



**The Institute of
Business Advisers**

RC No: 949142.

FOODSTUFF EXPORT To: EUROPE, AMERICA & ASIA



(Free programme for registered members of IBA)

**Zero-Interest Business
Empowerment
Loans also available for
qualified trainees.**

Free soft copy available @
www.ibanigeria.org

Don't allow unemployment to determine your destiny!
Get trained courtesy: The Institute of Business Advisers and
become a successful Food Export Practitioner & Consultant.

INTRODUCTION.

CONGRATULATIONS! You are at the threshold of studying for a highly profitable foodstuff export business career which will qualify you to work independently as food export practitioner and also food export business consultant who provides professional direction and services to aspiring and existing exporters.

The Institute of Business Advisers is truly one of the great institutes in the world and also the second Institute of such in Africa after The Institute of Business Advisers in South Africa. The Institute of Business Advisers (Nigeria) got the approval of federal ministry of education on 24th February 2011 with ref number FME/TED/A&E/ANPB/XXIV/175.

After rigorous evaluation carried out by the prestigious International Accreditation Organization USA, The Institute of Business Advisers bagged its global identity in 2014 and for that purpose, the Institute got the International Accreditation Organization candidacy recognition approval through the member accreditation committee on September 16, 2014. In the same year, the institute got affiliation approval of Pebble Hills University USA. The Institute of Business Advisers was incorporated through the approval of the federal government on 27th April 2011 with RC No: 949142.

ABOUT THE PROGRAMME.

This is a free programme designed for registered members of The Institute. The objectives of the programme among others are:

- ✓ To enable Nigeria run a surplus trade through excess of export over import and achieve a massive growth in GDP for overall economic development of Nigeria.
- ✓ To create new job opportunities for candidates who wish to pursue a career in foodstuff export business and others who intend to work as food export business consultants or both.
- ✓ To earn foreign currencies in exchange for export of foodstuff and other agro products.
- ✓ To provide trainees with a suite of opportunities to develop themselves along export career paths and areas of specialization.

The programme will enable participants to discover how to be part of Nigeria's lucrative multi-million naira foodstuff industry which will enable them to earn foreign currencies in exchange for over 50 exportable foodstuff and agro products that can be exported to countries in Europe and America.

Hundreds of Nigerian African foodstuff supermarkets and grocery stores in Europe and America are eager to meet with hardworking foodstuff suppliers who can consistently supply foodstuff and other agro products which they also sell to Africans in diaspora including students studying abroad let alone other white citizens who are crazy for African food products.

THIS COURSE IS IN TWO PARTS AS FOLLOWS:

This course has two modes of study as follows:

(i) Class Based: This is an instructor-led one month classroom training which could take place in any approved venue in Nigeria with minimum of 100 participants. For one month class based training to be held for less than 100 beneficiaries in any approved venue, final approval is at the discretion of the Institute. The programme can also take place on campus for undergraduates and interested registered members.

(ii) E-Learning Based: This is an instructor-lede-learning/webinars method where the resource materials would be studied online. Participants will receive instructions and lessons via virtual instructor with the aid of email and other online platforms to achieve success of the study. The e-learning programme runs for two months.

Successful candidates of this programme who are graduates will be qualified to apply for Associate membership certification of the institute while this will enable such candidates to use “AMBA” designation after their names. Undergraduates and OND holders will be qualified to apply for Affiliate membership of the Institute and later upgrade to Associate upon presentation of Degree/HND results.

HIGHLIGHT OF THE COURSE.

Export business in Nigeria is generally classified under two broad categories as follows:

1. Oil Export
2. Non-Oil Export

Oil export is only handled by the federal government while federal government also set up Nigerian Export promotion Council (NEPC) to actualize the vision of providing direction, guidance and advisory services to enhance Nigerians to facilitate non-oil export which include the course under consideration: “Foodstuff and Agro product Export”.

HOW TO START SMALL SCALE FOOD EXPORT BUSINESS.

Money is important in every aspect of life and most especially in business. However, to start small scale food export business, money is not the most important thing but food export knowledge and education the purpose for which this training is put in place. The first thing is to acquire the necessary knowledge and skills through relevant training programme while money later plays the role to activate the food export skills already acquired.

To kick start food export business on small scale basis, every prospective exporter is strongly advised to commence with food products where they have comparative advantage based on accessibility and availability. For small scale exporters, company registration is optional and this implies that such exporter will engage the services of courier companies in sending their food products abroad. Such courier companies include: NIPOST, UPS, EMX and others. But for exporters who wish to send large quantities on low budget such exporter can engage the services of freight forwarders who will assist in getting the job done at a cheaper price. When sending food products on a small scale, it is important to send the products as an individual and not via company address to avoid some questioning. To start small scale food export business, you need the following:

- Between N80,000 to N150,000 capital for food stuff product procurement.
- Bank account with any commercial bank (preferably domiciliary account)
- Knowledge of Food Export Business
- An active email address
- Internet enabled mobile phone.
- Internet access at home or via cyber café.

For small scale exporters as earlier communicated, the food products are sent via courier for instance NIPOST and EMX by air and shipping respectively. These companies have cartons designed for this purpose which will enable small exporters to send up to 30kg which is up to N58,000 at present. It is important to note that Courier Companies like NIPOST will not accept perishable food products because it takes up to five working days before the product gets to UK while it takes up to seven working days before it get to US. However, perishable items could be sent by air since it takes only eight hours to get to the destination.

For food products to be sent through Courier Company, see below the picture of how the package looks like:



HOW TO START LARGE SCALE FOOD EXPORT BUSINESS.

To start export business on a large scale, the following items are needed:

- Company Incorporation is compulsory (This could cost between N55,000 to N70,000 depending on the processor/lawyer, also applicants can now do self-processing incorporation online).
- Export License (This will cost N1000 application form and N10,000 processing fee at NEPC).
- Working Capital of N350,000 minimum depending on the type of food products to be supplied.
- A domiciliary bank account in the company's name.
- Company website
- A contact Office
- Adequate knowledge of export business

Company email address not Gmail or yahoo mail

Internet access at Contact office or home.

Note:

The Institute of Business Advisers is always available to provide support in getting export license for her members within one or two weeks. On company incorporation, the Institute also has a dedicated lawyer who process company incorporation at cheaper rate on behalf of her members.

SOME EXPORTABLE FOOD AND AGRO PRODUCTS

- BITTER COLA (GARNICIA)
- KOLANUT
- GARLIC
- PROCESSED & RAW CASHEW
- SHEAR BUTTER
- CASSAVA CHIPS
- COCOA BEANS
- DRIED PLANTAIN
- PLANTAIN CHIPS
- PLANTAIN FLOUR
- HONEY
- OFADA RICE
- PALM KERNEL SHELL
- OGBONO
- MELON SEED (EGUSI)
- RICE.
- BITTER LEAF
- DRIED UGU LEAF
- PALM OIL
- PALM KERNEL OIL
- YAM
- YAM FLOUR
- CASSAVA FLAKES (GARRI)
- POTATO
- DRIED PEPPER
- BEANS
- BEANS FLOUR
- AND LOTS MORE...

POST-TRAINING FREE CONSULTANCY SERVICES.

All Associate members will continue to enjoy the following free export consultancy services among others:

- Continuing foodstuff and agro product export mentoring and training education.
- Sourcing for prospective buyers/importers abroad.
- Small scale food export business loans for qualified applicants at zero interest rate.
- Local product sourcing guide and information.
- Processing of export license for interested members.
- Detection of fraudulent importers and international trade scams
- Branding and packaging of food product to overseas countries.
- Marketing approaches to food export business.
- Regular updates on changes and new developments in the food export industry.
- Enrolment of interested associate members for interstate and overseas excursions to

important places like NEPC, NEXIM, FRIGHT FORWARDING COMPANIES and abroad based food importers and African food stores in Europe and America for qualified candidates..

- Enrolment of interested associate members into the business training programs and seminars of JCI London.
- And lots more...

SOME OF OUR TRAINING FACILITATORS.

Barrister (Mrs.) Mustapha Abimbola (LLB, BL, LLM, AMBA, FIBA)

She is a barrister at law and holds both bachelor and master degrees in Law. She is an Associate Member of The Institute of Business Advisers. She is an experienced facilitator and Business Consultant.

Dr. Babayinka Olayinka (BSC, HND, MBA, NIMN, FIBA, Ph.D. “Business Administration”)

He is a Business Manager at first Bank of Nigeria and also an Export Consultant with good training facilitating skills. He is an Associate Member of National Institute of Marketing of Nigeria and Fellow Member of The Institute of Business Advisers.

Mr. Oluwadiya Oluseyi (BSC, HND, NIMN, FIBA, ANIMN, MBA)

He is a Branch Operations Manager at UBA PLC and also a Business Consultant with good facilitating skills. He is an associate of both the National Institute of Marketing of Nigeria and Nigeria Institute of Management. He is a fellow member of the Institute of Business Advisers.

- And other IBA members who are professionals and export consultants nationwide.

SAMPLE OF TRAINING CERTIFICATION



SAMPLE OF ASSOCIATE MEMBERSHIP CERTIFICATE



PICTURES OF SOME ASSOCIATE MEMBERS AT THE INDUCTION VENUE.





INVITATION TO: IMPORT-EXPORT OVERSEAS BUSINESS EXCURSION.

To help out trainees understand the global economy, the principles of business comparative advantage and the need for future import-export business preparation and sensitivity, the Institute of Business Advisers' Food Export Programme includes an international business exposure trip called: Import-Export Business Overseas Excursion which is designed for interested candidates at very low and affordable cost with the cost of agency fee already back out of it.

The overseas business excursion programme will expose delegate trainees to the international environment and business practices. The programme offers a unique travel experience and exposure to the international arena. Locations are selected based on individual and group preferences while majority applicant location selected will be given high priority. At present, the available lists of countries for selection are:

- United Kingdom
- United States
- Canada
- United Arab Emirates (Dubai)
- South Africa
- Ghana

The programme is designed to enable prospective delegates on low budget to participate. For instance, a prospective delegate who prefers United Arab Emirate (Dubai) will need up to 150 US dollars at present to secure a visa within 2 weeks without payment of any sort of agency fee once the visa processing is handled through the Institutes' consultants.

The programme is a two weeks programme that will enable delegates to visit world class corporations and some African food stores for ground assessment, familiarization and networking for proposed business partners for import and export business.

For enquiries on overseas business excursion, send an email to: info@ibanigeria.org

ZERO INTEREST BUSINESS EMPOWERMENT LOANS FOR REGISTERED MEMBERS.

Zero interest business empowerment loans and advances are made to qualified registered members of the Institute. The zero interest business empowerment loans to small scale business commenced in Ibadan oyo state on April 2016. At present, the Institute has kick-off the zero-interest loan opportunity to all qualified candidates in any part of the country through online application at www.ibanigeria.org and with this offer, candidates applying online do not need to visit the Headquarters in Oyo state before benefiting from the empowerment loan scheme.

Below are the names of first one hundred (100) Small scale business beneficiaries in Ibadan Oyo State:

S/N	Names of Beneficiaries	Disbursement Cheque Numbers
1.	Adeyemo Mariam.	15431433
2.	Jimoh Qazim	15431446
3.	Ojo Oladele	15431447
4.	Oluga Adekunle	15431448
5.	Olaore Olanrewaju	15431431
6.	Babatunde Samson	15431429
7.	Adegbiji Aderemi	15431428
8.	Deleojo Temitope	15431445
9.	Ogunniyi Adeyemi	15431432
10.	Ayomide Adeyemo	15431434
11.	Isaac Ajisegiri	51137304
12.	Oluwafemi Christiana	51137309
13.	Ogunwole oluwafunmike	51137305
14.	ADEDOKUN Adesuyi	51137306
15.	Ololade Adetokun	51137308
16.	Faniyi Samson	51137310
17.	Olajide Olabamide	51137311
18.	Olajide Oluwadamilola	51137312
19.	Akindele Dorcas	511373313
20.	Salimotu Morenikeji	51137314
21.	Okeleye Oluwatoyin	51137315
22.	Olapade jelilat	51137316
23.	Anibaba Alimat	51137317
24.	Jimoh Jumoke	51137318
25.	TAIWO Medinatu	00000091
26.	Raji Sarata	00000085
27.	Amusat Babatunde	00000086
28.	Awoyale Oluwakemi	00000088
29.	Aladesaye Aderonke	00000089
30.	Ihiansiekhiem Gladys	00000092
31.	Ihiansiekhiem Oghonkeghan	00000090
32.	Bamikole Asiat	00000093
33.	Amusan Oluwumi	00000094
34.	Obisesan Lola	00000087
35.	Ibrahim Ronke	30000507
36.	Oke Molade	30000508
37.	Togun Funmilayo	30000509
38.	Idowu Serifat	30000510
39.	Adeola Oluwasegun	30000504

S/N	Names of Beneficiaries	Disbursement Cheque Numbers
40.	Olatunji Toyin	30000511
41.	Adodo Yetunde	30000501
42.	Fakeye Olaide	30000506
43.	Ilori Fisayo	30000503
44.	Oyekola Toying	15431449
45.	Grace Adedeji	15431450
46.	Afolabi Adeola	30000512
47.	Funmilayo Bolatito	30000516
48.	Babatunde Monsurat	30000524
49.	Mufutau Fatai	30000528
50.	Raifu Taiwo	30000527
51.	Olasupo Saheed	30000526
52.	Olutoye Raimi	30000525
53.	Mariam Kareem	30000546
54.	Nike Akande	30000545
55.	Mujidat Bolanle	30000544
56.	Fausat Adebayo	30000543
57.	Kehinde Rasaki	30000542
58.	Fatai Ganiyat	30000541
59.	Jemilat Isola	30000540
60.	Kafayat Akinwale	30000539
61.	Ajani Ganiyat	30000538
62.	Adedokun Kazeem	30000150
63.	Agbetuyi Paul	30000148
64.	Bose Daniel	30000149
65.	Temitope Omotosho	30000154
66.	Famade Mary	30000151
67.	Adebisi Felicia	30000152
68.	Alagbe Kazeem	30000153
69.	Adeniyi Abimbola	30000155
70.	Abraham Oluwumi	30000156
71.	Kayode Kikelomo	30000565
72.	Adedokun Sukiyaki	30000564
73.	Salawudeen Omotayo	30000563
74.	Edward Kehinde	30000562
75.	Suliyat Salawudeen	30000561
76.	Lawal Omoyeni	30000560
77.	Akinade Monilade	30000559
78.	Ibrahim Ganiyat	30000558
79.	Oyetunji Gbemisola	30000577
80.	Tijani Taiwo	30000170
81.	Adeseye Morufat	30000171
82.	Ilesanmi Dipo	30000168
83.	Ayoade Shakirat	30000169
84.	Lateef Nurat	30000167
85.	Hammed Taiwo	30000180
86.	Oreoluwa Zadiat	30000181
87.	Oyerinade Kafilat	30000182
88.	Hammed Simiat	30000183.
89.	Olarinde Monsurat	30000184
90.	Oni Adejoke	30000172
91.	Idowu Suliyat	30000173
92.	Ambali Adejoke	30000174
93.	Simiatu Abiodun	30000175
94.	Adesina Ayomide	30000176
95.	Kolawole Simbiat	30000177
96.	Musiliu Kehinde	30000178
97.	Adio Oyindamola	30000179
98.	Ojo Feyisayo	00000199
99.	Olapade Olabisi	00000198
100.	Isiaka Aminat	00000197

To assist registered members who intend to start small scale export business and also those who intend to start with local supply food-stuff services before migration into export in future, the Institute is willing to assist with zero interest business empowerment loans after meeting the applicable terms and conditions.

The empowerment loans are designed to enable candidates' access small scale business capital without the tough requirement of mortgage collateral requirements from banks. For qualified candidates who intend to benefit, method of application is via online at: www.ibanigeria.org with upload of necessary documents that will be required by empowerment loan analyst after which originals of required documents will be sent via courier before disbursement. Successful candidates outside Oyo are not be required to be personally present in Ibadan to access loans since all processing will be completed online before final disbursement.

To be a registered member of the Institute, all you need to do is to register online or through any of our Course Enrolment Consultants in any part of Nigeria and also complete the registration process by paying the annual subscription for the year which is N2000 only.

For further enquiries, please send an email to: businessempowermentloan@ibanigeria.org