



NISHNAWBE ASKI DEVELOPMENT FUND

Micro Loan Business Plan Outline

(Please answer all 8 questions, can use a separate piece of paper)

Business Name:

Business Owner Contact Information:

1. My Business Product or Service:

My Business will sell or offer: *Please describe your business to us.*

2. Why will people buy your product or use your service? Is there an issue that needs to be address?

(Example: There is no janitorial services that why I started my business)

I know my business will be successful because... *Tell us why.*

3. My local competitors include....

The businesses offering similar services in my community are.

4. My customer base will be...

Describe who your customers are mostly,

My average customer will spend \$_____ in one month on one product or service.

5. My sales... *(NADF understands there are changes in sales because of seasonal ups and downs, especially in remote communities)*

In a week, I will make this amount in sales,

1-week: I expect to make \$_____

1-month: I expect to make \$_____

1-year: I expect to make \$_____

Please share your thoughts on your future sales to come, NADF wants to ensure that you will make enough sales to pay yourself, pay your loan and buy more inventory.

6. My expenses... "You need to spend money to make money"

In a week, I will spend this amount in expenses.

1 week- I expect my business expenses will be \$ _____

1 month- I expect my business expenses to be \$ _____

1 year- I expect my business expenses to be \$ _____

Please tell us what your main expenses will be.

7. My loan request and loan repayment terms will be: *Loans will be released once you provide proof to us of your 10% equity.*

I am requesting a micro-loan of \$ _____ (\$1000.00-\$7500.00)

I will repay this loan in # _____ of months (NADF repayment range is 3 - 36 mo.)

I have proof of my 10% equity (\$ _____ of my own money to invest).

Example of equity:

*\$1000.00 micro-loan 10% equity = \$100 of your own money to help invest in your business.
(1000 x 0.1 = 100)*

*\$3500.00 micro-loan 10% equity = \$350.00 of your own money to help invest in your business.
(3500.00 x 0.1 = 350)*

*\$7500.00 micro-loan 10% equity = \$750 of your own money to help invest in your business.
(7500.00 x 0.1 = 750)*

My first loan re-payment can be made on _____. (If approved, NADF will provide you with a monthly repayment plan to be followed)

8. Quotes- Please provide quotes of what you want to buy and include shipping.

Please attach your quotes from your suppliers for materials or items you need to purchase with your loan funds.

Bookkeeping Requirement:

All microloan clients are expected to track their weekly sales and expenses and provide NADF on a monthly basis their numbers until the loan is repaid in full.
We, NADF will show you and help you do this, don't worry.