

MAKING THE MOST OF YOUR OPPORTUNITIES



DELTA STATE



A Presentation
By
AFAM OBIAGO

MAKING THE MOST OF YOUR OPPORTUNITIES IN THE YOUTH AGRICULTURAL ENTREPRENEURS PROGRAMME (YAGEP) AND SKILLS TRAINING AND ENTREPRENEURSHIP PROGRAMME (STEP)

BY AFAM OBIAGO, TO PARTICIPANTS OF THE ORIENTATION PROGRAMME FOR THE ABOVE PROGRAMMES

- The operative word here is “**Opportunity**”. Recall that opportunity is defined as, a time when a particular situation makes it possible to do or achieve.
- The time for you all is now and the situation is in the **S.M.A.R.T** agenda of His Excellency Sen. Dr. Arthur Ifeanyi Okowa, the Governor of Delta State.
- What we intend to “**DO**” or **Achieve** is prosperity for all Deltans using the **YAGEP** and **STEP** strategies as a road map.
- Before going into details, let us look at the following statistics.
- The National unemployment figure in 2007 was 12.7%, in 2010 it was 21% and 2014 it had further increased to 34% for youth unemployment according to International Labour Organisation (ILO).
- We shall illustrate by participatory class demonstration what this means.

- National Bureau of Statistics says that 1.8m people enter the job market yearly, whereas the Nigerian economy has capacity to absorb 1.4m leaving a balance of 400,000 persons on a year on year basis.
- On poverty which is also a fall out from unemployment, the Delta State vision 20-2020 document (2010) states that the population of Deltans living in relative poverty increased from 33.9% to 56.1% between 2007 – 2009.
- In 2012 the National Bureau of Statistics (2012) estimated that about 70% of the State population lived in relative poverty by the year 2010, thus indicating a whopping increasing trend.

JOB AND WEALTH CREATION AND THE SMART AGENDA

- In relation to the SMART Agenda, the job and wealth creation schemes are aimed at:
 1. Creating jobs and wealth
 2. Diversify the economy of the State through the development of non-oil sector.
 3. Engaging youths in productive enterprises
 4. Nurturing entrepreneurs and leaders
 5. Promoting communal peace and security

- YAGEP involves the training and development of youth entrepreneurs in agriculture and agro-business and help them to establish their own enterprises. The scheme is part of the Administration's plan to curb youth unemployment and develop the agricultural economy of the State for wealth creation. Graduates of the scheme will be branded and promoted as YAGEPreneurs.
- In the same vein, STEP encompasses the training of youths in different skills/trade and helping them to establish their own enterprises for self employment and employers of labour. Graduates of the programme will be branded and promoted as STEPpreneurs.

SELECTION PROCESS, TRAINING AND MONITORING

- The selection of participants was through a rigorous process of application, screening, short-listing, interview and cut off points based on merit. This was to ensure that only interested, willing, passionate and committed youths who want to be entrepreneurs are included.
- In order to achieve ownership and sustainability, participants were allowed to make their choice of skill, trade or enterprise.
- As you must have experienced during your week long training. You have been exposed to theoretical instructions and hands on experience by entrepreneurs in different fields of endeavour.
- On successful completion of your training, participants will be provided with in-kind, start up capital (starter packs) corresponding to the enterprise, skill or trade of your choice.

- In order to facilitate the success of your various enterprises, a close monitoring and proactive mentoring will assist your enterprise to grow. A mobile business counselling clinic for detection and prompt resolution of business challenges has been put in place to avert business failures. Your enterprises will enjoy a web based (on-line) social networking and peer motivation amongst participants.

MAKE THE MOST OF THE YAGEP AND STEP OPPORTUNITIES

UNDER YAGEP

1. Training at cost to Government, and participants established in their choice agricultural enterprise, including poultry, piggery, fishery and crop production.
2. Participants are supported to establish and run their own enterprises through the provision of starter packs which in the case of livestock enterprises includes livestock houses, operating facilities amenities and inputs.
3. During enterprise gestation period participants receive stipends and working capital to purchase inputs and/or working materials on an on going basis.

STEP

1. Designed to establish unemployed youths in their preferred skills or trade, for job and wealth creation.
 2. Three phase training plan starting with life skills and orientation course, vocational skills training capped with business and entrepreneurship training.
- To show government's seriousness with these programmes, the Office of the Chief Job Creation Officer is under the Governor's office and reports to the Governor accordingly.
 - The office works in collaboration with the relevant Ministries, Departments and Agencies of Government.
 - Evidently, the programme for which you are the lucky would be beneficiaries is a highly prioritized one by the current Government of His Excellency Senator (Dr) Arthur Ifeanyi Okowa.

CONCLUSION

- You will all recall that we started our talk session with the definition of opportunity. Now we note the following opportunities;
 - (a) Full and sustainable employment
 - (b) Exclusion from number of poor people in Delta State with its attendant benefits.
 - (c) Restoration and increase of self worth and esteem.
 - (d) Contribution to the growth of Delta State.
 - (e) Skill worker/entrepreneur from training offered by Delta State Government.
 - (f) Employers of labour and business owners.

HOW DO WE SHOW OUR GRATITUDE

- Making the best use of the opportunities offered by this programme.

-Also remember that many are called but few are chosen as the first batch of the noble programe.

Thank you.

Introduction/Course Objectives

Introduction/Objectives:

In school, you see some very brilliant students reseat exams that they ought to have passed. The reason they failed was because they were not adequately prepared. Likewise, there are several people who go through life and fail ultimately because they did not know how to pass life's examinations. This workshop is designed to equip you with the skills to pass in life and become very successful.

The Big Question

HOW DO MEN ACHIEVE GREATNESS IN LIFE?

Answer

THEY DECIDE

Quotes

“To succeed, your desire for success should be greater than your fear of failure.”

- Bill Cosby

“Every man is created with potentials to be great. But not every man will become great.”

- Festus Eligbo-Biokoro

Steps to Greatness: Power of Decision

- The key to changing your life is to first make a decision to succeed in life
- Every great accomplishments you see in the world today came through men and women who made conscious decisions to pursue their dreams
- Mandino calls it “ The secret of choice,” Les Brown calls it “ The dynamics of decision,” Anthony Robbins says, “Your destiny is determined by your decisions,”

Steps to Greatness: Power of Decision (Cont)

Case Study:

- A young man took a decision to resign from employment to pursue a dream in speaking and motivational talk
- His co-workers told him he was crazy!
- They laughed at him because his only car was on its last leg and he had only \$200 to his name.
- He must be insane to give up a good government job to be a speaker, He'll be back!
- Well they were right! He went back! But as a consultant, driving a Mercedes-Benz....Making about eight times as much as when he left.

Steps to Greatness: Power of Decision (Cont)

Case Study: Aik-Imuokuede

Aik-Imuokuede is one of the co-founder of Access Bank and pioneer Managing Director. He told the story of how he got to the airport when he was aged 10 on the way back from school in Kaduna and could not get on the plane. Even though he had arrived early at the airport, he was left on the tarmac. He said he took a decision from that day never to remain on the tarmac again in his life. That decision propelled him constantly seek to achieve excellence and made him rise quickly in his banking career.

" THE ESTABLISHMENT OF
A CLEAR AND CENTRAL
PURPOSE OR GOAL IN LIFE
IS THE STARTING POINT OF
ALL SUCCESS." -- BRIAN
TRACY (speaker, Author)



Steps to Greatness: Pursuit of Vision

- A man without a clear vision for his or her life is like a vehicle on a trip without destination.
- **What is Vision:** Vision is a map of ones intentions. A written picture or blueprints of ones journey to greatness.
- Though it may take sometime, and some reworking, but must surely come to pass if pursued vigorously.

Steps to Greatness: Pursuit of Vision (Cont)

When you look through the annals of history, you would see that every great accomplishment, every outstanding achievement came about because someone was willing to go after that which was considered to be impossible!

Whether it be inventors like Thomas Edison, Henry Ford, Alexander Graham Bell. Or social reformers like Martin Luther King, Jr., Nelson Mandela, or Business Leaders like Bill Gates, Richard Brandson, Aliko Dangote, Chief Gabriel Igbenidion etc, who did what others thought was impossible.

See it, believe it and achieve it

Case study: The Wright brothers

The Wright brothers, Orville and Wilbur were two American brothers, inventors, and aviation pioneers who were credited with inventing and building the world's first successful airplane and making the first controlled, powered and sustained heavier-than-air human flight, on December 17, 1903. They gained the mechanical skills essential for their success by working for years in their shop with printing presses, bicycles, motors, and other machinery. Their work with bicycles in particular influenced their belief that an unstable vehicle like a flying machine could be controlled and balanced with practice in the air.

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See it, believe it and achieve it

Case study: Lyndon B. Johnson

In 1939 the 28year old Lyndon B. Johnson was faced with a dilemma. The man that occupied the Texas congressional seat in his constituency had suddenly died. A Texas congressional seat generally becomes vacant every ten to twenty years. Johnson had the dream to be in congress by the time he was thirty. But he was very young and unknown that time. If he contested the seat, he would be faced by political heavyweights whom voters heavily favoured. Why try something that would end in failure? Johnson considered all and decided to run. He campaigned intensely, visiting every districts, village and town, shaking the hands of some of the poorest. He worked very hard such that by the time the race was over Johnson was hospitalized for exhaustion, but had won the race in a major upset in America's political history.

See it, believe it and achieve it

Case study: Abraham Lincoln

One of the most striking stories of determination to succeed in the face of overwhelming challenges that I have ever heard is that of **Abraham Lincoln**.

Failed at 22 in business

Ran for legislature 1yr later and lost

At 24, he experienced another business failure

At 26, suffered nervous breakdown

At 29, lost another political race

At 37, made another unsuccessful run for congress

At 46, he lost his bid for the senate

At 49, defeated for the senate again

At 51, elected President

Never Give Up Your Vision

Case Study: Jim Ovia – Founder of Zenith Bank

Jim Ovia used to work at IMB Bank in the 80s, people who knew him back then said he would tell anyone that cared to listen that he will one day own a bank. Nobody took him seriously at that time, but today he is the proud owner of one Nigeria's most successful Banks - Zenith.

Case Study: Walt Disney World Simulator Project

At the commissioning ceremony of Walt Disney's World Simulator project, one of the officials made a remark that it's unfortunate that Walt Disney is not alive to see the completion of the project. When Walt Disney's wife came on stage, she said Disney already saw the completion of the project long ago and that it was what he saw that was being commissioned.

" THERE IS A DRIVING
FORCE THAT GOES WITH
THE PURSUIT OF VISION
THAT CREATES
OPPORTUNITIES ALONG
THE LINE." – FESTUS



ELIGBO-BIOKORO

Some Basic Tips:

Identify Ways to earn and Save Money



The rule to saving is “*Live below your means.*”

In other words, *do not spend every penny you make.*



Other Tips....3

Tips on things not to borrow for such as:

Never borrow to repay debt

Never borrow to buy a gift

Never borrow to finance for comfort & pleasure e.g. clothes, drinks etc

Never borrow to finance uncompleted projects that will not yield any income

Never borrow to finance items that cannot be used to generate income



Other Tips....4

Tips on Investment Management Decision:

When making profit, increase the activities that lead to profit

When making losses, stop the activities that lead to losses completely

Always direct resources and energies to profitable ventures

Never borrow to finance items that cannot be used to generate income



Employability(Soft) Skills

- Research done a few years ago by Dale Carnegie Institute of Technology revealed that about 15 percent of one's success is due to one's technical knowledge and about 85 percent is due to skill in human engineering -to personality and the ability to lead and connect with people.

All employability
skills are equal
but some can be
more equal than
others.



Attitude

“Your attitude determines your altitude”

Definitions - Attitude

...a hypothetical construct that represents an individual's degree of like or dislike for something.

The Wikipedia dictionary

...represents a predisposition to respond in a favorable or unfavorable way to persons or objects in one's environment.

Some attitudes....1



Why does attitude affect our performance?

**The attitude determines
how much of ourselves
we put into the venture
or activity.**

Some Key attitudes that affect efficiency....1

**Optimism/
Pessimism**

Expectations

Reactions

Energy levels



Some Key attitudes that affect efficiency....2



THINK OF BEING THE BEST

- **“Make each day happy for yourself by interacting with people with purpose. Banish gloomy and despondent feelings from your minds and disallow them from appearing on your faces. Let the spirit to succeed be dominant in all your actions!”**

Some Key attitudes that affect efficiency....3

**Can do –Cannot
do mentality**

**“If you think you
can, if you think
you can’t, you
are right”**

--Henry Ford

Key point: Attitude

...represents a predisposition to respond in a favorable or unfavorable way to persons or objects in one's environment.

Key point: Make a difference

- Dare to make a positive difference.
- Dare to become significant
- Success is a journey – not a destination
- Excellence is not an art, it's a habit
- Failure is an event not a person
- Destiny is not a thing to be waited for, it's a thing to be achieved – William Bryan
 - Morel International Consultants



Team Work Skills



Team Work Skills

“Dealing with people is probably the biggest problem you face in an organization.”

TEAMWORK

Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results. - Andrew Carnegie



**“Teamwork is
what makes the
Team work”**

--- Anonymous



TEAMWORK ... BETTER FOR ALL



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1 of Capsule 3

Human Relations Skills to Master

- Be nice to people
- Connect with people
- Don't condemn, But point out Mistakes
- Master Peoples Names
- Always Smile

What It Takes to Be a Team Player

- The HSE Manager for an engineering company, had as one of his responsibilities to see that employees wear their helmet whenever they are on the job in the field. He reported that whenever he came across workers who were not wearing helmet, he would tell them with a lot of authority of the regulation and that they must comply. As a result he would get sullen acceptance, and often after he left, the workers would remove the hats. He decided to try a different approach. The next time he found some of the workers not wearing their helmet, he asked if the hats were uncomfortable or did not fit properly. Then he reminded the men in a pleasant tone of voice that the hat was designed to protect them from injury and suggested that it always be worn on the job. The result was increased compliance with the regulation with no resentment or emotional upset.

Performance Management

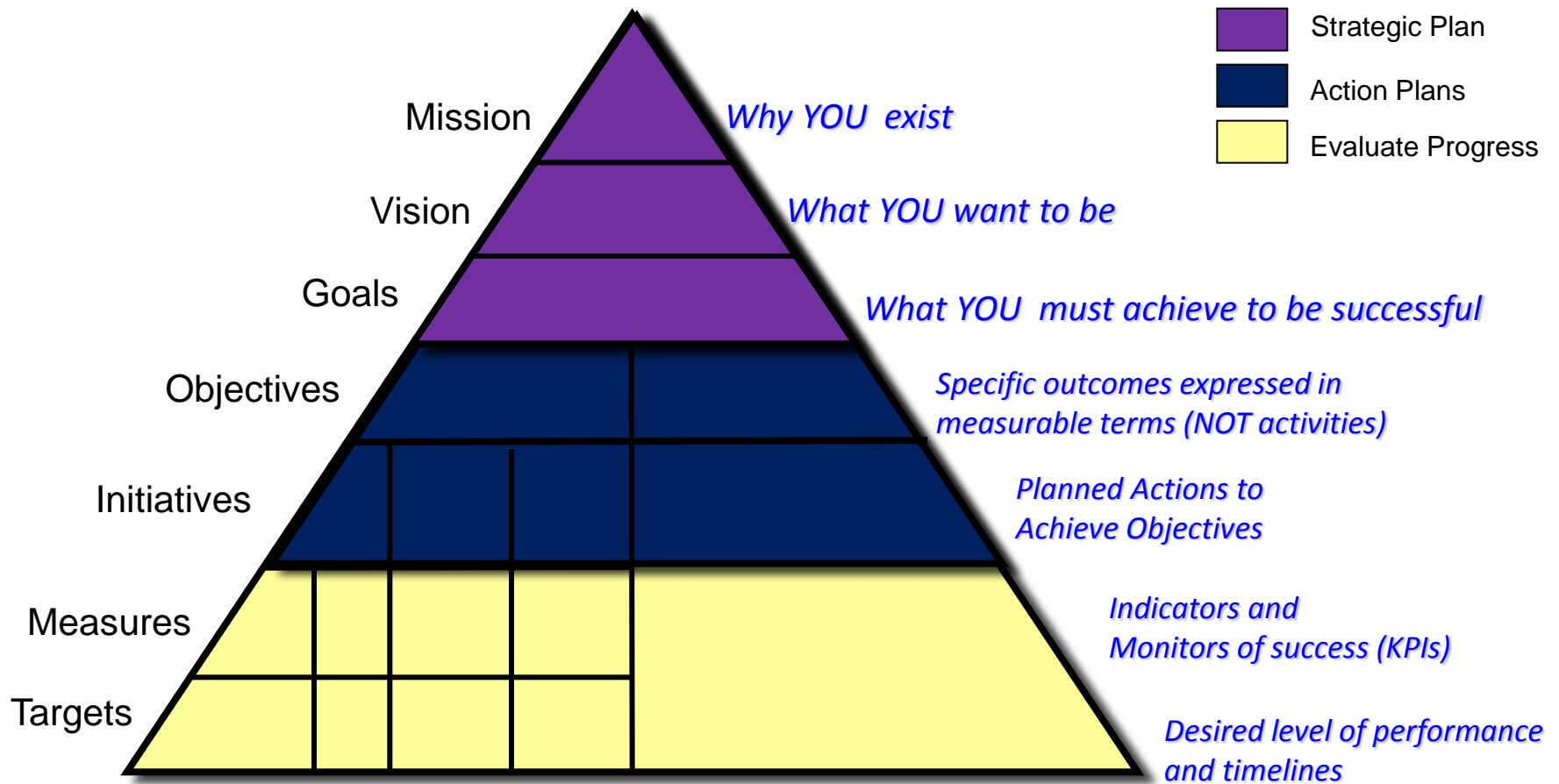
“Whatever is not measured, does not get done”

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From Vision to KPIs

Consider Major Components of YOUR Strategic Plan



Developing KPI



- Mission: Sent to the world to become a teacher
- Vision: To become a Professor
- Goals: Become a PhD holder
- Objectives: Become a Professor by the time I am 40
- Initiatives/Measures/Targets:
 - Begin my Masters Degree in 2015
 - Begin my PhD by 2017
 - Become a Professor by 2030



**Nothing Just
Happens!!!**

Developing KPI



- Mission: Sent to the world to become an Entrepreneur
- Vision: To own a big conglomerate
- Goals: Start a viable business venture
- Objectives: Grow my business to conglomerate status by the time I am 45
- Initiatives/Measures/Targets:
 - Start a viable business at the end of my Internship in 2015
 - Grow the business to a conglomerate by 2030
 - Become one of the richest men in Nigeria by 2035



**Nothing Just
Happens!!!**

**Thank you and
God Bless Nigeria**

