

Ditrick Valerian – Rising Stars Open School	
Title	How keeping records can improve your business
Name & Sex	Ditrick Valerian, Male
Location	Arusha, Sombetini
Age	30
Education	Diploma in education
Marital status	Single
No of children	1
Organization	YEP Tanzania
Program	YEP Tanzania, in cooperation with TRIAS and TCCIA Arusha
Description	<p>Ditrick joined the YEP program in 2020. He runs a small vocational training centre where he teaches English, French, German, tuition, receiters, baking.</p> <p>He had a good business but didn't have any insight in his finances.</p>
Domains of Change	
Income and livelihood	<p><i>He lives by himself in a one bedroom rental house. His only child lives at his grandmother in Rombo. He provides for the child. In Rombo he has some cattle.</i></p> <p><i>From the income his business generates, he can cover the basic needs, such as food, rent, medicines, and schoolfees.</i></p>
Business and natural environment	<i>His average sales is approx. 800,000 Tsh per month. His profit is approx. 400,000 Tsh per month.</i>

Personal skills and confidence	<i>He studied education.</i>
Achieved Impact	<p><i>Before participating the YEP training in 2020, he didn't keep any records of his spendings. During the record keeping classes of the YEP program, he learned how to keep his business records and private expenditures. He implemented the knowledge and started using three books; Money In, Money Out and Personal Expenses.</i></p> <p><i>By doing this in a very disciplined way (every day) he got more insight in his business and spendings. He found at the every month he was actually saving more money than he expected. With the savings he managed to buy a laptop for his business. This laptop he used to design promotional flyers, operate his Facebook page and teach computer class. He also managed to hire an assistant who does the administrative work for him.</i></p>



Above pictures of Ditrick at his training centre, showing and explaining his record keeping.

<p>Role of Programme (Trias)</p>	<p><i>YEP Tanzania together with TRIAS and TCCIA Arusha (TCCIA is the local Chamber of Commerce) facilitate an education program for young entrepreneurs. YEP Tanzania is the organization who executes the program and provides the business trainings and business coaching. This training program include the following courses:</i></p> <ul style="list-style-type: none"> - <i>Record keeping, calculating margin/ profit, setting price, financial management, separation of business and private expenses</i> - <i>Marketing and promotion (on social media),</i> - <i>Empowerment,</i> - <i>Business plan making,</i> - <i>Special classes tailor made for separate business (for example classes on how to make cakes, fish pond management, poultry, green house management etc).</i> <ul style="list-style-type: none"> • <i>After graduation the YEP team will visit the entrepreneurs for 2 more years to coach them and advise them on challenges they face in their businesses.</i> <p>Because Ditrick got the tools for keeping records through the YEP program, and because he is very disciplined himself, he started keeping records. Through regular coaching visits from the YEP team, Ditrick could also address questions and challenges he had.</p>
<p>Consultant's opinion</p>	<p><i>Ditrick is a very disciplined entrepreneur who is until today, still keeping records, mainly because he sees the value of it. As every entrepreneur he faces challenges, but he always managed to overcome them in a calm and creative manner. With his training institute he has a great impact on the community surrounding him.</i></p>