



DEVENEZ LE PROCHAIN ENTREPRENEUR DU PROGRAMME TONY ELUMELU

Formation / Mentural / Financement / Wise on viscau

01 Jan - 01 Mars 2021

www.tefconnect.com Fostulez dés maintenant au FEF 2021

JESSICA ALLOGO, Alumni TEF du Gabon

FREE Guide How to Apply for TEF 2021 \$5000 Grant

Compiled By
Dayo Adetiloye Business Hub
www.dayoadetiloye.com

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Thanks for downloading my e-book. <u>Please note that this is a</u> <u>Free training programme</u>, in case you are yet to register, kindly visit <u>www.dayoadetiloye.com</u> and read any of the articles. At the bottom of the articles, you will see where to put <u>your name</u> <u>and email address</u>. This will enable you to get updates from us on this programme. Thanks.

About the Author

Dayo Adetiloye

(B. Agric, MBA, DBA in View)

A Serial Entrepreneur, International Business Planning and Development Consultant, Speaker, Trainer, Author, Blogger, Coach, and a Network Marketing Professional.

- 2020 Doctorate of Business Administration (DBA) Student.
- 2020 SMEDAN Certified Business Development Service Provider in Conjunction with EDC, PAU.
- 2020 Alumni, Special Executive Master's Programe (SEMP) in Business Administration, Metropolitan School of Business and Management, United Kingdom UK (MSBM).
- 2020 Mentor, Ignite Innovation Lab of the Inspire Africa for Global Impacts Initiative
- 2020 Mentor, Teach for Nigeria
- 2018-2019 SME Business Trainer and Coaching Advisor at GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit) for SME Loop.
- 2018 Executive Director, Dayo Adetiloye Empowerment and Development Initiative
- 2018 YALI RLC Online Cohort 9
- 2017 Fellow, Inspire Africa Train-the-Trainer Entrepreneurship programme sponsored by US Consulate Lagos and the Dickey Center, U.S.A.
- 2016 Fellow, Tony Elumelu Foundation Entrepreneurship Programme
- 2016 CEO, Dayo Adetiloye Business Hub
- 2015 Top 50 Innovative Entrepreneurs, BET5 by Diamond Bank and EDC, PAU.

He is an alumnus of Enterprise Development Centre (EDC) of the Lagos Business School (LBS), Pan-Atlantic University (PAU) and Obafemi Awolowo University (OAU) Ile-Ife, Nigeria.

Through his training, mentoring, speaking and coaching programmes, he has empowered many young people over the years to start and grow their own business, build wealth, create multiple streams of income and achieve financial independence.

- He is a Certified Trainer in Design Thinking by the U.S Consulate, Lagos and the inspire Africa Entrepreneurship Institute.



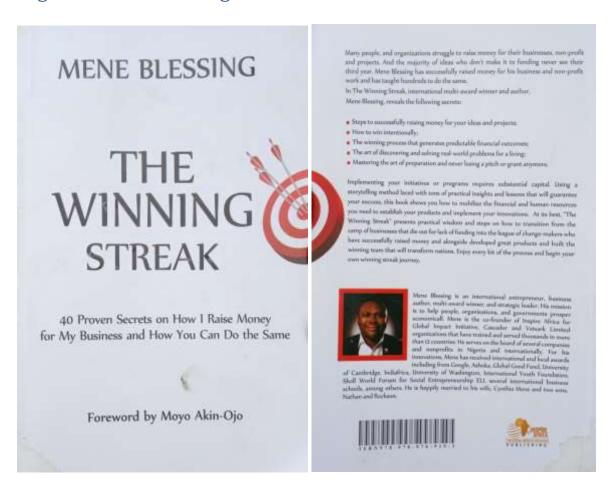
Before Applying For Any Grant in 2021, Do This.

My Dear friend,

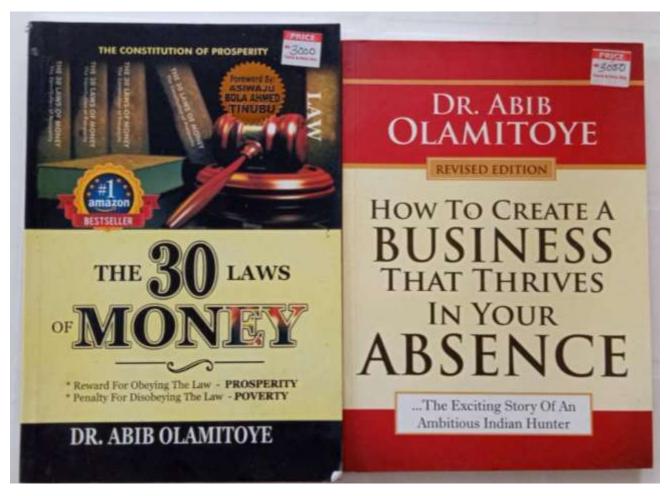
I do not want you to apply for grants the way you have been applying in previous years without success. So, I have a book for you, written by my mentor. The knowledge shared in the book can change your story from rejection letters to Congratulation letters for Winning Grant and global opportunities letter. My book is written by my mentor Mene Blessing. He has won a lot of Grants, Fellowships and global opportunities.

The Winning Streak: 40 Proven Secrets on How I Raise Money for my Business and How You Can Do the Same. By Mene Blessing.

Price: N3000 chat me up on **08060779290** to buy it. And we use different transportation/Delivery media to get it across to you in Nigeria and outside Nigeria.



Also for every business owner or intending business owner, the two business books below are compulsory for you to buy and read in 2021



My Business Mentor Dr. Abib Olamitoye wrote the books. Price: N3000 each. Total N6,000 chat me up on **08060779290** to buy it. And we use different transportation /Delivery media to get it across to you in Nigeria and outside Nigeria.

Please note that we have limited copies of the 3 books. First come, first served.

Business plans

Before I go on in this presentation, I want to let you know that you need a detailed business plan for your business or idea to maximize your grant search this year.

For the new process of winning the TEF grant, you need a business plan as a guide during your training. At the end of the TEF training you are going to submit a detailed business plan.

So, get our business plan templates to work on your idea for any grant you will apply for this year, not just for TEF Grant. There are many grants and global opportunities this year and you can follow the following websites to get updates on them. My website www.dayoadtiloye.com, www.opportunitiesforafricans.com, www.opportunitydesk.org. Find a way to join the mailing list of these websites and get updates.

Price: Flat rate of N10,000 instead of the Normal Price of N20,000

Here is the list

Here are over 100 Already written Business Plans Templates that We have that you can edit on your own for any purpose you want to use it e.g. loans, grants, investors or for personal use:

- 1. Adire/Kampala Business Plan
- 2. Auto Part sales Business Plan
- 3. Auto Repair Business Plan
- 4. Bakery/Bread Production Business Plan
- 5. Block industry Business Plan
- 6. Cake Business Plan
- 7. Cashew Production Business Plan
- 8. Cassava Farming and Processing Business Plan
- 9. Catering Business Plan
- 10. Catfish (Fish Farming) Business Plan
- 11. Cattle Beef Production Business Plan

- 12. Chicken Slaughter and Processing Business Plan
- 13. Chin-chin production Business Plan
- 14. Cinema House Business Plan
- 15. Cleaning services Business Plan
- 16. Cocoa Production and Processing Business Plan
- 17. Cooking Gas Business Plan
- 18. Cosmetology Business Plan
- 19. Creche Business Plan
- 20. Day Spa Business Plan
- 21. Diary Production Business Plan
- 22. Dry Cleaning Business Plan
- 23. Electrical Store Business Plan
- 24. Event Management Business Plan
- 25. Electric Concrete Pole Manufacturing Business Plan
- 26. Fashion (Garment Making and Retail) Business Plan
- 27. Feed Mill Business Plan
- 28. Frozen Food Business Plan
- 29. Furniture Business Plan
- 30. Ginger Farming Business Plan
- 31. Goat Farming Business Plan
- 32. Grocery Business Plan
- 33. Groundnut Oil Processing Business Plan
- 34. Gym House Business Plan
- 35. Hair Salon/Barbershop Business Plan
- 36. Herbal Medicine Production and Sales Business Plan
- 37. Hide and Skin Business Plan
- 38. Honey Production Business Plan
- 39. Cotton production and processing Business Plan
- 40. Hotel Business Plan
- 41. Hydroponics Business Plan
- 42. Iced Water Production Business Plan
- 43. ICT Business Plan
- 44. Integrated Agribusiness/Farming Business Plan
- 45. Interior Decoration Business Plan
- 46. Diesel haulage Business Plan
- 47. Laboratory Business Plan
- 48. Law Practice Business Plan

- 49. Leather Tanning Business Plan
- 50. Logistics Business Plan
- 51. Meat Processing Business Plan
- 52. Medical Equipment and Supplies Business Plan
- 53. Mobile Kitchen Business Plan
- 54. Moringa Business Plan
- 55. Mushroom Business Plan
- 56. Music Equipment and Rentals Business Plan
- 57. Nanny Services Business Plan
- 58. Nylon Production Business Plan
- 59. NGO Business Plan
- 60. Oil and Gas Business Plan
- 61. Organic Business Plan
- 62. Paint Production Business Plan
- 63. Palm Kernel Oil Business Plan
- 64. Palm oil Business Plan
- 65. Paper Recycling Business Plan
- 66. Petrol Station Business Plan
- 67. Pharmacy Business Plan
- 68. Photography and Videography Business Plan
- 69. Piggery/ Swine Production Business Plan
- 70. Plantain Chips Business Plan
- 71. Plantain Farming Business Plan
- 72. Plastic Bottle PET Recycling Business Plan
- 73. Plastic and Rubber Production Business Plan
- 74. Pop Corn Production Business Plan
- 75. Poultry Farming Business Plan
- 76. Printing and Multimedia Services Business Plan
- 77. Private Security Business Plan
- 78. Quarry Business Plan
- 79. Raw Gold Business Plan
- 80. Real Estate Business Plan
- 81. Recreational Centre Business Plan
- 82. Rehabilitation Centre Business Plan
- 83. Restaurant Business Plan
- 84. Retail Shop Business Plan
- 85. Rice Milling Business Plan

- 86. Rice Retailing Business Plan
- 87. School Business Plan
- 88. School with Special needs Business Plan
- 89. Service Provider Platform Business Plan
- 90. Business Hub Business Plan
- 91. Shea Butter Business Plan
- 92. Shoe Making Business Plan
- 93. Snail Farming Business Plan
- 94. Soap Making Business Plan
- 95. Solar Installation and Store Business Plan
- 96. Sport Equipment Business Plan
- 97. Tea and beverages Business Plan
- 98. Tissue Paper and Serviette Business Plan
- 99. Tomato Farming and processing Business Plan
- 100. Transportation Business Plan
- 101. Travel and Tour Business Plan
- 102. Vegetable Farming Business Plan
- 103. Vocational Training Institute Business Plan
- 104. Water Business Plan
- 105. Yam Business Plan
- 106. Yoghurt and drink Business Plan
- 107. Yoghurt Production and sales Business Plan
- 108. Agro Commodity Business Plan
- 109. Health Insurance Company Business Plan
- 110. E-commerce platform Business Plan
- 111. Banana processing Business plan
- 112. Insurance Brokerage Business plan

Note: Any new one that is not on the list will be prepared for you in two weeks, and the price is N20,000

To Buy it, call or WhatsApp o8105636015 or o8060779290 and it will be delivered to you immediately.

Before you start the application, look at all the things that have changed about this grant application.

Really everything has changed.

It is not business as usual.

- You will apply through <u>www.tefconnect.com</u>.
 But no selection will be made at this point (unlike before that the winners will be announced after this first level)
- Everyone that applied will undergo an online training and it will be marked (they don't mark it before)
- Successful entrepreneurs from the training will be selected to pitch their idea live (this is a new component of the programme).
- Many will be dropped at this stage and final winners will be announced.
- They will attend the Entrepreneurship Forum.
- Do their Documentation and finally will receive the seed capital alert of \$5000.
- They will be added to the Alumni Network.

See these charts showing the new approach as presented by the Foundation.



PROGRAMME CYCLE

s-ls	To-be
Application (Jan1-Mar1)	Applications (Jan 1 – Mar 1)
Selection (Mar 22)	Onboarding (Mar)
World Check (Mar-Apr)	T. C. C. Adams of Adams
Onboarding (Webinars) – 3 rd week in Apr	Training & Mentoring (April – May)
Training & Mentoring (May – Aug)	Pitching – Jun
Business Plan Submission & Review (July-Aug)	Selection Announcement & Forum (July)
Submit ID, Business Reg & Bank Details (Jul-Sept)	Submit ID, Business Reg & Bank Details (Aug-Sep)
Seed Disbursement (Oct-Dec)	World Check & Seed Capital Disbursement (Aug –Dec)

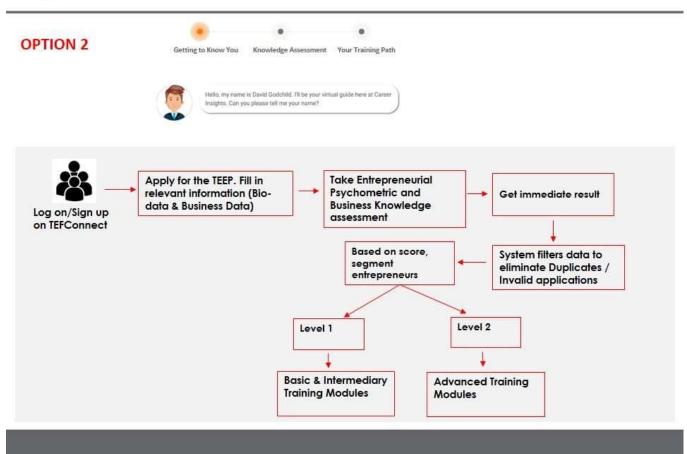


APPLICATION PHASE

AS-IS	TO-BE
Applicants fill TEF's application form on TEFConnect	Applicants fill in their Bio data and Business details (include existing mentor details)
Applications form contains essay style questions including community impact and elevator pitch	Applicants then take 2 sets of assessments i.e. - Psychometric / Personality tests - Business and Financial knowledge assessment
Application is read through and scored by a team and scored	System score and Highlights Entrepreneur's Segment/ Path for Training
Entrepreneurs are selected for seed disbursement	All entrepreneurs that apply will go through a set of training
Entrepreneurs go through the 12-week programme	



SUMMARY APPLICATION WORKFLOW





TRAINING PHASE

AS-IS	ТО-ВЕ
Run through the 12 week training modules with one (1) module per week	Training is delivered based on entrepreneur segment (i.e. Beginners, Intermediate, Advanced)
Complete tasks for the week and check boxes upon completion	Pre-entrepreneur knowledge test is administered and scored
Complete business plan	Entrepreneurs take tests/quizzes at the end of each module
Business plan goes to rework if any and approved	Post training assessment to measure improvement
	Top performing entrepreneurs will be shortlisted to go through the Pitching phase



SHORTLISTING PHASE

- · Shortlist will be based on training performance score.
- Configured scoring module will be as below:
 - Test Questions (weight: 40)
 - Interaction on TEFConnect (weight: 50)
 - · This includes attendance to webinars, response to surveys, activity on TEFConnect
 - Mentor Engagement (weight: 10)
- Top performing entrepreneurs will be shortlisted to physically pitch their ideas to a panel of judges
 - Entrepreneurs may be allowed to send in video pitches in approved geolocations



PITCHING

Pitching

- Pitching will happen in all 54 African countries (may be refined based on management's decision)
- Pitching can be done in English, French, Portuguese or Arabic

Selection

- Selection will be based on aggregated scores from Application, Training & Pitching phases.
- · Top performers will be selected for the seed capital.

The 7th Edition of The Tony Elumelu Foundation Entrepreneurship Programme (2021)

The **Tony Elumelu Foundation Entrepreneurship Programme** is a \$100million commitment made by the Elumelu family to empower 10,000 African entrepreneurs over a 10-year period through, training, mentorship and funding. The goal is to create at least 1million jobs and contribute over \$10billion in revenue to the African economy.

Through its flagship Entrepreneurship Programme the Foundation empowers African entrepreneurs and the entrepreneurship ecosystem across 54 African countries. The TEF training curriculum has been designed to segment entrepreneurs based on the demonstrated capability and knowledge.

The training has been tailored to educate and capacitise you in starting or growing your business to overcome the challenges faced by entrepreneurs across the African continent. The curriculum focuses on *practical*, *iterative learning* that is useful even long after the training period.

NOTE: Completion of the training programme is a strict condition to moving forward to the submission and review of your business plan, participation in the pitching competition, and receipt of seed capital.

HOW TO REGISTER

The application form consists of four parts:

- (1) Personal information
- (2) Commercial information
- (3) Cognitive assessment
- (4) Declaration section

To ensure a transparent application process, all applicants will need to have a valid government issued ID and indicate their name on the application form on TEFConnect exactly as it appears on the ID card.

ALL APPLICANTS WILL BE REQUIRED TO:

- 1. Complete all mandatory fields in the online application form on TEFConnect.
- 2. Submit the form
- 4. Attach all the requested documents (valid identity card and photo headshot) and upload the required documents
- 5. Expect Foundation comments.

PLEASE NOTE: TEFConnect can only be accessed by a single email account. It is important that all applicants register with an email to which they have regular access to.

WHAT TO EXPECT FROM THE PROGRAMME?

The Entrepreneurship Programme identifies outstanding African entrepreneurs who have start-ups or business ideas with the potential to grow. The TEF Entrepreneurship Programme will be delivered in different phases as listed below:

- Application Phase
- Training &Mentorship Phase
- Business Plan Submission Phase
- Pitching Phase
- Seed Capital Phase

THE APPLICATION PHASE

This will take place from the **January 1 to March 31**. Once applications are closed, eligible applicants will be placed in the appropriate training path as follows:

PREPARATORY

This means you do not have the skillset needed to start a business. You will go through the general training on TEFConnect. You will, however, not be eligible for mentorship or seed capital.

START-UP/ BEGINNER

This means you are a starter according to the business start-up profiling. You will go through the beginner training modules and you will have access to world class mentors during the programme.

INNOVATIOR/INTERMEDIATE

This means that you have been profiled to be an intermediate entrepreneur. You have a good potential to be a successful entrepreneur. You will go through the Intermediate training modules and you will have access to world class mentors during the programme.

DISRUPTOR/ADVANCED

This means that you are or identified to be natural or a seasoned entrepreneur. You will go through the Advanced training modules and you will have access to world class mentors during the programme.

THE TRAINING AND MENTORSHIP PHASE

Once shortlisted and placed in the appropriate training path, you will be eligible to take part in our rigorous business training and mentoring sessions. There will be multiple choice questions to track your performance. You will attend a virtual orientation program to learn more about the process and we will share timelines and resources available for you to succeed. The shortlisted entrepreneurs will be given access to join the peer-to-peer support groups.

- Shortlisted entrepreneurs will be expected to complete the business training, answer the quiz at each end of each module.
- The shortlisted applicants after the training will be given the opportunity to develop a **BUSINESS PLAN**

THE BUSINESS PLAN AND FINANCIALS SUBMISSION PHASE

At the end of the training, you will be required to combine all the learnings from the training into a single cohesive document. You will be given a business & financial plan template; this will be in the online resource library. This template will help you create a first draft of your business plan. write a business plan. After the **BUSINESS TRAINING** & **BUSINESS** PLAN **SUBMISSION**, only successful candidates (who complete the MCQs and score above cut off mark and submit a business plan) would be eligible to move on to the next stage: the **PITCHING COMPETITION**.

THE PITCHING PHASE

This is an opportunity to demonstrate your business knowledge and convince the judge about the feasibility of your business. At the pitching stage, entrepreneurs will pitch their ideas before a panel of judges. Only the successful candidates from the pitching competition will receive seed capital funding and access to the Alumni network to support their business ambitions.

If you successfully completed all required training requirements and submitted a business plan, but was unsuccessful after the pitching competition, you will receive a training completion certificate and can reapply next year.

Please note that this phase is another key outcome of this training programme and all shortlisted entrepreneurs must go through this phase to be eligible for **SEED CAPITAL**.

THE SEED CAPITAL PHASE

All entrepreneurs who have successfully completed all the above steps will be required to open business accounts and seed capital will flow into these accounts created. An entrepreneur who is eligible to receive seed funding will be given a **CERTIFICATE OF COMPLETION AND ACHIEVEMENT** from the Foundation.

If you apply in 2020 in which the application was postponed due to Covid 19, this information below is for you as sent by the TEF.

Dear xxxxxx

Happy new year.

Earlier in the year 2020, The Tony Elumelu Foundation (TEF) announced the postponement of the **6th edition** of its Entrepreneurship Programme and the TEF Forum as a result of the disruptions caused by the Covid-19 Pandemic.

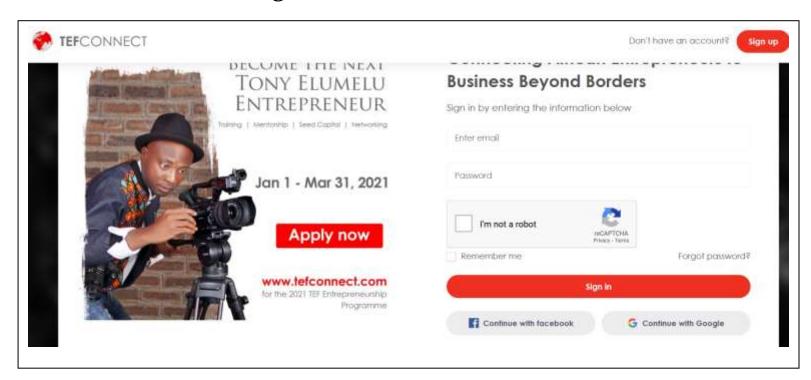
To this end the **6th and 7th edition** of the Tony Elumelu Foundation Entrepreneurship Programme will hold jointly in 2021. As such entrepreneurs who applied for the 2020 TEF Entrepreneurship Programme and have been advised to proceed to the next stage, are kindly requested to review and reconfirm their current submissions via www.tefconnect.com

The portal will open for access and review of previous submissions on February 1st 2021 and reconfirmation must occur by March 31st 2021. It is mandatory for all 2020 applicants to review and reconfirm their submissions.

Please continue to focus on your safety and wellbeing as we navigate the new normal.

How to apply?

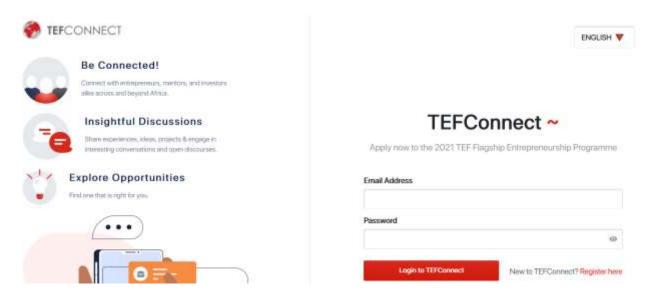
1. Visit and register at www.tefconnect.com



2. Log in and click on Application at the Head menu



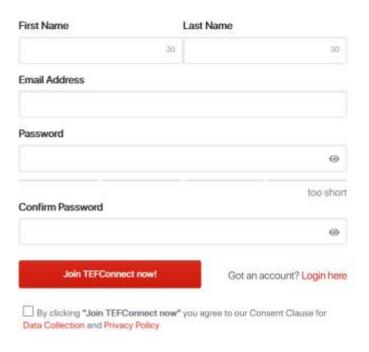
It will redirect you here.



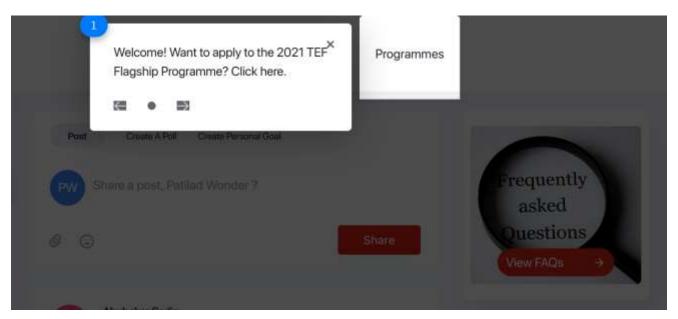
3. You register again and login.

TEFConnect ~

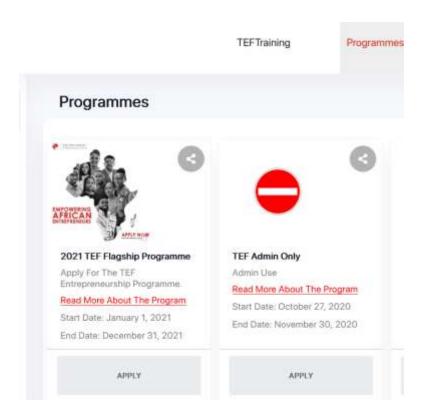
Apply now to the 2021 TEF Flagship Entrepreneurship Programme



4. Then you login to start your application.



5. Click on programmes and apply.



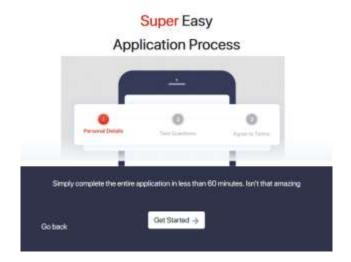
6. Select your preferred language and Click Next.



7. Accept the terms and conditions



8. Then you start your Application immediately



Guidelines for the Assessment.

Read the following carefully

This assessment is divided into four (4) sections and would require approximately 45mins to complete. It is recommended that you take the assessment in an environment free of distractions and with optimal concentration.

Please note that you are to answer all questions and you can only take this assessment once.

You will also be required to upload a form of ID (international passport, driver's license, Residency or Citizen's Card, Voters Card, Tax ID). Please have your chosen form of ID scanned and ready for upload in .pdf, .jpeg, .jpg, .png, .gif or .doc format before you begin.

Automatic Disqualification criteria:

- If you are under 18 years of age
- If you have received a grant or seed capital from TEF in previous years

Click the "Next" button to begin.

TEF Entrepreneurship Application

Welcome to the 2021 Tony Elumelu Foundation Entrepreneurship Programme Application. Please complete all sections with accurate information. Thank you.

Back to Home

Personal Details

This set of questions are about you. Please ensure that the personal details you provide match the information on your proof of ID.

First name*

Last name*

Middle name

Gender*

Male

Female

Others

Date of Birth (DD/MM/YYYY)*

Phone number*

Email Address

Highest Level of Education*

Years of work experience*

Country*

State/Region*

City*
Address*
Are you in a rural Area?*
Yes
No
Have you applied for other grants from other foundations?*
Yes
No
If yes, name the organization
Type of ID*
ID Number
ID scan*
Choose file
How did you hear about the TEF programme?*
Next of Kin
It's important to have an alternative contact detail in case you're
unreachable First name
Last name
Middle name

Phone number

Email address

Applicant's Idea and Experience

Welcome to the 2021 Tony Elumelu Foundation Entrepreneurship Programme Application. Please complete all sections with accurate information. Thank you.

Back to HomeBack to Bio

Applicant's Idea and Experience

The next set of questions are about your business idea and experience. Please provide complete and accurate responses.

Tell us about your business idea ?*

Here you can give as many info as possible but a minimum of 50 words

How many years of business start-up experience do you have (this can be trading or anything)?

o-ı Year

1-2 Years

2-3 Years

Above 3 years

Is your idea in your field of experience?

Yes

No

Which of the United Nations Sustainable Development Goals does your business or idea support (Choose top your top 3)?*

☐ GOAL 1: No Poverty
□ GOAL 2: Zero Hunger
☐ GOAL 3: Good Health and Well-being
☐ GOAL 4: Quality Education
☐ GOAL 5: Gender Equality
☐ GOAL 6: Clean Water and Sanitation
☐ GOAL 7: Affordable and Clean Energy
☐ GOAL 8: Decent Work and Economic Growth
\square GOAL 9: Industry, Innovation and Infrastructure
☐ GOAL 10: Reduced Inequality
☐ GOAL 11: Sustainable Cities and Communities
☐ GOAL 12: Responsible Consumption and Production
☐ GOAL 13: Climate Action
☐ GOAL 14: Life Below Water
☐ GOAL 15: Life on Land
☐ GOAL 16: Peace and Justice Strong Institutions
☐ GOAL 17: Partnerships to Achieve the Goal
Business Name*
In which Industry is your business*
In which sub-sector is your business*

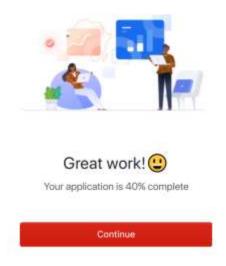
Business Country*
What state is your business located*
In what city is your business*
Business Address
Age of business?*
Are working with a team?*
Yes
No
How many people are in your team(excluding you)?
How many hours are you working on your idea per week?*
Are you currently making some revenue from you idea?*
Yes
No
If yes, how much are you currently making per month(\$)?
Do you have any business partners?*
Yes
No
Do you have your business partner's consent to take part in this program?
Yes
No

Is business in rural area?*

Yes

No

Continue



Please read the following carefully.

The next two (2) sections contain Personality questions, Financial and Business Acumen Questions.

This is a timed assessment. You have 45mins to complete both sections.

It is recommended that you take the assessment in an environment with stable internet connection, free of distractions and with optimal concentration.

Note: You can only take this assessment once after you click start and you cannot Save & Continue

Click the "Start" button to begin.

Note:

All these tests change, so you might not find it exactly like this when you do your own. But the idea is similar in all the application

Personality Test

Welcome to the 2021 Tony Elumelu Foundation Entrepreneurship Programme Application. Please complete all sections with accurate information. Thank you.

Personality Rank-Order Task

In each of the following questions is a statement. You are to select the best option that describes your opinion of the statement. Please answer all questions honestly.

1 of 22

I would rather say what I feel is right.

Strongly Disagree

○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
2 of 22
It is okay not to achieve everything one aims for.

O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
3 of 22
I get bothered with colleagues who are too negative.
○ Strongly Disagree
O Disagree
Neither Agree nor Disagree
○ Agree
○ Strongly Agree
4 of 22
I prefer being with people who hold similar values.
Strongly Disagree
O Disagree
Neither Agree nor Disagree
^O Agree
○ Strongly Agree
5 of 22

○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
6 of 22
I prefer doing tasks using new methods.
5
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
7 of 22
I am open to work with new ideas, even if they don't lead to expected results.
○ Strongly Disagree
^O Disagree
Neither Agree nor Disagree

It is okay to relax once in a while.

○ Agree
○ Strongly Agree
8 of 22
I tend to be cautious about happy outcomes.
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
9 of 22
I prefer to work in a non-competitive environment
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
10 of 22

Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
C Strongly Agree
11 of 22
It is better to avoid conflict.
C Strongly Disagree
^O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
12 of 22
I find change refreshing.
C Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
Strongly Agree

13 of 22
I share credit with the others even if I did most of the work.
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
14 of 22
During meetings, I prefer to lead the discussion.
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
15 of 22
I prefer planning ahead.
Strongly agree
○ Agree

Neither agree nor disagree
O Disagree
○ Strongly disagree
16 of 22
When wronged by others, I tend to forgive easily.
○ Strongly Disagree
^O Disagree
O Neither Agree nor Disagree
○ Agree
C Strongly Agree
17 of 22
I can break the rule if necessary.
○ Strongly Disagree
^O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
18 of 22
I prefer working on new and different problems each time.

○ Strongly Disagree
^O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
19 of 22
I prefer to maintain formal relationships with people at work.
© Strongly Disagree
^O Disagree
O Neither Agree nor Disagree
○ Agree
○ Strongly Agree
20 of 22
I would rather delay working on boring tasks.
○ Strongly Disagree
O Disagree
O Neither Agree nor Disagree
^O Agree

Cognitive Test

Welcome to the 2021 Tony Elumelu Foundation Entrepreneurship Programme Application. Please complete all sections with accurate information. Thank you.

MultiChoice Questions

This section contains some business and financial questions. You are to choose the most correct answer.

00:38:35

1 of 20

Which of these is not a reason for the importance of financial documentation to your business?

- It helps you improve your network
- It improves a sense of documentation and planning
- It shows you your profit and loss situation
- It helps you with your financial progression

00:38:35

2 of 20

The question given below provides a situation and asks you to make a judgment on the basis of the information given.

Company X has a team of A, B, C, D, E and F among other staff members. A team of 4 members needs to be selected for a client meeting from the listed names. 'A' is the marketing head of the organization, who plans and charts out the marketing strategies for the company. 'B' is the sales executive, who has been in constant contact with the client regarding the requirements. 'C' is the CFO of the organization. 'D' is the sales manager and a direct supervisor of 'B', who was also

present in the previous conversations with the client. 'E' is the content lead, who has to design the product as per the client's needs. 'F' is one of the content team members of 'E'.

The meeting is with the CEO of the prospective client. Select the team which should go to the meeting.

Selection 4: A team with B, C,E and F
 Selection 2: A team with A,C,E and F
 Selection 1: A team with A,B,C and D
 Selection 3: A team with A,B,D and E
 30:38:35
 of 20

What type of economy allows the government to determine what, how, and whom products and services are produced?

- All of the listed options
- None of the listed options
- O Market
- Command

00:38:35

4 of 20

Guide: The table below shows a pattern or rule of numbers.

4	6	24
?	10	100
7	13	6

Which of the following fits the same pattern or rule?

~	
	~
-	,

00:38:35

5 of 20

Kindly read and answer the question below and state the right assumptions

If highways were restricted to cars and trucks of business owners with capacity of less than 8 tons, most of the truck traffic would be forced to run outside highways. A reduction in the number of truck traffic would reduce the risk of collisions on highways.

[•] The cars are at greater risk of being involved in collisions than are trucks.

The trucks that are currently running in highway have a capacity of more than 8 tons.

O Most of the roads outside highways are not ready to handle truck traffic
^O The roads outside highway would be as convenient as highway for most drivers of the trucks
00:38:35
6 of 20
The cost price of 100 mangoes is equal to the selling price of 80 mangoes. What is the percentage profit?
 None of the listed options
° ₂₅
° ₂₀
° 30
00:38:35
7 of 20
Last year, Matthew bought two cars. This year, he sold both the cars for \$45,000 each. On one, he earned 25% profit, and on the other, he made a 25% loss. What was his net profit or loss?
C Loss of \$7,500
Profit of \$6,000
C Loss of \$6,000
Profit of \$7,500
00:38:35

8 of 20

Guide: The table below shows a pattern or rule of words.

School	Tables	Board
Airport	?	Trolleys
Home	Bedroom	Kitchen

Which of the following fits the above pattern or rule?

0	Aeropl	lane

Cat

Vulture

Son

O Dog

00:38:35

9 of 20

Musa ships cars into Ghana, Nigeria and Benin republic from the United States of America. The import duty costs are 10%, 25% and 12% respectively for used cars from the three countries and 25%, 40% and 20% for new cars.

Assuming VAT is the same in all three countries and Musa plans to buy a new car lot worth \$100,000 in three months for his business expansion. His current car lot capacity in each country is 50 cars, but he has a credit facility in the USA that allows him to ship as many cars as he wants. Musa has the following options as a strategy to meet his planned target.

A: Import more luxury cars with a huge markup
B: Give discounts such that guarantees sale of at least 10 cars every week.
C: Ship 100 cars for the two months, lease space from his friends at a cost and maintain the standard mark up
Which of the above options is best for Musa?
° С
ОВ
○ A
○ A&C
O A & B
00:38:35
10 of 20
At the current stage of your business or idea, If you get a \$5,000 grant today, what will you do with it?
Register my business, buy the inputs I need for my business and save some for weekly operations.
○ Save the money.
O Invest the grant in a bank and use the interest to start my business
O I will travel to Europe or America to learn more about my business, buy accounting software, employ 1 or 2 more hands business idea

O Buy more stock for my business, build a website for online presence and save some for operations			
00:38:35			
11 of 20			
Guide: The table	below shows a p	attern or rule of words	5.
Water	Crab	Octopus	
Birds	?	Dove	
Home	Bedroom	Kitchen	

Which of the following fits the above pattern or rule?

Aeroplan

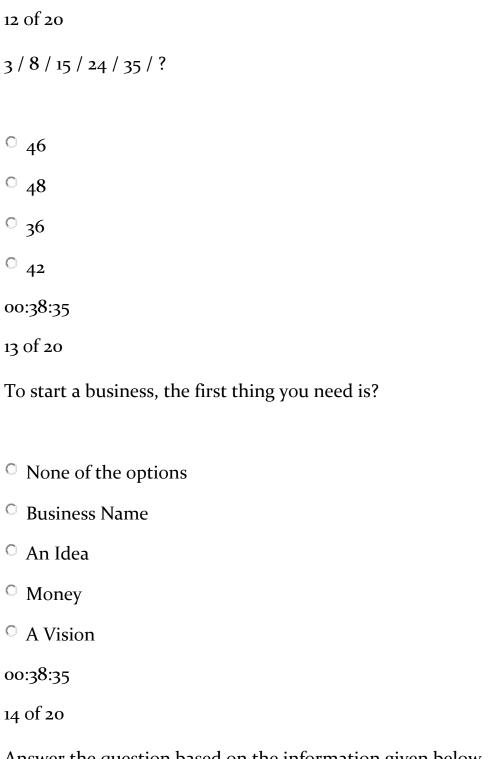
^O Cat

Vulture

○ Son

O Dog

00:38:35



Answer the question based on the information given below.

Many business stores are in buildings that have 2-8 floors. If a building has more than 3 floors, it has a lift. If the above statements are true, which of the following must be true?

0	All floors	may be	reached	by lifts.

Only floors above the 3rd floors have lifts

^O 7th floors have lifts

^O 2nd floors do not have lifts

00:38:35

15 of 20

Guide: The table below shows a pattern or rule of numbers.

3	6	2
5	20	?
7	42	6

Which of the following fits the same pattern or rule?

0 4

0 7

O 10

○ 6

00:38:35

16 of 20

How is profit calculated?

- Sales Expenses
- Monthly Sales * Expenses
- Total Sales Total Expenses
- O Total Sales in one year / Total sales in a month

00:38:35

17 of 20

To start a business, everyone needs 4 things in the following order.

- O Idea, Plan, Money, Partners
- O Partners, Money, Plan, Idea
- O Plan, Idea, Money, Office Space
- O Money, Business Partner, Idea, Plan

00:38:35

18 of 20

Guide: The table below shows a pattern or rule of numbers.

5	10	2
3	21	?
8	40	5

Which of the following fits the same pattern or rule?

0	4
0	7
0	15
0	10
0	6
00	:38:35
19	of 20

Guide: The table below shows a pattern or rule of numbers.

4	6	2
4	10	6
7	13	?

Which of the following fits the same pattern or rule?

O 12

° 7

° 15

0 9

○ 6

00:38:35

20 of 20

What is your greatest reason for becoming an entrepreneur?

○ To fulfil my passion
O Building a legacy
O Make the world a better place
○ To be Financial free
Declaration
Welcome to the 2021 Tony Elumelu Foundation Entrepreneurship Programme Application. Please complete all sections with accurate information. Thank you.
The next set of questions are declaration statements. Please answer with Yes or No Have you applied for the TEFConnect Programme previously?
° yes
° no
If yes, which year(s)?
Have you received seed capital from the TEFConnect Programme in previous cycles?
○ yes
° no
If yes, which year(s)?
Do you have business partners or collaborators who are Alumnus of the Programme?

° yes
° no
Are you a sanctioned person or / a business partner of / or a close relative/ or a friend of a sanctioned person or group? (Sanction Meaning: Punitive or restrictive measures imposed on a country, person or business)
° yes
° no
Do you, your business partner or your company have any direct/indirect dealings involving a sanctioned country or a sanctioned person/group?
° yes
° no
Are you a politically exposed person or a close relative/friend of a politically exposed person? (Political Exposed Person Meaning: one who has held prominent public/political office or publicly shown interest in holding prominent public/political office)
° yes
° no
Have you or your business partner(s) ever been investigated, arrested or penalised for any crime or terrorist related charges?
° yes
° no
Have you or your business partner(s) ever been investigated, arrested or penalized for any terrorist-related charges
° yes

° no
Have you or your business partner(s) ever been investigated, arrested, or penalised for any financial related offence
° yes
° no
Have you or your business partner(s) ever been investigated, arrested or convicted of any crime?
° yes
° no
Are you in business with any TEF staff or staff of any TEF affiliated company (TEF affiliated companies Meaning: includes any company in the Heirs Holdings investment portfolio)?
° yes
° no
Are you a current or previous staff of any TEF affiliated company?
° yes
° no

After submission you will receive a message like this depending on your category

You can receive unsuccessful, Start up, innovator or Disruptor

Dear xxxx,

You have successfully completed the application assessment. Based on your responses, you are in the Disruptor Category of the TEF 2021 Program. This means that you are eligible to go on to the Advanced training segment. Our team would contact you any time after the 31st of March 2021 with details about the training and next steps.

Please be advised that this training does not mean you will receive seed capital as there will be further criteria to qualify for this.

Good Luck as you progress to the next stage.

Welcome on board the TEF Entrepreneurship Program!

Here are general advice as you apply for this year's application.

- 1. Take this application very seriously. Every component of this application counts up to the pitching stage.
- 2. If you have the capacity, go ahead and register your business with the Corporate Affairs Commission (CAC) of your country, even if it is a business idea you have.
- 3. Write a full detailed business plan and a business model canvas for your business or idea; you will need it at the online training stage.
- 4. Go and start the business; don't let it remain an idea before the pitching. You need to have meaningful traction, even for a new idea.
- 5. Have your social media links ready and ensure you post meaningful things that relate to your business on the platform.
- 6. Get all the mentoring you can get along the way.
- 7. Apply with an idea that you have experience because it will be obvious that you have no idea of the business during pitching.

Mentorship

My team will be mentoring very few and serious people that will like to apply for this grant and follow-through the process to the pitching stage.

For Enquiries on how my team can Mentor you Call or WhatsApp us on any of the Following Numbers +2348076359735 or +2348105636015 Or send email to dayohub@gmail.com

Please Note:

Every component of this programme is free. That is the reason you are getting this e-book free of charge.

Here is a disclaimer from the foundation



Disclaimer

The Tony Elumelu Foundation (TEF) has not authorised any individual or group of individuals to charge any fee for applications into its Entrepreneurship Programme.

Do not pay any fee to apply for the Tony Elumelu Foundation Entrepreneurship Programme

If you need help, you can visit our website www.tonyelumelufoundation.org to learn more about the programme or reach out to TEF directly via enquiries@tonyelumelufoundation.org.

BONUS

How to Make 2021 Your Best Year Ever.



How to Make 2021 Your Best Year Ever.

Happy New Year!

Long Post Alert.

Contents

- 1. How to make the year your best Year ever
- 2. Digital Knowledge Infrastructure
- 3. Traveling Knowledge Infrastructure
- 4. Grants/Loan/Fund Raising Knowledge Infrastructure
- 5. Traveling Knowledge Infrastructure
- 6. Business Opportunity Knowledge Infrastructure
- 7. Network Marketing Knowledge Infrastructure:
- 8. Student Entrepreneurship Knowledge Infrastructure
- 9. mentoring WhatsApp group for 1 year
- 10. Tony Elumelu Foundation \$5000 grant for 2021.

The year 2021 is a great year the Lord has made. He has granted us the opportunity to be among the living. It is only the living that can praise the Lord.

So, in your own way, praise your maker. The one that has not said time up for you!

Today's focus is on how to make 2021 your best year ever.

Before we continue, how was your year 2020?

I know it is a year that was characterized by a lot of bad occurrences like the Covid-19, Lockdown, EndSars, Recession, etc. But for you personally, how has it been. Did you allow the lockdown to lockdown your destiny, or you allowed it to bring out the best in you?

From our end, we developed our bestselling product currently during the lockdown. So, I can categorically say the lockdown worked for our good. If the year 2020 has affected you badly, then 2021 will definitely be different. And that is why I am sharing with you now.

My first point of discussion is about your desire.

What do you desire?

What do you see yourself achieving in this new year, all things being equal?

Take a sheet of paper now and take 10 mins to answer this question.

1. Write out your top ten desires for 2021

- That can make 2021 the greatest year.
- That defines a super successful year.
- That represents total transformation.
- That could place you among the top ten in your field, family, or place of work.
- It could be a position, money, accomplishment, spirituality, trip to a distant land, marriage, etc.
- It could be health-related, new business, educational, charity cause, relationship, etc.

- 1. Out of this top 10, tick the top 5, then pick just one most important Goal. It is called the Umbrella Goal. In such a way that accomplishing that one makes the other 9 easier.
- 2. Create images depicting your umbrella goals, and write why of the goals and how it feels like whey you achieve the goal.
- 3. Create a vision board: It is putting your desires in the picture form and collate them and position them where you can see them. Click here to learn how to create a vision board. Or Check here to learn how to create a digital Vision Board.
- 4. Write out affirmations, confessions, and declarations and use them daily.
- 5. Make a list of 300 desires. Add more as you read, walk, interact, and dwell more on your desires.
- 6. Work hard on yourself and keep at your goals and upgrade your goals.

Note that all the above strategies were extracted from my Billionaire Mentor, Dr. Abib Olamitoye, mentoring Session at 100/10 Academy.

Watch <u>his presentation on how to build wealth</u> at the Youth Empowerment Summit 2020, organized by Dayo Adetiloye Empowerment and Development Initiative (DAEDI).

What to Invest on, to Have a Wonderful and Impactful Year 2021.

1. <u>Digital Knowledge Infrastructure</u>

- 1. Get a functioning internet-enabled phone and a good laptop.
- 2. Get access to monthly unlimited internet access.

The above two are the bedrock to new economy accessibility. For young people between 18-40 years, you must learn how to make money online by selling products and services, and I will be making some recommendations very soon. If you are unemployed or you are self-employed or just lost your job, please take all the recommendations seriously.

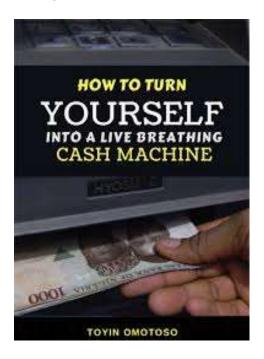
Most information that will transform your life this year will be in Video format. Some people use to tell me they don't have enough data to watch them. That mindset has to change in 2021.

Recommendation 1:

If you will like to Make Money Online and you will like to Turn Yourself into a Live Breathing Cash Machine. I will recommend the book of Toyin Omotoso, the founder of Expertnaire.

The price is N₅,000.

Click <u>Here</u> to use my affiliate link to <u>buy it.</u> <u>https://expertnaire.com/manager/product/6752754464/5998021726</u>



Turn Yourself into a Live Breathing Cash Machine

Recommendation 2:

If you will like to make money online. The easiest is to develop products yourself or sell other people's products. To sell other people's products, I recommend the platform called Expertnaire. We have over 40 high-value online products you can sell on the platform with great commission. To register as an affiliate is N10,000 per year.

Click my affiliate link to register and join the expertnaire now!

If you join this affiliate system through my link. Then chat me up on o8o6o77920 so that I can add you to my WhatsApp group to share some small coaching with you.



Importance of Digital Knowledge Infrastructure

The difference between the person you are now and the person you will become by the end of 2021 is the knowledge you have. There are mechanical engineering graduates that cannot bring down the engine of a car and fix it back. Having requisite skill in your field or anything you want to do is of utmost importance.

I will continue the recommendation of the field and the requisite knowledge you need to get.

Recommendation 3:

If you will like to learn how to make money online in 2021. Take time to watch this Free video by the CEO of Expertnaire, where he shares his insight on 72 income Generator.

"If You Lock Me In A Hut For 7 Days, And All I Have Is A Laptop, Internet And ATM Card...

This Is Exactly What I Will Do To Start Making At Least N₇₅oK A Month...Even If The Economy Went To The Dogs."

Take time to watch this video.

At the end of the video, he introduced his award-winning Course titled: 72 Income Generator Price N40,000.

You can use my affiliate link to register for the Course.

https://expertnaire.com/manager/product/6752754464/6665844856



72IG Implementation Program – New Class - Expertnaire

2. <u>Grants/Loan/Fund Raising Knowledge Infrastructure</u>

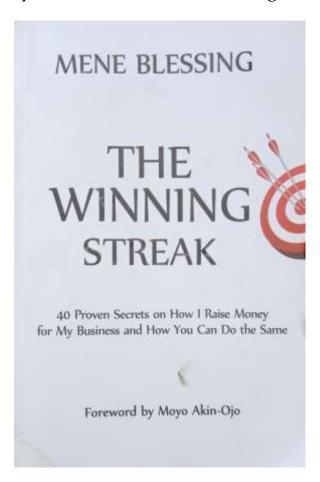
In 2020, my organization got survival grant payroll for staff. We got facebook grant, we have won quite other grants and recognitions in the past. Here are the steps I recommend to win grants in 2021. In fact, there will be a lot of new grants you can access in 2021.

1. Have a registered business with the Corporate Affairs Commission.

- 2. Open a functional bank account for it.
- 3. Start your business with what you have.
- 4. Come up with a detailed business plan for it. You can get our already written business plan for N10,000 flat instead of N20,000. Click here to check out our over 100 business plans and place your order.
- 5. Look for grant opportunities. Check the following websites for updates on grant opportunities <u>opportunitiesforafrican.com</u>, <u>www.opportunitydesk.org</u>.

Recommendation 4:

If you want to access grants in the year 2021 and you need knowledge on that. I strongly recommend my mentor's book, Mene Blessing. Price N3,000.



Mene Blessing's book on Fundraising and winning any grant or global opportunity. Follow the secrets inside the book, and thank me later. The title of the book is Winning Streak.

Click this link to read more and buy

You can chat me on o8o6o779290 to buy the book from anywhere in Nigeria, and it will be delivered to you. But you will have to pay the delivery cost, or you come to my office in Lagos to pick it up. Chat me up to get the office Address. Also, watch my video on how to access Grants; I shared some secrets from Mene blessing book in the video https://youtu.be/CfP1ot6EpAU

Recommendation 5:

Learn how to write a business plan and make money from it and win all the grants. Here is my own course for it. You know this is my area, and I have over 7 years' experience in it. I have shared all the secrets I have used over the years in this course. You will know how to write a bankable business plan if you take this course.

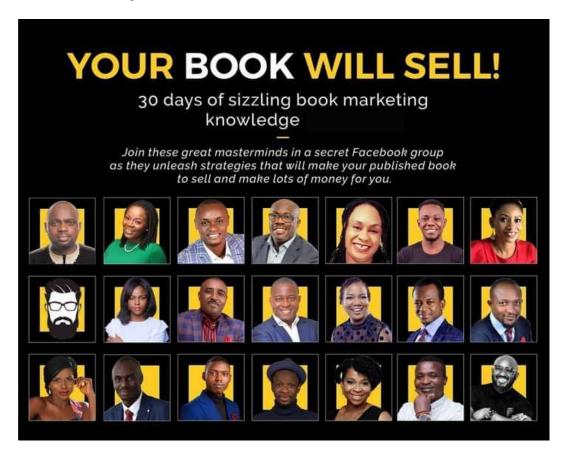


The price is N10,000.

Click <u>here</u> to buy now <u>https://www.dayoadetiloye.com/bpp/</u> screenshot.

Recommendation 6:

If you are an author or you want to write your first book in the year 2021. You need this industry knowledge put together by 30 facilitators; click this link to use my affiliate link to buy it.



https://learn.emekanobis.com/courses/your-book-will-sell-1323d?ref=bd49fe49

The price is N50,000, but there is a promo of N20,000 ongoing.

Recommendation 7:

If you have a YouTube channel as I do and you want to monetize it in 2021. The best knowledge you can get is from Dr. Malik Haruna King. That has over 100,000 subscribers and makes a lot of money in \$ dollars.





The video Course he created on it is N30,000.

Click <u>on this link</u>, <u>watch his free Video</u> on it, and to buy the course through my affiliate link <u>https://expertnaire.com/manager/product/6752754464/6772786310</u>

3. Traveling Knowledge Infrastructure

In 2021, traveling to a new country should be one of your targets or goal, and you need to prepare for it. A lot of us want to relocate, and we have no clue how to achieve that.

First, go and get an international passport, that is for people that did not have one. Set it as a goal this year. That is the starting point of your traveling.

Last year, I had my 1st international traveling to the United Arab Emirates. I went to Dubai on a special MBA Executive Programme by the Metropolitan School of business in the UK.

Let me give you some recommendations.

Recommendation 8:

Canada visa guide in 3 months. How to legally relocate to Canada within 3-6 months using an untapped visa route in 2021. Price N20,000.

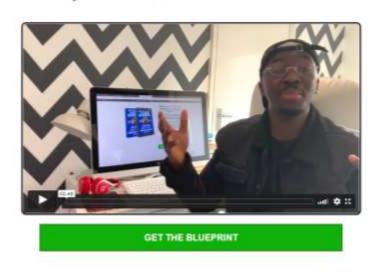


Click my <u>affiliate link to buy it</u>. The product owner is Daniel Damilola. Watch the Free Video he did on it.

Recommendation 9:

3 Years UK Visa Blueprint N20,000. How to get a 5 years Uk Visa without any sponsor, finances, or job offer. By Daniel Damilola

New Blueprint Reveals Step By Step: How to Get a 5 Years UK Visa Without Any Sponsor, Finances or Job Offer



Click my affiliate link to buy it. You can watch his free video on it here.

4. Business Opportunity Knowledge Infrastructure

I will share with you 2 good opportunities that I have tested for 2 good years. This year 2021, will be the 3rd year. These opportunities have become a major part of my income.

A. Recharge and get Paid:



To introduce this business to you, I have this question, how much did you make from your airtime and data expenditure in the year 2020? What about TV subscription and PHCN bill payment? Recharge and get paid gives you the opportunity to make passive income.

It was a major part of my income in 2020. 2021 will even be better. To learn about this business, click the link below to study a full presentation https://www.dayoadetiloye.com/how-to-turn-your-phone-to-an-asset-through-recharge-and-get-paid-business-with-just-n5000/





This is a business opportunity recommended for entrepreneurs and anybody that is ready to change their financial life. It is a health and wellness-based product. <u>Click the link below</u> to read more on how to become a <u>Norland distributor https://www.dayoadetiloye.com/norland-seminar-presentation/</u>

Recommendation 10:

Blog cash university by Joe Okoro. You will learn how to create a 7-figure blogging platform that generates sales and grows your business. Price N₃0,000.

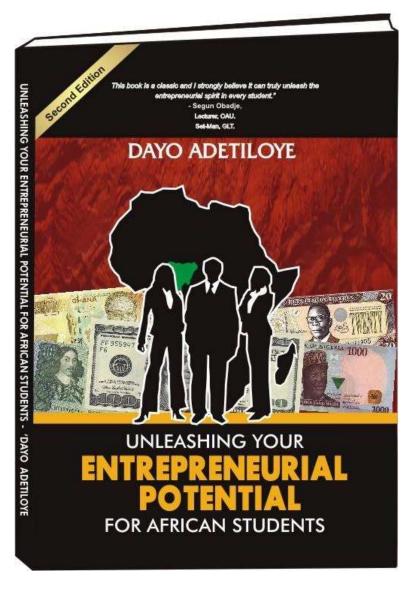




Click here to use my affiliate link to buy it. Watch a free video on it here.

5. Student Entrepreneurship Knowledge Infrastructure

If you are a student and you have not read my book titled: Unleashing Your Potential for African student, then this is for you.



Now, you don't have to graduate into unemployment!

The book is N1000; click here to buy and download immediately
https://www.dayoadetiloye.com/unleash/. It is also a good read for adults.

6. Network Marketing Knowledge Infrastructure:

If you are into any network market business and you have not gone through my **3oDays MLM Transformational Coaching programme**. Set it as a target to do it this year. Price N20,000. Check details on the fliers. Or you chat me on 08060779290.



7. **Join my mentoring WhatsApp group for 1 year:** Here, we share information, motivation, and one on one interaction. To join, you order for the replay and PowerPoint presentation of our **Empowerment Summit Replay where 18 speakers shared on Building massive Impact, influence and Income post covid.** Price **N5,000**. Once you have it, then we will add you to the Mentoring WhatsApp group.



To make payment for the replay of the empowerment Summit, Call or whatsapp o8o6o779290 for the account details.

Send the following information:

Your name, phone no, email address, Location, Sex, Bank paid to, amount, and Empowerment Summit Replay, send via text message or WhatsApp on me on **o8o6o77929o** or reply to this email.

It Will be delivered, and you will access the link to join the WhatsApp group in less than 24hrs.

⚠ DISCLOSURE: This article contains affiliate links, which means that if you click on any of the recommended product links and buy them, I'll receive a small commission from the product owner. This helps support the work we do here and allows us to continue to sustain the work we do here and make quality articles like this. Thank you for your support!

In conclusion,

2021 will be the best year ever if you know how to translate your desire, dreams, and goals into reality. And the only way to translate is action. Action is the blood of every vision. So, what do you want to achieve?

Enroll for that course now!

Apply for that Masters or PhD programme now!

Start the business Now!

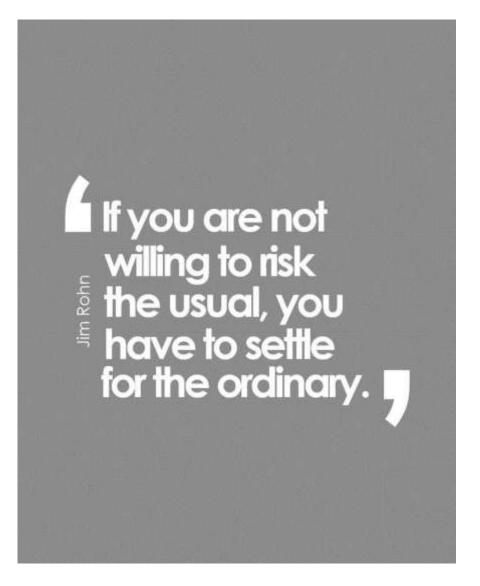
Propose to that lady now!

Start the marriage plans now!

Start that blog now!

Start whatever you plan and get going. !

Good luck!



Till I hear from you,

Stay Safe,

Keep succeeding!

In 2021

"What is important is not the ability to dream but how you translate the dream into reality."

References

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