



This Christmas SharePeople is knocking on your door!

Last November SharePeople started a Christmas campaign by giving away **Christmas gift baskets** to the Dutch Corporate sector. These boxes, filled with top managers, will be sent all over the world. With this action SharePeople creates awareness among Dutch companies to point out they have something absolutely valuable to share; their human capital. It is also a nice opportunity for both the Dutch corporate sector and the local entrepreneur to end the year 2009 in a positive way, despite the crisis. Their top managers will depart in 2010, depending on the requests of the local entrepreneurs. If you hear any knocking on your door, don't be surprised if Santa Claus is handing over a SharePeople Christmas gift box!

Business support in more than 10 countries

Together with other members of the ICCO Alliance (ICCO, Yente, ZZG, Oikocredit, Edukans, Prisma, and Kerk in Actie) we've finalized our subsidy request 2011 – 2015 to the Dutch Ministry of Foreign Affairs. One of the central subjects of the plan is fair and sustainable economic development. Within this theme, Share People's role is connecting the corporate sector to private sector development in developing countries. Since the SharePeople concept appears to be successful in both Western and developing countries, SharePeople will extend her services to 13 countries in the near future. We'll closely co-operate with the regional offices of ICCO to build a strong local network of liaisons per country to support as many social entrepreneurs if possible. Would you like to be supported by SharePeople? Please submit an **application form** to register your business case.

Calendar 2010

- Participation in ICA Event, 11 March
- Group Programme India: 10 – 24 April
- SharePeople Experience Week: 25 June – 3 July
- Group Programme Ethiopia: 23 October – 6 November

The right pair of shoes for NGO SAFA



On the 3rd of October 2009 Angela Baas left the Netherlands with her backpack to India. This time not to discover India as a tourist. Instead, Angela worked for SAFA, an NGO that aims to contribute to socio-economic empowerment of disadvantaged Muslim women in the city of Hyderabad. SAFA provides these women with income generating activities, by creating and selling unique hand made products such as 'Magic Carpets'. SAFA takes care of the marketing of these products. The profits provide

women with fair wages and investments in their children's education.

Until now SAFA was partly donor dependant, however there is large potential to develop an economically self-sustaining business. Angela assisted the organisation to develop a workable marketing plan. Together with SAFA, she described the current situation and how the market can be approached in order to increase sales and to generate revenue. Now it is up to SAFA to implement the recommendations. Besides a marketing plan, SAFA gained a lot of insights on how to go about marketing.

"SharePeople has provided us with the "Right pair of shoes for a long journey ahead of us" - At minimum investment from our side!" Rubina Nafees Fatima, founder of SAFA

For other results on Expert Programmes, check www.sharepeople.nl/results. For other vacancies on Expert Programmes, check www.sharepeople.nl/vacancies

Three advantages of our renewed Assessment Tool

Everyday SharePeople receives applications from all over the world, requesting Dutch managerial expertise. By carefully assessing these requests, we gained insights over the years. Based on this experience, we've renewed our Assessment Tool. Learn more about the benefits:

- A more accurate analysis of the business request and insights in the organisation submitting the quest for assistance.
- The clear overview of the potential of the organisation and their needs and expectations on the deliverables by a SharePeople intervention offers SharePeople the opportunity to give a quicker and more tailor-made advice on the next steps in co-operation.
- With this tool our local liaisons will be better equipped to select business cases of high quality.

Curious? Ask you contact person within SharePeople for more information.



An inspiring film about a positive co-operation

In this testimonial you will meet Eduard Holtz (employee of MeesPierson) and the chairman of Ol-Kejuado Savings & Credit society. The Dutch banker exceeded the expectations of the co-operative. Please watch **the film** (3,41 minutes) and find out why you should contact SharePeople **to register** your business case.

SchaalX, a reliable recruitment agency

As a part of their own CSR policy **SchaalX** facilitated an inspiring workshop for overseas entrepreneurs on marketing and e-commerce during the 'SharePeople Experience Week 2009'. SchaalX is a recruitment agency, specialised in marketing, communication, sales and HR positions for higher educated people in the Netherlands. Their service goes beyond the regular matchmaking. SharePeople recommends SchaalX to Dutch candidates for a reliable, innovative mediation.

SCHAALX



Encouragement and challenges in the Philippines

'The group came up with a frank assessment of the situation of St. Francis in a way that did not bring us down but encouraged and challenged us!' Pat Gonzales, President of the Board of Directors of St. Francis, the Philippines. Not only Mrs. Gonzales from st. Francis, but also the other business case owner, Hugod Aklanon, was satisfied with the results.

The Group Programme in the Philippines was a great success to all participants. More actual results and evaluations will be available on our website from the 11th of January 2010. On **January 28th 2010** SharePeople organises an information meeting about the next Group Programme to India (10-24 April 2010). Please feel free to attend these meeting!

How to get finance for your business plan?

SharePeople and Bid Network are supporting partners. Their services are complementary to each other. Bid Network has several competitions planned for early 2010. Please check these interesting competitions:

- **Entrepreneurs in or access to clean energy in developing countries.** Deadline: January 15th 2010
- **Women in Business Challenge**, a competition for women entrepreneurs in Africa, Asia Latin America. Deadline: January 15th 2010
- **Boosting businesses on sustainable use of natural resources** in Kenya and Mozambique. Deadline: January 31st, 2010



Best wishes to all!

SharePeople wishes you a merry Christmas and prosperous New Year! Enjoy your happy holidays and we look forward to co-operating again with you in 2010!

Furthermore, our office closes on the 24th of December at 4 p.m. At the 25th of December and the 1st of January we're closed all day.

