BUSINESS GROWTH& EXPANSION

Strategies, Methods & Pitfalls To Look Out For















SUMMIT 2022 Tim Ajala Resilience Award (TARA) MCCI Consistent Farmer Award

THEAGENDA

9:55am	The National Anthem by Karisma
10:00am	Welcome address by Host x How Brands can take advantage of the BSG Summit Platform
10:15am	KEYNOTE ADDRESS: DG Ayo Oyedokun, District Governor of Rotary International, District 9125
10:30am	Expectations Setting and Anticipation by Some Delegates Present
10:45am	UNDERSTANDING THE WAR IN BUSINESS - Dr Lanre Olusola, The Catalyst
12:00pm	TEA BREAK and song by Karisma
12:00pm 12:30pm	TEA BREAK and song by Karisma Song by EzBow
12:30pm	Song by EzBow

2:15pm	Song by EzBow		
2:25pm	Sponsor Talk by Hotspot Networks Ltd		
2:30pm	NAVIGATING THE ODDS OF EXPANDING YOUR BUSINESS IN NIGERIA AS A FEMALE FOUNDER Lara B. Fatunbi (Mrs), CEO, Ashers Clothing Line.		
4:00pm	HOW DIVERSITY AND INCLUSION STRENGTHENS BUSINESS GROWTH AND EXPANSION Zainab Mustapha Jaji, Managing Director, Skill Tensive Training and Development Company Ltd		
4:45pm	Lunch		
AWARDS! AWARDS!!!			
5:30pm	MCCIA ward for the Most Consistent Farmer by Khadijah Fashina.		
5:45pm	TIM AJALA RESILIENCE AWARD FOR PREFERRED BSG ENTREPRENEUR OF THE YEAR awarded by Mrs Angela Ajala		
6:00pm	Vote of Thanks by CEO, BSG Networking & Music & Close!!!		

ii

Hi. Thank you for attending BSG Summit this year. This has been our toughest event to organize due to the unprecedented economic changes in our country but we are immensely grateful that we can host you and 149 others today.. now that we are here, please do me a favour of enjoying every single moment of today. Make friends, do business, and remember to share today's proceedings online using the hashtag #BSGSummit2022. Perhaps, we can trend.

Once again, welcome to BSG Summit 2022.

Thank you, Sam Obafemi, Convener.

THE BSG SUMMIT

The BSG Summit, since 2019, has become a platform synonymous with business innovation, business networking and enterprise growth in the Federal Capital Territory (FCT, Abuja).

Since its debut in 2019, the annual event has hosted a total of 10 Speakers and over 250 delegates combined. It is powered by Business Study Group and sponsored by several companies yearly.

The 2022 Edition of BSG Summit







RITA ONOME EGHUJOVBO

THE COMPERE

Rita Onome Eghujovbo (Queen Rita), is a Netherlands-trained radio broadcast Manager, Author and BSG alumni. A broadcast journalist with vast experience in radio and television. She started her broadcast career in 2000 as a TV presenter with Media Plus Communications in Edo State, Nigeria. Rita, who crossed from private production to real time radio broadcasting, currently co-produces and hosts the Peoples Assembly and Sister-Sister on Hot FM station; which broadcasts from the summit of the Apo Hills in Abuja.

A journalist with a passion for Gender and Health issues, Rita is a feminist (No ifs no buts). Her feminist instincts propelled her to co-found Women in Media Development Initiation (WIMDI), an organisation focused on capacity building for women working in the media industry.

Rita is also the president and founder of OnomEse foundation. She is a media communications consultant, professional Director of Ceremony.

Rita is currently the Station Manager for Hot FM 98.3 Abuja. and a media and advertising consultant. In 2020, she launched her book 'Queen Rita: from the rough edges to becoming a Queen' available on www.queenrita.com or in choice bookshops.

You can follow her online:

Instagram@officialqueenrita

Twitter@realqueenrita

Rotarian Ayoola Oyedokun, is a crown Prince of Iragbiji, Osun State, he is a member of Rotary Club of Wuse Central, Abuja since June 2006 where he served as the 13th club president in Rotary year 2011-12 and District Governor in 2021-22

He is a Chartered Accountant and Tax Consultant. He is also a human resource and change management expert and financial consultant for multiple organizations. He has over 27 years Post graduate experience.

Rotarian Ayo worked in the banking industry for 15 years with experience spanning, commercial banking, public sector, investment banking and portfolio management. He was involved in management of billions of Naira investments, mergers and acquisitions as well as private public offers in the stock exchange market.

Rotarian Ayo Is an International award winning Club President and was so recognized at the Rotary International convention in Bangkok Thailand in 2012, he was also the Most outstanding overall Rotarian in the Rotary year 2012/2013, as well as the best Assistant Governor in Rotary year 2015/2016 amongst numerous awards and recognitions.

He was also a member of Toastmasters International and served as club President of Speak Rotary for 2014/2016.

He is an ordained Minister in the Redeemed Christian Church of God, where he also impacts lives of the youth.

He is happily married to Rotarian Moji Oyedokun of Rotary Club of Abuja Jabi Lakeside, they are both Major Donors to the Rotary Foundation and are blessed with children.

He loves playing Scrabble, lawn-tennis and badminton, travelling, adventure, reading, mentoring and impacting knowledge to young professionals.



DG AYO OYEDOKUN

District Governor, Rotary International, District 9125

KEYNOTE SPEAKER



SAM HART, ESQ.

Director General, Abia State Marketing and Quality Management Agency.

SPEAKER 1

Sam Hart is a forward looking go-getter who has held various sensitive offices in Nigeria both at the Federal and State Level. Widely traveled, He has been to Twenty Seven (27) countries in 5 Continents in addition to traveling to every State in Nigeria several times over.

He has a background in Marketing, a Bachelor of Laws (LLB) from the Faculty of Law, Abia State University, Uturu and a Barrister at Law (BL) from the Nigerian Law School, Bwari, Abuja and a Master of Environmental Law by the Abia State University. He is an Oracle (10g) Certified Database Administrator/Professional. He equally has Certificates from Self-Development and Leadership Training courses attended at various locations including but not limited to Acumen Academy, the BLOXHUB Summer School Copenhagen, Denmark, Lagos Business School, Lagos, Nigeria, African Leadership Centre, Paris, France and the New York Mentoring Institute, New York, USA.

Sam Hart, Esq is the current Director General of Abia State Marketing and Quality Management Agency; providing strategic leadership and negotiated new supply chains for a thriving textile industry in Aba, South-East Nigeria, leading to \$500,000 + sales revenue in a month for 1000+ local artisans, creating 2,000 new jobs despite a global lockdown and credit crunch.

He is very fluent in spoken and written English, Igbo, Hausa and Yoruba and has taken courses at the French Language Institute in Abuja.

He is married with children.

Lara Bamisaiye Fatunbi is the CEO of Ashers Clotheline Limited and The Molly's 1k Store. Both are chains of clothing stores that cater to urban professionals within the upper and lower middle class, with a focus on everyday low prices.

A lawyer by training from the prestigious Ahmadu Bello university Zaria she started business in 1999 as a student at the Nigerian law school Bwari with N250,000.00 (Two Hundred and Fifty Thousand Naira only).

Today the business has grown in leaps and bounds.

Her journey so far though very challenging, has been very interesting with many highs and many lows.

The Visionary Nigeria is an initiative she launched in 2011 as an entrepreneur that has been tried and tested in a very challenging business terrain like Nigeria. It was born out of her personal struggles and belief that it is possible to succeed as an entrepreneur in Nigeria in spite of our unique challenges as a nation.

This project is geared towards creating an enabling environment that will support and empower the least Nigerian to achieve his greatest dream.

"Never again should a dream, a vision an innovation go unfulfilled because the right message was not instilled at the right time". THE VISIONARY NIGERA is working towards a Nigeria, where entrepreneurial education is properly disseminated at every level, and the most important place to start is with children.

Through her books 'The visionary kid/ Teen' and her Visionary Entrepreneurial Academy she is teaching kids, teens and young adults to say yes to entrepreneurship, thereby turning little beginners to world changers. The Visionary Entrepreneurial Program is currently running in public schools across the FCT, private schools and online.



LARA B. FATUNBI (Mrs)

CEO, Ashers Clothing Line.

SPEAKER 2



ZAINAB MUSTAPHA JAJI

Managing Director, SkillTensive Training and Development Company Ltd

SPEAKER

3

A business leader with over 25 years of private sector experience in entrepreneurship and over ten years of public sector consulting including senior management and executive leadership experience.

Zainab's areas of expertise include corporate policy and process management, business development, stakeholder management and operations management.

She is a member of African Women Entrepreneurship Programme Nigeria (AWEP), NECA's Network of Entrepreneurial Women (NNEW), WIMBIZ (Women in Management and Business) as well as AIDS: Unite for Life, an NGO focusing on HIV education in schools and counselling for at risk youths.

Due to her involvement with AWEP, she was elected as Secretary General of African Women Entrepreneurship Programme. (AWEP) West Africa in November 2017. AWEP is an initiative of the United States Department of State. In this role, she collaborated with other members to ensure that AWEP as a body works harder with women to integrate them within the Ecowas Sub-region to enhance trade and development as well as financial inclusion.

Zainab holds an M.A International Relations from the University of Reading. UK and a B.A (Hons), Politics and International Relations from the University of Warwick, UK. She has a vast field of experience including being an Associate Project Consultant with Infrastructure Delivery International (IDI), Abuja where the focus was on designing an Infrastructure prioritisation solution for the rehabilitation of the North Eastern region of Nigeria. Her role revolved around setting up project implementation offices in the six states of the North East. Scoping projects to effectively utilise resources to ensure a robust intervention structure is in place for funding efficiency. IDI's focus was on projects compliance, donor coordination, quality control, budget support, risk analysis, data flow and management.

She is the current Managing Director of SkillTensive Training and Development Company Ltd. A consulting firm with focus on Capacity building, Project management, Monitoring and Evaluation and social entrepreneurship

In addition, SkillTensive Training and Development Company designs and implements educational programmes for high risk and vulnerable (conflict) areas. STDC develops tailor-made courses with a flexible structure that suits multiple learning styles. All our trainers are experts in their chosen fields, and our team of experienced training managers and facilitators produce our training content in-house.

Part of Zainab's cognate exposure includes being the Chairperson, Governing Council of College of Education. Zing. Taraba State between 2012 and 2015, an Alumnus of the prestigious United States International Visitor Leadership Programme (IVLP) as well as the Geneva School of Security Policy Class of 2021. She has a long list of affiliations and was recently, in January 2022, appointed as Non-Executive Director to the Board of HotSpot Nigeria Ltd. A foremost Internet Service Provider and Broadband Company.

The Catalyst, Lanre Olusola, is recognized as one of Africa's Premier Life, Mind, Emotions and Behavioral Change Coaches who works with individuals and organizations to transition from where they are to where they desire to be.

Originally trained as an Engineer at the University of Lagos Nigeria, Lanre is an alumnus of the Harvard Business School, Boston Massachusetts USA, An ASET U.K Certified Life Coach with years of experience and expansive studies in the fields of Psychology, Neuro-Linguistic Programming (NLP), Performance Improvement Management, Human Cognitive Behavioral Psychology, MetaMedicine, Emotional Freedom Techniques(EFT), Matrix Reimprinting and more.

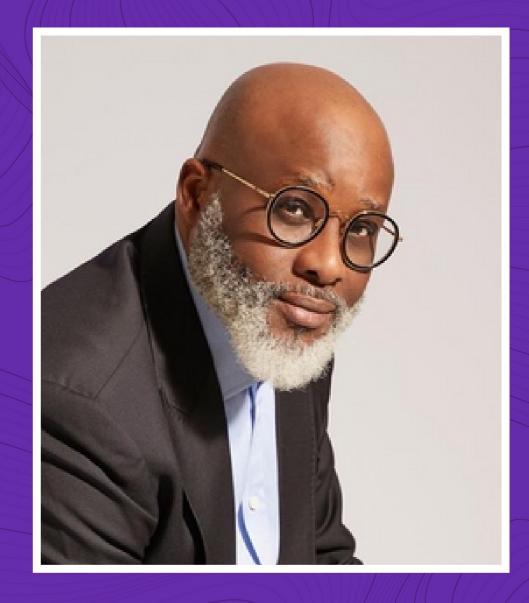
Lanre through the Olusola Lanre Coaching Academy (OLCA) offers a wide range of Programs and Services from Psychology, to Therapy, Coaching and Keynote Speaking.

Having worked extensively in Nigeria, across Africa and other parts of the world in various capacities with organizations such as the World Bank, the UK Government through the DFID and The British Council, Ericsson, Total, Argentil Capital, EbonyLife TV, GTBank, First Bank Plc, Stanbic IBTC, FCMB, FBN Capital, The Nigerian Stock Exchange (NSE), the Nigerian Government and so much more, Lanre has been able to impart exceptional problem solving, motivational, human developmental, leadership and management skills to his clients.

In his quest to transform one mind at a time, Lanre uses platforms such as; Social media, TV, Radio, Seminars, Workshops and more to get his life changing messages to as many people as possible.

Over the years, Lanre has built his brand on consistency and having a catalytic effect - facilitating the positive change of individuals and organizations that seek his services.

Amongst his many accomplishments, is the VSP model (A 5 Star Performance Model), he developed and has been used by the Stanford University's Affiliate Faculty of the Institute for Venture Designs and other Institutions.



DR LANRE OLUSOLA THE CATALYST

SESSION COACH



SAM OBAFEMI

SAMUEL BABATUNDE OBAFEMI is the President of Samuel Obafemi Behavioural Change Academy – SOBCA; Africa's foremost academy for Anger Management and Emotional Intelligence, and solution providers for Mental Health First Aid (MHFA) and Positive Psychiatry.

He is the Convener of Business Study Group, a global platform that builds trans-generational businesses, especially MSMEs, by providing core Business Process Engineering, Strategy & Operations Advising, with focus on Business Processes, Change Management, Culture & Business Model Development.

Samuel's intentive focus on organizational behaviour, markets and operational strategy earns him his title, Markets Futurist, alongside more than 10 years practice as a Neuroscientist with niches in Stress Management, Emotional Intelligence, Anger Mastery and Peak Performance Coaching for business systems and personal enhancement.

He is the FIRST Nigerian Certified Anger Mastery Coach and Therapist from Century Anger Management Institute (USA), and a Certified Peak Performance, Business and Life Coach (NCFE, UK). Sam is also a Certified Master NLP Practitioner and a certified practitioner of Positive Psychiatry with Mental Health from Sydney University Australia, as well as trained in Certified Applied Positive Psychology (CAPP) from Flourishing Centre, Pennsylvania USA. He holds an MBA (in view) from University of Business and International Studies (UBIS), Geneva Switzerland and an MSc in Management from Ascencia Business School (College Du' Paris), Paris. France.

Samuel's experience, spanning over 20 years, cuts across several areas of expertise and industries including Manufacturing, Oil and Gas, ICT, and Payment Card infrastructure. He is a CISCO Certified Network Associate (CCNA), Oracle Certified Associate (OCA), Oracle Certified Professional (OCP), and CompTIA Certified Security Expert (S+).

Popularly called 'Coach Sam', Samuel Obafemi was the Vice President (Empowerment) of Life Coaches Association of Nigeria (LCAN) [2020 – 2022] and a member of the LCAN Advisory Council.

He is a 12th- time author of books which cut across business processes, strategies and solutions, emotional intelligence, self discovery and belief systems, visioning, goal-setting, and mentorship, among others..

The 2019 Edition



Presents

A 1-DAY **HIGH IMPACT SESSION**FOR **DECISION MAKERS** IN BUSINESS

CREATE AN **UNCONTESTED**MARKET FOR YOUR BUSINESS

FRASER SUITES, ABUJA SAT. 2ND NOV, 2019 / 11AM - 4PM

ONLY 20 SLOTS AVAILABLE

Fee

N100K ONLY (Includes materials, breakfast, lunch & certificate)

REGISTRATION IS NOW OPEN!!!



DR. STEVE OGIDAN



MRS. ANGELA AJALA



DR. LANRE PHILIPS



COACH SAM OBAFEMI

The 2021 Edition

View Pictures online using #BSGSummit2019

BUSINESS STUDY GROUP 2021

FIXING OPERATIONAL CHALLENGES BY IMPROVING BUSINESS PROCESSES FOR OPTIMAL BUSINESS RETURNS

JUNE 12TH, 2021 / 10AM - 4PM FRASER SUITES, ABUJA



Payments shall be made on:

- www.businessstudygroup.com or - GTBank 0426031344 | Business Study Global Services









SAM OBAFEMI Convener



070



Proudly sponsored by

Blueblood







OMONIYI IBIETAN, PHD











Growth Headquarters is a community driven organization helping individuals to increase their self worth so as to grow their net worth.

We offer a broad knowledge on money, as well as principles and disciplines necessary to create all round success.

Our unique transformation program gives you access to great teachers and mentors to unlock your potential while increasing your income daily.

Members get access to leadership skills, growing their finances, blue ocean strategies, improving love relationships, improved overall health, finding your purpose, greater sense of abundance and many more.

Whether you are a career professional, entrepreneur minded or interested in developing your skills, we provide you with high quality training resources to improve your personal and professional life while you become the best version of yourself.

Join us today at xgrowth360.com Follow us on Instagram @growth_hg Facebook @growthhqworld Reach us on +234 913 929 7777



We build leaders who can develop ideas for a fairer world and be exposed to diverse emerging global opportunities.

COURSES:

Our courses include -

- Creativity and Diversity
- Leadership Course Program
- Relational Intelligence
- Executive Leadership
- Mealtime and Professional Dining Etiquette

TECHNOLOGY: We can help you with-

- Social Media Management
- Book Production and Editing
- Video Production
- Audio Production
- Website Development

LIFESTYLE:

You can pick up these items from our store -

- BooksThrow pillows
- Totebags
- Jacket and Joggers
- Hoodie Sweat shirt
- Sweat shortHoodie
- Velvet Jacket
- Cargo pantFootwear
- Fragrance

Contact us:

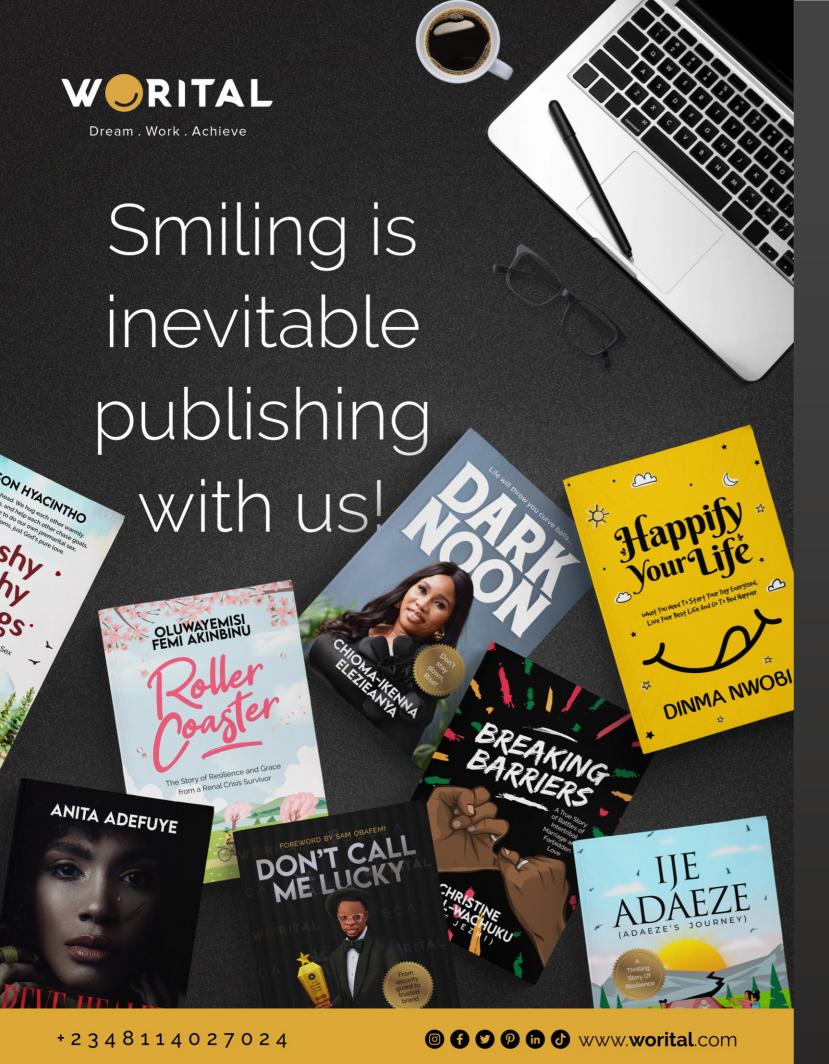
+234 816 344 4261

🥟 www.trleadershiphub.com 🎯 tr_leadershiphub 🙌 TRLeadership Hub





30B Elizabethan Crescent, Northstar Garden Estate, Lokogoma, Abuja, Nigeria.







Year 1-6 (Ages 5-11)



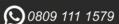


To be a sound cultured school that inspires teachers to teach & students to learn.

Why Choose Us

Montessori Curriculum
Quality school with best learning facilities
Creative Education Plans
Small-sized classroom for optimal teacher/child attention
A well equipped Special Educational Needs Unit

o woodentodsschoolng





No 1 Kenema Close, Off Sakono Street, Adetokumbo, Ademola Crescent, Wuse 2, Abuja







Rural Telephony Mobile network access and da services to underserved and unserved communities in Afric



HNL provides internet service in the underserved and unserved areas. This solution focuses on the agricultural and



Hotspot builds tower infrasturcture and sells space and services on the tower to mobile



Solar Powered Rural kiosk HNL will set up Rural Solar Kiosk acro all rural villages identified for Rural Network deployment in partnership



Wi-Fi/Hotspots
A major solution allowing computer smartphones, or other devices to connect to the internet or



Distributed Antenna System A major solution for the capacity issues experienced in select regions in the country.



Need direction for the right investments?

Put your investment on autopilot and watch it grow.

You can invest in a mutual fund that suits you





Invested in your tomorrow



No matter your proffession...

Get **More than** you Were **Looking** For

With **Heartshade**





- **Brand Development**
- Logo Creation & design
- Cooperate Profiles
- Custom graphics
- Advertising
- Social media display graphics
- Web design
- Digital animations
- Video Creation, Editing, & Design



Book Design, & Layouts





We combine creativity and productivity in every design







The Visa To The World is Good Education.

What if you got a **VERY AFFORDABLE** option with a VERY CONVENIENT PAYMENT PLAN.

Secure an MBA or a Doctor of Business Administration (DBA) from a highly rated global university.

RSVP: - solutions@businessstudygroup.com Call: +234 807 361 0884





At Blueblood Vet, we recognize the special bond you have with your companion and animal partner.

We provide care for a wide range of food animals and pets using state-of-the-art diagnostic laboratory, ultrasound and X-ray Equipments all aimed at providing the best outcomes.



- Veterinary Clinics & Surgery
- Laboratory & Diagnostic Services
- Petmart & Veterinary Products
- Consultancy Services

Head Office

36, Osun Crescent, Maitama Abuja 09098889997 08033070278

Branch Office:

303A, Bona-Obi close, off secretariat road beside stadium Kuje, Abuja 07049901409









INNOVATION & SKILL BUILDING

Our students have access to ILab and E-Learning suites powered by the Google Classroom, Robotics, and Microsoft technology needed to aid their education.



CHARACTER EDUCATION

We have unique mentorship, leadership, and entrepreneurship programs.



BRAND NEW FACILITIES

LADELA SCHOOLS makes a difference in the life of every child because no child is just a number. Our motto is:

"...always always the child."

OUR CURICULUM:

- ✓ EARLY YEARS: Blended mix of Montessori and Early Years Foundation Stage (EYFS)
- Primary & Secondary: A curated mix of Nigerian and British
- Internationally Certified Curriculum: Intensive tutorial and registration for foreign examinations, eg, TOEFL; SAT; IGCSE; DELF













Vision Statement

To be a respected energy trading company in West Africa.

Mission Statement

To monetise molecules in innovative and efficient ways.



Our Group Services

About Our Company

Ashgrove Energy is an oil and gas trading company, with its HQ in Lagos. The company is a major crude oil trader and supplier of refined petroleum products in Nigeria.

Ashgrove Energy is a member of the Ashgrove group of companies with operations in the Upstream, Midstream and Downstream petroleum sectors.



Ashgrove Exploration & Production

The company operates an onshore marginal field in the Niger Delta and is looking to expand its portfolio of assets in the near term.



Ashgrove Petroleum

The company is actively looking at investment opportunities in the distribution of refined petroleum products across Nigeria and West Africa.



Ashgrove Investments

The investment arm of the group with investments in Technology, Infrastructure, Agriculture and Real Estate.



One stop shop for all your business' digital needs

- Website, Blogs, eCommerce, **APP Development**
- Sponsored Social Media Ads, **Email Marketing & More**
- **Increase Your Business Visibility** using SEO, GoogleMyBusiness and Adsense.
- **Visit our Digital Gadget Store**

- **Content Creation. Website** Maintenance, & Social Media Management
- eBooks, Online Courses, Fliers, Banners, Flexs, LOGO, eTickets. BarCodes & More
- **Digital Transformation Consultancy Services**











To join OSP:

BSG and SOBCA Members:

N250,000 only.

Non-Members: N450,000.00 only.



Payments to: Fidelity Bank Samuel Obafemi 6052168209

- All courses are recorded and available for a lifetime
- All Members belong to a WhatsApp Group
- Classes hold ONCE A MONTH until September. Via Zoom or Google Hangouts or Microsoft Teams.

RSVP: 0703 595 3367













Every successful business person has a story. Let's tell it for those who want to become successful.



A FRANK BUSINESS TALK WITH THE OCTOPUS

@sobafemi











NOTES	NOTES
	_
	_
	<u> </u>
	_
	_
	_

NOTES	NOTES
	_
	_
	<u> </u>
	_
	_
	_

NOTES



STREAM XIV (14)

Starts July 1st

- 16 Strategic Business Modules
- One live Business Excursion
- World Class Facilitators

FEE

\$1000 \$500

Business Study Global Services GTBANK 0426031344