

Dear Members of MAIN,

The Microfinance African Institutions Network (MAIN) in collaboration with the Association of Ethiopian Microfinance Institutions (AEMFI) is organizing a training workshop for their members on Saving Mobilization.

Theme of the Workshop: *Savings Mobilization in Microfinance Institutions*

Course Description:

Even poorest households want to save and do save, be it in kind or in cash, to overcome difficult periods. They save in financial institutions if they have access to those institutions and if they trust them. For many years, the microfinance industry has emphasized credit services as the most important financial service to poor households. Today we know that credit together with savings and other well-tailored financial services (micro-insurance, money transfers, etc.) are important tools for poverty reduction and empowering poor people, especially women.

The aim of this workshop is to provide MicroFinance Institutions (MFIs) with a detailed understanding of the start-to-finish process of introducing savings to their portfolio of products and services, from the initial planning stage to the final monitoring and evaluation process. In addition we will explore how MFIs can link up with savings groups and mobile money providers in order to develop their market for savings products.

Facilitation / animation: This is a high level participatory course and will be facilitated by an international and renowned resource person in the field of savings mobilization.

Duration: The session will be held from 11-14 June 2018.

Venue: EIFTRI (The Ethiopian Inclusive finance Training and Research Institution) Addis Ababa, Ethiopia

Expected Participants: Operation Managers, Saving and Credit Officers, and senior management staff from large and medium microfinance institutions from Ethiopia, Uganda, Tanzania, Rwanda and South Sudan.

Conditions

This is a high level training session and requires active participation during the plenary session and the corresponding group work as the workshop will be a distinctly group centred event with a strong emphasis on participation. Additionally, participants will be encouraged to think about the various issues, then to assess their feelings and attitudes towards them, and finally, to decide what they want to do about it or to do differently. Case studies will be used extensively and each participant will

be given a detailed handbook on the subject of launching savings within the context of microfinance. The training workshop will be conducted in English.

Candidates are expected to have:

- University level education
- Very good knowledge of English

Objective of the Training

The general objective of the training workshop is to enable participants to have a detailed understanding of Savings Mobilization and its implementation in microfinance institutions.

The session will deal with the following sub topics:

- From credit to savings
- Savings product, policies and procedures
- Customer service, marketing & the importance of conducting pilot schemes
- Monitoring and evaluating the success of savings products

Information regarding logistic

1. International participants are advised to arrange their own trip to Addis Ababa, Ethiopia. The expenses related to air tickets will be reimbursed by MAIN by bank transfer upon presentation of all supporting documents (stub of the air ticket, original invoice, boarding pass)

2. MAIN will reimburse the air ticket for a maximum amount of **600 dollars**. Please note that the cost of air ticket exceeding **USD 600**, the difference will be covered by the participant.

3. MAIN will cover the costs of accommodation and meals for international member institutions. Non members will have to cover their cost of accommodation. Lunch and coffee breaks will be served for all participants.

5. Local members of MAIN are required to pay registration fee of **USD 100** and international participants **200 USD**.

- The fee is payable before the commencement of the session, only the badge issued thereon will provide access to all the sessions, documentation, and any other service and facilities.

Deadline for Registration

Interested institutions should submit the registration form (attached to this note) duly signed by their General Managers or the Chairpersons of their Board and send it to MAIN: selomemain@gmail.com with a copy to main@mainnetwork.org before May 25, 2018.

NB Since the number of places is limited, late registration will not be accepted. **Only applications from members who have settled the annual contribution for 2018 will be considered.**