you been there
- Instead of your business been driven by people ,is system driven



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HOW DO I IMPLEMENT SYSTEMS?

- ❖ **Prototype of you business,**
 - ✓ visualize exactly how you want your business to be when is fully operational and grown.
 - ✓ Begin with an end in mind,
 - ✓ Build it with a view to sell it at some point

BMW i8 CONCEPT.
THE MOST PROGRESSIVE SPORTSCAR.



HOW DO I IMPLEMENT SYSTEMS?

CONTINUED ...

2. Decide your core products and services you are going to offer
 - few ,only those you are brilliant and you specialize on (not outsource service, mainly only those you can do in-house)
 - Not Construction, Catering, Consulting etc.
 - Difficult to have capacity to do lots of different task or never mind to excel in them
 - Difficult to systemize you business as well



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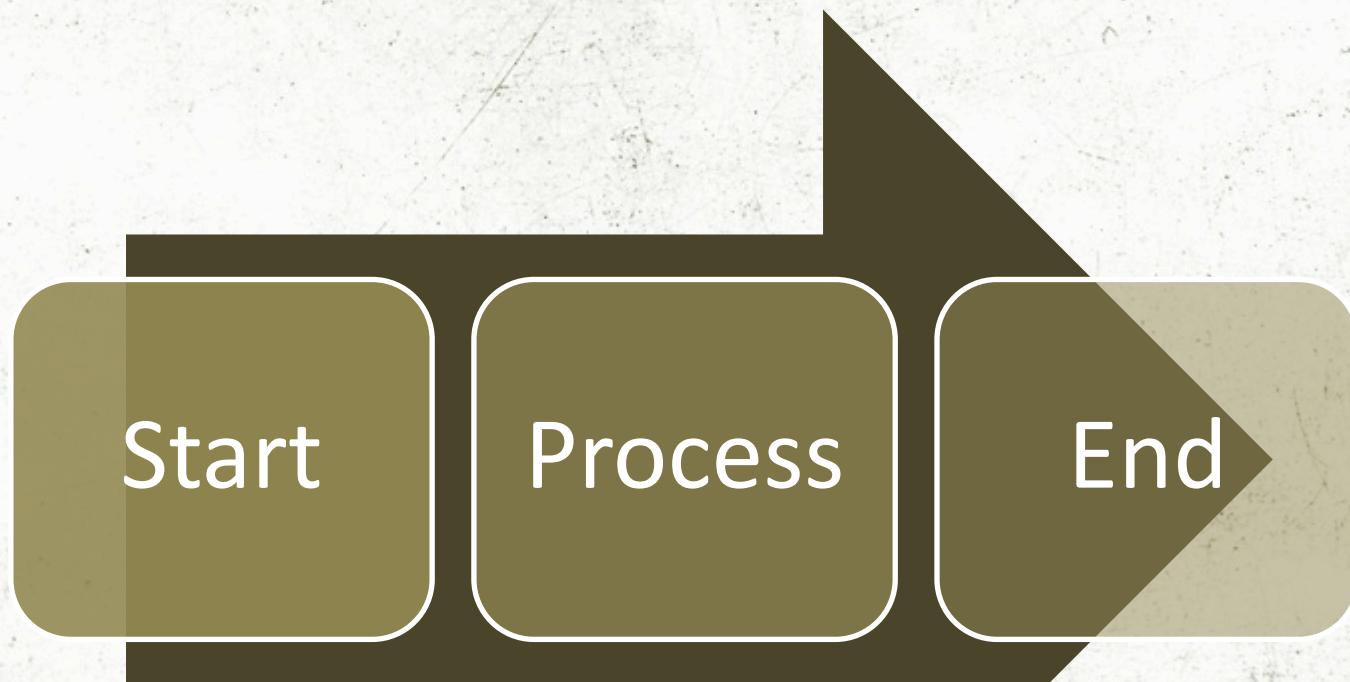
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HOW DO I IMPLEMENT SYSTEMS? CONTINUED...

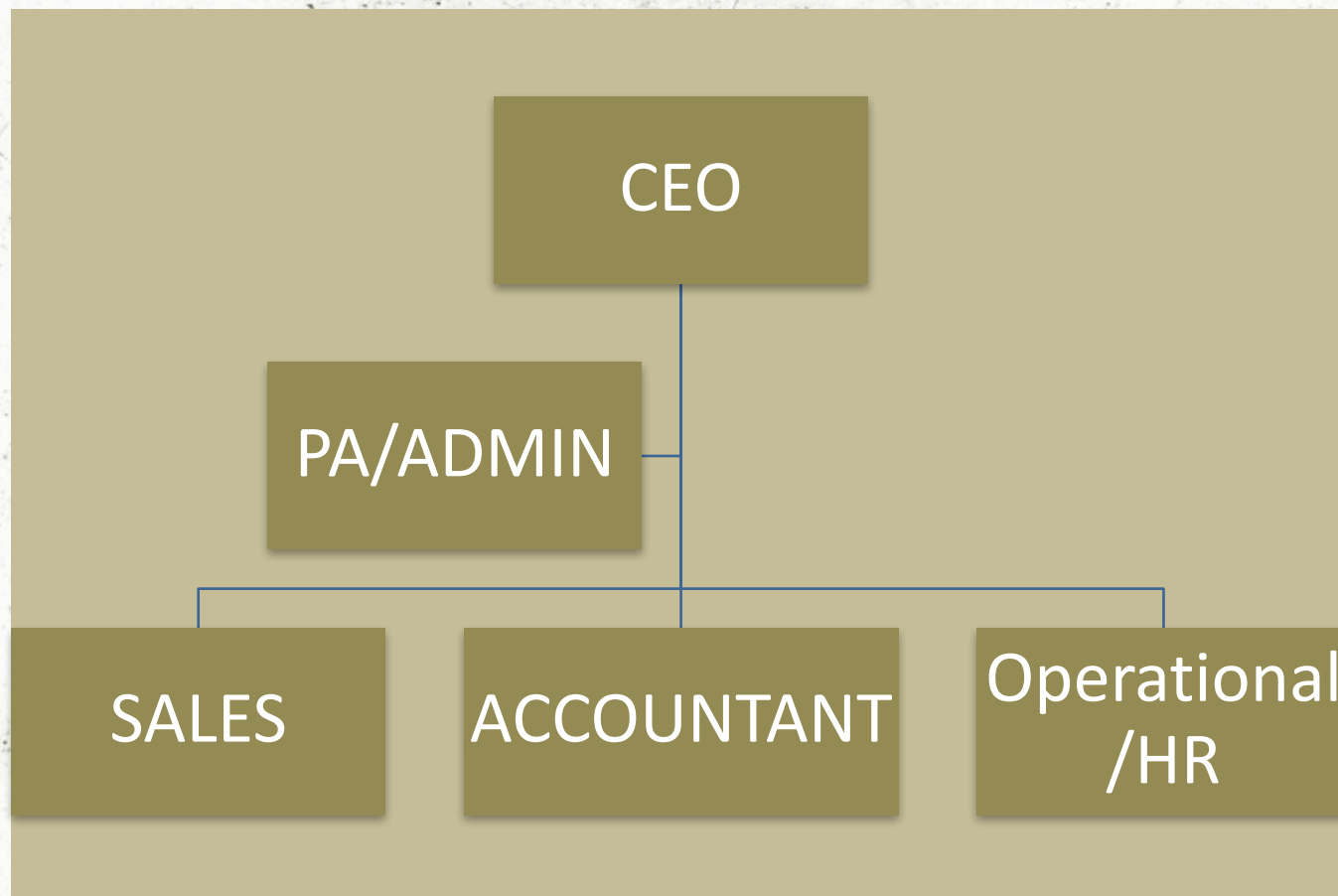
3. Identify and draw a business process of your business, end to end (i.e. from the moment a client walk into the business till the leave)

- This will lead us to the next point



HOW DO I IMPLEMENT SYSTEMS? CONTINUED

4. Organogram



HOW DO I IMPLEMENT SYSTEMS? CONTINUED...

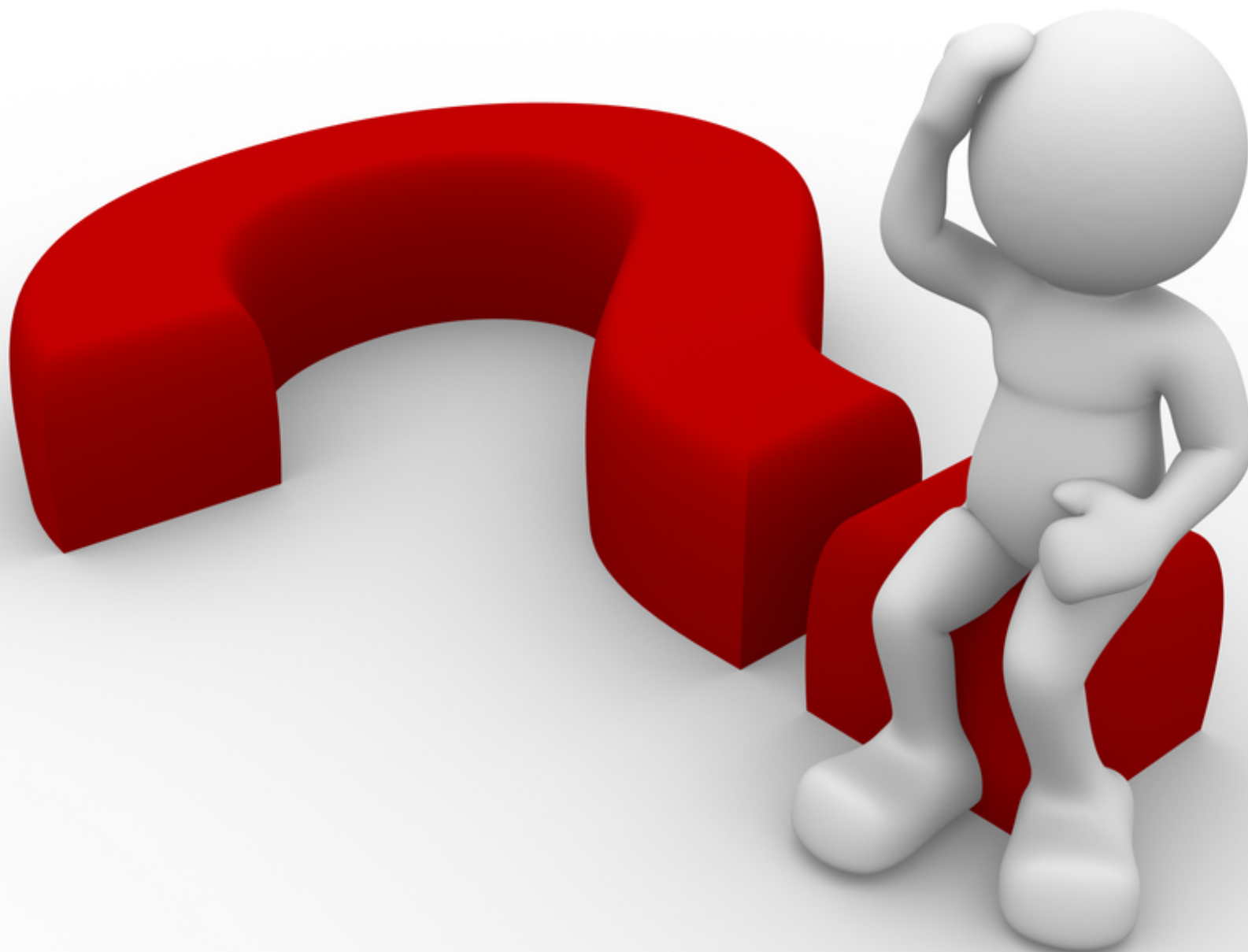
5. Have process for each task/role in the business , **document it**
- The manual shouldn't be in your head but documented (otherwise you will be only the one who knows the best way to do the job.....no wonder we will be saying “the best way to do the job, is to do it yourself” maybe true, LOL
 - When one staff leave ,the can be easily be replaced because of the manual (this will happen soon or later)



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CONTACT US

Consultation /Private session

Contact Numbers :

018 462 0396

072 590 7422

Email Address :

info@moloconsulting.com

Office Address :

Molo Consulting Klerksdorp

Suite 104 Jade Square

Old Medical Centre (Aurum
Institute)

OR Tambo Street



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Integrity
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