



**The Institute of  
Business Advisers**

RC No: 949142.

# FOODSTUFF EXPORT

To:  
EUROPE, AMERICA & ASIA



(Free Training Programme for Final year Undergraduates and Serving Corps Members)

Free soft copy available @  
[www.ibanigeria.org](http://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 campus based programme designed for final year undergraduates and serving corps members. 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 students 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:**

**Part i** - This part is an instructor facilitated one day classroom interactive session on campus which is the first day of the programme and also another one day classroom interactive session at the end of the programme which also takes place on campus to conclude the programme.

**Part ii** - This is the e-learning/webinars self-study part 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 part starts one week after the first classroom training session takes place. The online lesson comes via email once in every week while participants will be privileged to access the study sessions via email at their convenience without disturbing other academic activities on campus. Each successful participant after the programme will be issued a training certification on: Practice of Foodstuff Export Business.

Upon presentation of Degree/HND result, each successful candidate may apply for Associate membership certification of the institute while this will enable such candidates to use “AMBA” designation after their names. This is a training certification that enhance job opportunity and also promotion for working professionals.

## **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 foodstuff 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 N85,000 to N120,000 depending on the processor/lawyer).
- 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) | ■ BITTER LEAF            |
| ■ KOLANUT                | ■ DRIED UGU LEAF         |
| ■ GARLIC                 | ■ PALM OIL               |
| ■ PROCESSED & RAW CASHEW | ■ PALM KERNEL OIL        |
| ■ SHEAR BUTTER           | ■ YAM                    |
| ■ CASSAVA CHIPS          | ■ YAM FLOUR              |
| ■ COCOA BEANS            | ■ CASSAVA FLAKES (GARRI) |
| ■ DRIED PLANTAIN         | ■ POTATO                 |
| ■ PLANTAIN CHIPS         | ■ DRIED PEPPER           |
| ■ PLANTAIN FLOUR         | ■ BEANS                  |
| ■ HONEY                  | ■ BEANS FLOUR            |
| ■ OFADA RICE             | ■ AND LOTS MORE...       |
| ■ PALM KERNEL SHELL      |                          |
| ■ OGBONO                 |                          |
| ■ MELON SEED (EGUSI)     |                          |
| ■ RICE.                  |                          |

**METHOD OF UNDERGRADUATE ENROLMENT.**

- Step 1: Complete free membership application form on campus.**
- Step 2: Get accredited and participate in campus based induction few weeks after registration.**
- Step 3: Start the six months training programme.**
- Step 4: Be a chapter member on campus and attend fortnight meetings**

**Note:** Accreditation for induction involves confirmation of student status, token payment for induction kits which includes, membership I.D card, Lapel, branded face cap or T-Shirt which is optional. The token costs of these items are personal responsibilities of all students.

**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, FREIGHT 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.

#### **Mr. Adedeji Adeyemi (BSC, HND, PGD, MBA, ACIB, FCIFCN, FIBA)**

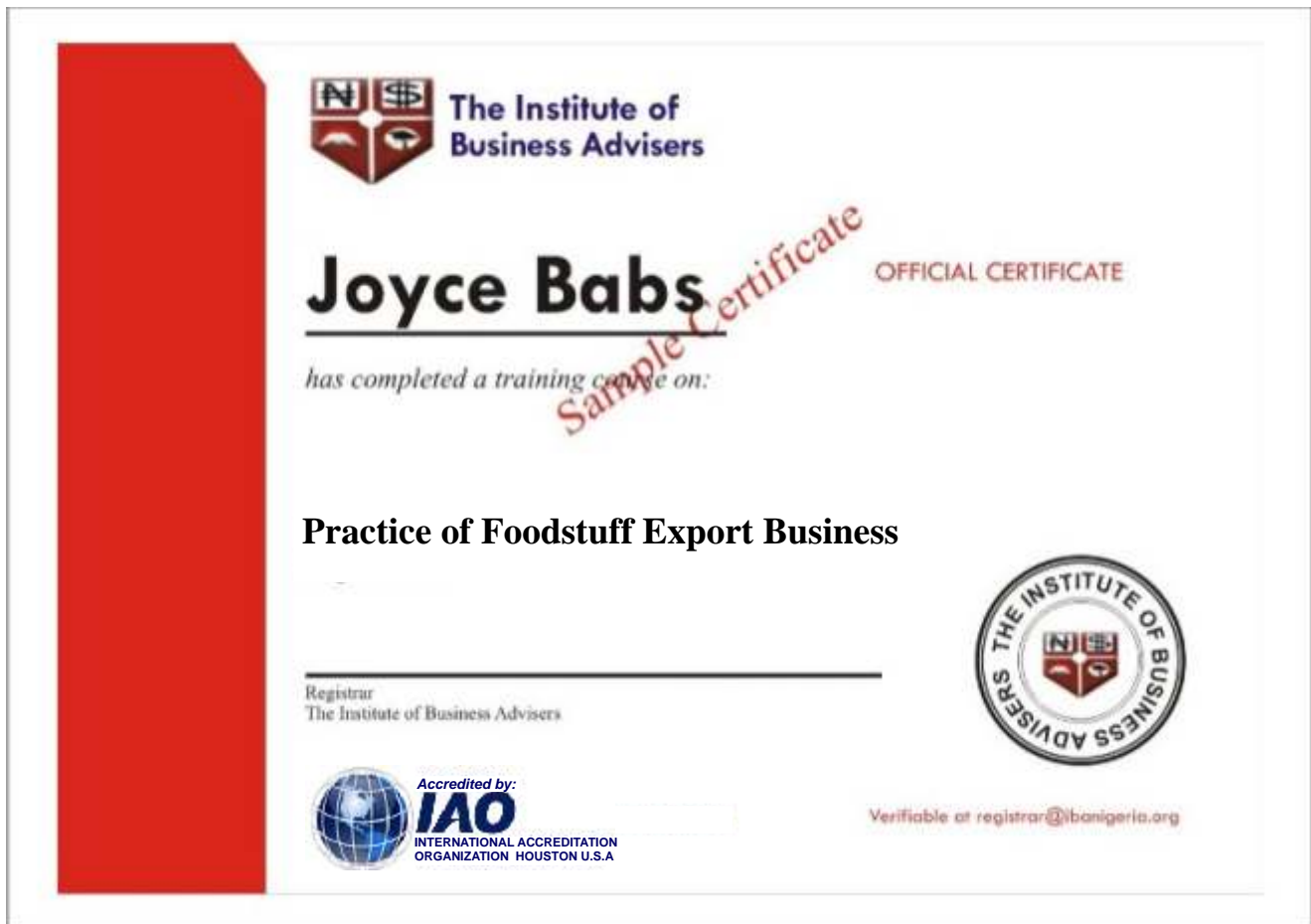
Adedeji is the Head Payment Unit, Central Bank of Nigeria (CBN) Akure. He is also a training consultant with good facilitating skills. He is an Associate Member of Chartered Institute of Bankers of Nigeria, Fellow of Chartered Institute of Finance & Control of Nigeria, and Fellow Member of The Institute of Business Advisers. He is presently a Skills student Member of Institute of Chartered Accountants of Nigeria.

#### **Mr. Ola Ebenezer (HND, BSC, FIBA).**

Ola Ebenezer is a seasoned banker; he has eight (8) years banking experience with Wema Bank of Nigeria Plc before he switched into Business Consulting. He is a Fellow Member of The Institute of Business Advisers. He is an experienced training facilitator and an activist. He was a former student Union Government President during his final year undergraduate days.

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

## SAMPLE OF TRAINING CERTIFICATION



### OVERSEAS TRAINING/COURSES.

The overseas training programs of the Institute are conducted by our foreign host companies and facilitated by experienced professionals in the training industry. The programme is driven by the Institute's determination to give participants an intensive immersion programme with high level exposure to the international environment and business practices and training courses outside Nigeria.

The programme offers a unique travel experience and exposure to the international arena. The countries of destination for the overseas training programs are:

- Canada
- United states
- United Kingdom
- United Arab Emirate
- South Africa
- Ghana.

For our overseas training policy and further information please visit: [www.ibanigeria.org](http://www.ibanigeria.org)



## 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' Associate Member Business Advisor (AMBA) curriculum 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 backed out.

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 maximum of 150 US dollars to secure a visa within 5 maximum days without payment of any sort of agency fee once the visa processing is handled through the Institutes' contractor.

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.

Interested candidates are encouraged to apply at the homepage of [www.ibanigeria.org](http://www.ibanigeria.org) For any enquiry on overseas business excursion, send an email to: [info@ibanigeria.org](mailto:info@ibanigeria.org)





Associate Member Business  
Advisor  
(AMBA)



OF

THE INSTITUTE OF BUSINESS ADVISERS

Via

Three (3) Months Food Export Programme

[www.ibanigeria.org](http://www.ibanigeria.org)

## **INTRODUCTION.**

If you're at the start of your career in Business Consulting & Advisory services or you are just considering to start, Associate membership programme (AMBA) of The Institute of Business Advisers will give you the tools, necessary trainings, resources and opportunities you need to succeed in your business consulting career.

As an undergraduate, you can achieve Associate membership of the Institute through fast track three (3) months food export programme which includes import-export overseas business excursion and campus based paid internship (IT) .

For successful participation in the programme, candidate must participate in either our two weeks overseas business excursion or campus based paid internship or both depending on individual choices before associate membership certification can be issued.

Along with the letters "AMBA" that you can use after your name, you will get unrivalled import-export business networking opportunities, overseas business excursion, paid internship and also opportunity to apply for zero interest business empowerment loans which is mean for qualified Associate Members.

AMBA programme is your pathway to full-time business consulting career and will help to ensure you stay up to date with the industry and maximize career development opportunities.

## **MODE OF STUDY.**

This is a three months duration programme where each applicant has the privilege to choose any of the three modes of study below:

- (i) 100% Instructor led on campus. (This only applies to group training with minimum of 300 trainees)
- (ii) 100% Virtual Instructor led via online training and other internet platforms e.g email (This applies only to individual trainees).
- (iii) Combination of both Instructor led on campus and Virtual Instructor led via online and other internet platforms.

Note: Waiver to beat down required number of training participants in options (i) and (iii) is strictly at the discretion of the management considering trainees commitment to the programme.

## **TUITION FEE.**

- (I) The programme is free for undergraduate members and serving corps members.
- (II) The programme fee for working professionals and other self-employed applicants is N50,000 only per trainee which is payable in maximum two installments.

Note: Other fresh graduates who have completed NYSC can also apply for tuition waiver however; final approval is strictly at the discretion of the Institute without prejudice.

## **FACULTY.**

Our class based and virtual instructor led programmes are facilitated by qualified lecturers with relevant postgraduate degrees and professional qualifications in addition to their

professional status as business managers and departmental heads across various first class organizations.

## METHOD OF APPLICATION

- Complete free application form on campus or online at [www.ibanigeria.org](http://www.ibanigeria.org)
- Request for induction kits and participate in campus based membership induction.
- Register with your membership number that will be provided during campus based induction and start the programme immediately without delay.

### SAMPLE OF ASSOCIATE MEMBERSHIP CERTIFICATE



**PICTURES OF SOME ASSOCIATE MEMBERS AT THE INDUCTION VENUE.**





THE LITTLE BEGINNING  
**FOR**  
NEW TRAINING CONSULTANTS  
(Paid Internship Programme for Undergraduates)

**100% Smart way to beat unemployment!**

## ABOUT THE PROGRAMME.

The IBA internship program for undergraduates provides suit of opportunities and broad exposures to the training consulting industry and to business education programs needed by trainees to become successful business and training consultants after university education thereby giving opportunity to nip in the bud, the agony of unemployment.

The undergraduate interns will benefit from the mentorship of the institute's accomplished training consultants who provide directions from time to time to enable them land a good training consultancy job or work as self-employed training consultants.

The programme runs via classroom based on campus subject to minimum of 200 applicants per stream and alternatively through Virtual Instructor Led with the aid of e-learning for individual applicants. However, at any period in-between the program the facilitator and trainee must agree on few class based sessions that will be held during the programme. The programme is a three months programme for both class based and e-learning. A schedule of time-table will be made available for each candidate.

## CAREER PATH FOR TRAINING CONSULTANT INTERN AT THE INSTITUTE OF BUSINESS ADVISERS.

For any candidate to qualify as Training Consultant Intern of IBA, such candidate must have completed or registered for the course: Practice of Consulting Business. For candidates who have completed the programme or those who have just enrolled such candidates if interested will be recruited to work on campus on behalf of the Institute as Training Consultant Intern with competitive consultancy fee remuneration. The core job function includes:

- Student enrollment for various training programs of IBA
- Training Advisory Services
- Training Facilitation for excellent candidates in their final year of study.
- Administrative job functions in relation to students undergoing trainings.

After graduation from school, Training Consultant Interns will be qualified to become an Associate Members of IBA and also continue to work with the Institute as Associate Training Consultants who will be allowed to work in any preferred location. Associate Training Consultants can also seek approval to establish IBA liaison office which he/she can administer in new location. Details of available training programs can be sourced in the training brochure at the home page of [www.ibanigeria.org](http://www.ibanigeria.org) The paid internship job opportunity lasts as long as the intern staff is still an undergraduate while such candidates automatically becomes Associate Training Consultant after graduation.

## METHOD OF APPLICATION FOR THE PROGRAMME OF TRAINING CONSULTANT INTERN

For any candidate to be qualified, such candidate must have made a commitment enrollment of at least one undergraduate candidate for any of the tuition free programs. Evidence of commitment enrolment and online application should be made to:

consultancyjob@ibanigeria.org A member of our team will respond within 48 working hours.

For further enquiry, send an email to: info@ibanigeria.org or call 08167827650. You can also arrange for a visit to our headquarters at: Plot 12 Matsons layout Oluwo estate Area Ibadan or any of our Area Offices.

## SAMPLE OF TRAINING CERTIFICATION.



## SMALL SCALE BUSINESS EMPOWERMENT LOANS FOR ASSOCIATE MEMBERS AT ZERO INTEREST

Zero interest business empowerment loans and advances are made to members of the Institute at the discretion of the management. The zero interest business empowerment loan to small scale businesses commenced in Ibadan oyo state on April 2016 while beneficiaries got disbursements in groups.

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

<b>S/N</b>	<b>Names of Beneficiaries</b>	<b>Disbursement Cheque Numbers</b>
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



<b>S/N</b>	<b>Names of Beneficiaries</b>	<b>Disbursement Cheque Numbers</b>
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 new associate members who intend to start small scale export business and also those who intend to start with local supply 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 whenever the application window is opened.

The empowerment loans are designed to enable candidates' access small scale business capital without the tough requirement of mortgage collateral requirements. For qualified candidates who intend to benefit, method of application is online via [www.ibanigeria.org](http://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 loan disbursement. Successful candidates outside Oyo State will not be required to be personally present in Ibadan to access loans since all processing will be completed online before final disbursement.

For further enquiries, please send an email to: [businessempowermentloan@ibanigeria.org](mailto:businessempowermentloan@ibanigeria.org)