If you wish to achieve worthwhile things in your personal and career life, you must become a worthwhile person in your own self-development.

Brian Tracy
According to the World Bank, there are more than 500 million economically active poor individuals in the world operating microenterprises and small businesses, and most of them do not have access to financial services. One of the ways by which their demand for financial services has been met is through the provisions of microcredit. The microfinance industry has been very successful in helping the poor to obtain necessary financial resources for entrepreneurship purposes, as the support for such activities is perceived to reduce poverty and empower certain segments of the population. However, there are still a vast number of poor individuals who have not been able to benefit from this financial assistance, which clearly points out the need for the microfinance industry to grow and become more sustainable.

The course is designed to help participants learn about sustainable microfinance in terms of principles and good practices as they are applied by worldwide institutions today. It provides a comprehensive overview of the microeconomic fundamentals and how microfinance activities are implemented, evaluated, and managed. It will also help individuals gain greater insight into microfinance practices. This program is therefore designed to enhance the collective capabilities of institutions by building individuals’ knowledge and skills and so equipping them to achieve corporate goals. It would enable microfinance managers to develop the technical and practical skills necessary to improve their productivity and consequently the performance of their organisations.

It is tailor made for the microfinance industry and has been designed to address peculiarities and specific needs of the industry.

At the end of the course, the participants should be able to:

- Describe the concept and principles of microfinance;
- Identify issues that hinder the success of microfinance;
- Appraise the state of microfinance in their respective country; and
- Recommend positive approaches that will facilitate the poor’s access to financial services.

**Modules**

- Module 1: Changing face of microfinance;
- Module 2: Product development for MFIs;
- Module 3: Financial analysis for microfinance practitioners;
- Module 4: Risk management.

**Fees and Expenses:**

- Nigeria Delegates: 120,000 Naira per delegate - payment to local representative of the Microfinance Association in Nigeria.
- Other delegates: $750

**Registration Deadline**

29 February, 2016
FINANCIAL ANALYSIS FOR MICROFINANCE PRACTITIONERS

14 -18 March 2016
5 days Training
Nairobi
Kenya

The Course
This one week training course for MFIs will provide participants with an understanding of the different tools used by MFIs, what they mean, and how they can be used to keep track of an institution’s financial performance over time.

Participants would also learn how to format financial statements for decision making, adjust for inflation and subsidies, measure portfolio quality, asset/liability management, efficiency, and productivity.

Key topics of the training include:
- Framework for evaluating microfinance banks;
- Country risk assessment;
- Industry risk;
- Bank specific – ownership and support levels;
- Analysing non-financial information;
- Risk faced by MFIs;
- Non-performing loan;
- Review of profit and loss accounts;
- Ratio analysis and the importance;
- Gap analysis.

Who should attend?
Regulatory officers, potential social investors, senior managers in MFIs, senior managers in NGO’s, senior managers in socially responsible investment firms, independent practitioners, consulting firms, central bank officials, donor agencies, change management consulting organizations, private equity firms, microfinance and microcredit practitioners.

Cost
- $1500 (per delegate)
- This is tuition only, and does not include accommodation
- Book early as last year’s programme was oversubscribed.

Registration Deadline
29 February, 2016

Finance for Microfinance Managers in Sub-Saharan Africa

27 June – 1 July 2016
5 Days Training
Accra
Ghana

The Course
This one week training course for MFIs will provide participants with an understanding of the different tools used by MFIs, what they mean, and how they can be used to keep track of an institution’s financial performance over time.

The first part of the program will examine delinquency issues that affect the performance of MFIs, while the second part will look into the risk management issues that could impact the performance of institutions.

The topics to cover for the programs include:
- Understand delinquencies;
- Causes of delinquencies;
- Cost of delinquencies;
- Monitoring of loan portfolio;
- Measurement of delinquencies;
- Incentives to control and measures to avoid delinquencies;
- Case study;
- Portfolio management;
- Warning signs;
- Risk assessment;
- Importance of pro-active risk management;
- Dimensions and measurement of risk;
- Determining overall strategy;
- Some tools and techniques to support decision making and risk management;

Cost
- $1500 (per delegate)
- This is tuition only, and does not include accommodation
- Book early as last year’s programme was oversubscribed

Registration Deadline
10 June 2016
FINANCIAL ANALYSIS FOR MICROFINANCE PRACTITIONERS

25 -29 July 2016
5 days Training
Amman, Jordan
(DELIVERED IN ARABIC ONLY)

The Course
This one week training course for MFIs will provide participants with an understanding of the different tools used by MFIs, what they mean, and how they can be used to keep track of an institution's financial performance over time.

Participants would also learn how to format financial statements for decision making, adjust for inflation and subsidies, measure portfolio quality, asset/liability management, efficiency, and productivity.

Key topics of the training include:
- Framework for evaluating microfinance banks;
- Country risk assessment;
- Industry risk;
- Bank specific – ownership and support levels;
- Analysing non-financial information;
- Risk faced by MFIs;
- Non-performing loan;
- Review of profit and loss accounts;
- Ratio analysis and the importance;
- Gap analysis.

Who should attend: Regulatory officers, potential social investors, senior managers in MFIs, senior managers in NGO’s, senior managers in socially responsible investment firms, independent practitioners, consulting firms, central bank officials, donor agencies, change management consulting organizations, private equity firms, microfinance and microcredit practitioners.

Cost
- $2500 (per delegate)
- This is tuition only, and does not include accommodation

Registration Deadline
8 July 2016

ADVANCED FINANCIAL ANALYSIS FOR MICROFINANCE PRACTITIONERS

19 – 23 September 2016
5 days Training
London, United Kingdom

The Course
This one week training course for MFIs will provide participants with an analytical framework and practical tools to analyse and exploit information about profitability and risk in financial statements.

The program consists of the following two integrated parts:

Financial Statement Information
Enhance your understanding of the accounting information contained in company annual reports (balance sheets, income statements, statements of cash flows, and related footnotes and disclosures). This section provides the foundation of financial statement analysis and valuation. We will examine the many value relevant pieces of information that financial statements contain, as well as the accounting choices managers make in light of their business strategy, contractual constraints and incentives, and GAAP.

Analysis
Deepen your ability to analyse how financial statement information captures and reflects the critical factors of risk and success in the competitive environment and strategy of firms. Here we will introduce you to a variety of advanced practical tools that allow you to obtain much more information out of a set of financial statements, enabling you to better assess a firm's profitability and risk.

Who should attend: Regulatory officers, potential social investors, senior managers in MFIs, senior managers in NGO’s, senior managers in socially responsible investment firms, independent practitioners, consulting firms, central bank officials, donor agencies, change management consulting organizations, private equity firms, microfinance and microcredit practitioners.

Cost
- £3000 (this includes accommodation for five days)

Delegates that need an entry visa into the United Kingdom would normally need about 3 - 4 weeks processing time. The Microfinance Association can assist you on this.

Registration Deadline
2 September 2016
The Strategic Management programme is an executive education program aimed at providing high-level management and leadership training to those shaping the microfinance industry, including CEOs of leading microfinance institutions and executives of mainstream banks entering the microfinance market.

This course focuses on some of the important current issues in strategic management. It will concentrate on modern analytical approaches, and on enduring successful strategic practices. It is consciously designed with a technological and global outlook since this orientation in many ways highlights the significant emerging trends in strategic management.

The program will address fundamental challenges of doing business at the low-income segment of the financial sector, including:

- Succeeding in highly competitive financial sectors
- Balancing a social focus in a commercial setting
- Reaching new business segments
- Evolving products and delivery channels
- Competitive Dynamics
- Putting it All Together
- Corporate Strategy - The Core Concepts
- Corporate Philosophy and Culture
- General Principles of Organization Design

These topics will be explored in ways that are relevant not only for financial services providers, but also investors and regulators who are interested in helping to expand financial inclusion. Participants will learn primarily through the case method approach.

Cost

- £3000 (this includes accommodation for five days)

Delegates that need an entry visa into the United Kingdom would normally need about 3-4 weeks processing time. The Microfinance Association can assist you on this.

Registration Deadline

25 November 2016