

# UNIT 1: YOU CAN BECOME SELF-RELIANT



SELF-RELIANCE



BUSINESS



HOME



COMMUNITY

# UNIT 1: YOU CAN BECOME SELF-RELIANT



1. Groups Build Self-Reliance.
2. Make Three Plans for Success.
3. Apply the 6P's of Business.
4. Improve Your Quality of Life.
5. Serve Your Community.
6. Make and Keep Commitments.

# UNIT 1: YOU CAN BECOME SELF-RELIANT

## PARTICIPANT PRE-EVALUATION

### FILL OUT & HAND IN NOW

1. I have my own business.	Yes			No
2. I have a plan to improve my home and personal life.	Disagree	Somewhat disagree	Somewhat agree	Agree
3. I serve in my community.	Disagree	Somewhat disagree	Somewhat agree	Agree
4. I save money regularly.	Disagree	Somewhat disagree	Somewhat agree	Agree
5. My family spends less than we earn.	Disagree	Somewhat disagree	Somewhat agree	Agree
6. My family can afford the basic necessities of life.	Disagree	Somewhat disagree	Somewhat agree	Agree
7. I keep business records.	Disagree	Somewhat disagree	Somewhat agree	Agree

Participant Name \_\_\_\_\_

Date \_\_\_\_\_



Principle 1  
GROUPS BUILD SELF-RELIANCE



DISCUSS:

- What do you see in these pictures?
- What emotions are they expressing?
- Why do you think they feel that way?

Principle 1  
GROUPS BUILD SELF-RELIANCE

DISCUSS:

- Have you ever had an experience where you felt like the people in the picture?
- Would you like to be a part of a group that brings you success?



## Principle 1

## GROUPS BUILD SELF-RELIANCE

## ACT:

- Our group will help us become self-reliant. As we work together, we can find success.
- Would you like to be a part of an MBS/self-reliance group?

## Principle 2

## MAKE THREE PLANS FOR SUCCESS

## CODE:

- Turn to page 2 in your workbook and look at the four pictures again. Or look on the next slide.
- Notice that each one has a title.
- The first one is Self-Reliance. The other titles are the three areas of our lives that are essential to self-reliance.

Principle 2

MAKE THREE PLANS FOR SUCCESS



**SELF-RELIANCE**



**BUSINESS**



**HOME**



**COMMUNITY**



Principle 2

## MAKE THREE PLANS FOR SUCCESS



## Principle 2

## MAKE THREE PLANS FOR SUCCESS

## DISCUSS:

- What are those three areas?
- How do these three areas of our lives relate to each other?
- How do problems at home or in the community, such as sickness, abuse or crime affect our businesses?

## Principle 2

## MAKE THREE PLANS FOR SUCCESS

## DISCUSS:

- How does a successful business help our families and communities?
- In this program you will develop three plans for self-reliance. What do you think those plans are?
- Why do your plans for self-reliance need to include more than just earning money?

## Principle 2

## MAKE THREE PLANS FOR SUCCESS

## ACT:

- Through these three plans, you'll become more self-reliant and find greater success in all aspects of your life.
- Are you willing to create three plans to become more self-reliant?



Principle 3

## APPLY THE 6P'S OF BUSINESS

CODE:

# 6P's of Business

## Principle 3

## APPLY THE 6P'S OF BUSINESS

CODE:

- Can everyone guess what the 6P's are?
- (Remember: these are words that begin with the letter P that are important in a business).

Principle 3  
APPLY THE 6P'S OF BUSINESS



## Principle 3

## APPLY THE 6P'S OF BUSINESS

## CODE:

- Look on page 3 of your workbook for the list of the 6P's of Business or on the next slide.
- Let's read together what each of the 6P's means:



## Principle 3

## APPLY THE 6P'S OF BUSINESS

## CODE:

- Plan – The steps you need to make your business succeed.
- Product – The item or service you sell.
- Paperwork – Your income, expenses, and goals in writing.
- Promotion – How you sell your product or service.
- Price – What you charge for your product or service.
- Process – How you create your product and get it to customers.

Principle 3  
APPLY THE 6P'S OF BUSINESS



## Principle 3

## APPLY THE 6P'S OF BUSINESS

## DISCUSS:

- What happened to Sofia?
- How did joining a self-reliance group help Sofia?
- How did she apply the 6P's to her business?
- How do you think applying the 6P's might help your business?

## Principle 3

## APPLY THE 6P'S OF BUSINESS

## ACT:

- Turn to page 44 in your workbook to the resource section or look on the next slide and note The 6P's Business Checklist.
- You will use this checklist for your homework assignment this week.
- Visit three businesses, observe and write down how they apply the 6P's



# Principle 3

## APPLY THE 6P'S OF BUSINESS

### THE 6P'S BUSINESS CHECKLIST

**PLAN**—What is your business idea and the steps you are taking to make it successful?

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**PRODUCT**—What are the items or services you sell?

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**PROCESS**—How do you create your product and get it to the customer?

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**PRICE**—What do you charge for your products or services?

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**PROMOTION**—How do you get customers to buy your products or services?

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**PAPERWORK**—What records do you keep to track income, expenses and goals?

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Principle 4

IMPROVE YOUR QUALITY OF LIFE



DISCUSS:

- What do you see in this photo?
- How is the boy feeling?

## Principle 4

## IMPROVE YOUR QUALITY OF LIFE

## ACT:

- This is a Sample Quality of Life Wheel to help create your Home Plan.
- To start your plan, turn to page 4 in your workbook and choose eight areas of life that are important to you. Or look on the next slide.

## Principle 4

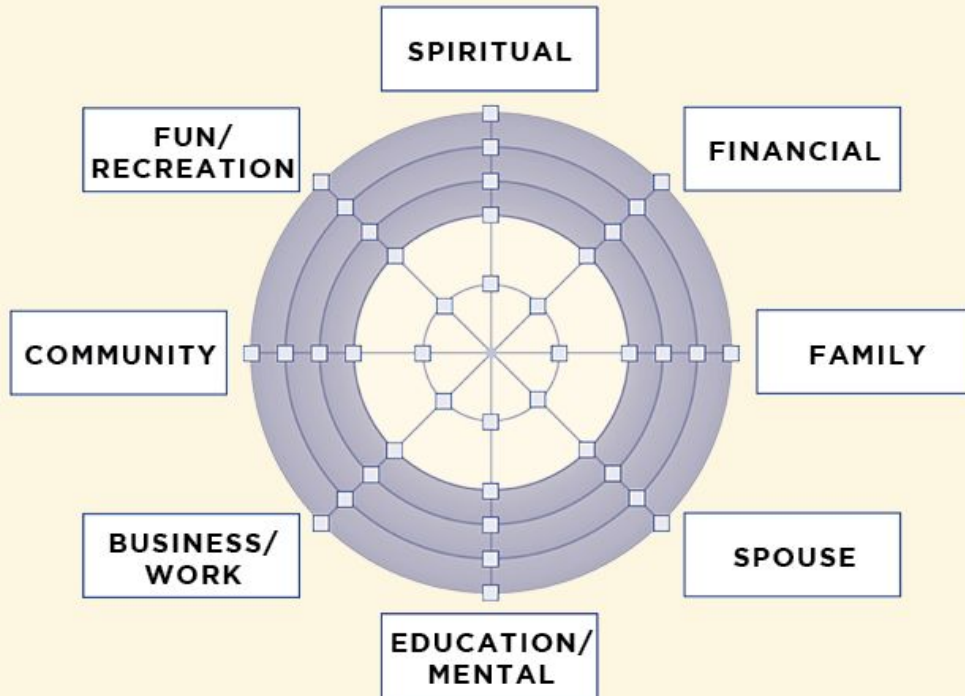
## IMPROVE YOUR QUALITY OF LIFE

To help select life areas for your plan, consider the eight examples around the *Sample Quality of Life Wheel* and also the *Important Areas of Life* list of ideas on the same page. The categories you choose will be areas that are important to you and don't need to match any other examples. **Write your choices in the *Your Life Areas* blank list.** You'll have a chance to explore these eight areas again in Unit 3.

Principle 4

IMPROVE YOUR QUALITY OF LIFE

SAMPLE QUALITY OF LIFE WHEEL



YOUR LIFE AREAS:

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_
- 6) \_\_\_\_\_
- 7) \_\_\_\_\_
- 8) \_\_\_\_\_

## Principle 4

## IMPROVE YOUR QUALITY OF LIFE

***IMPORTANT AREAS OF LIFE – EXAMPLES*****Spiritual**—Scriptures, Church**Finances**—Budget, Income**Family**—Parents, Children**Spouse**—Date night, Home**Education**—Literacy, College**Mental Health**—Depression, Anxiety**Business/Work**—Job, Sales**Community**—School, Service**Fun**—Hobby, Sports, Social**Health**—Exercise, Diet, Illness**Support**—Friends, Family, Pets**Preparation**—Food, Savings

Principle 5  
SERVE YOUR COMMUNITY





## Principle 5

## SERVE YOUR COMMUNITY

## DISCUSS:

- The picture on the left shows some businesses with problems. What problems do you see?
- How are the people in these scenes feeling?



Principle 5  
SERVE YOUR COMMUNITY

DISCUSS:

- What do you see in the right picture?
- How are these people feeling?
- How can people working together solve tough problems?



## Principle 5

## SERVE YOUR COMMUNITY

## DISCUSS:

- Do we have problems like crime, sickness, garbage or abuse in our neighborhood that could hurt our businesses?
- How could our group work together to solve problems like these?
- How could doing service to help each other or our neighborhood unite our group?

## Principle 5

## SERVE YOUR COMMUNITY

## ACT:

- As a group we'll develop our own community service plan, with service projects to help others in need, reduce neighborhood problems and strengthen our group.
- In the coming weeks we'll want to name our group and possibly form committees

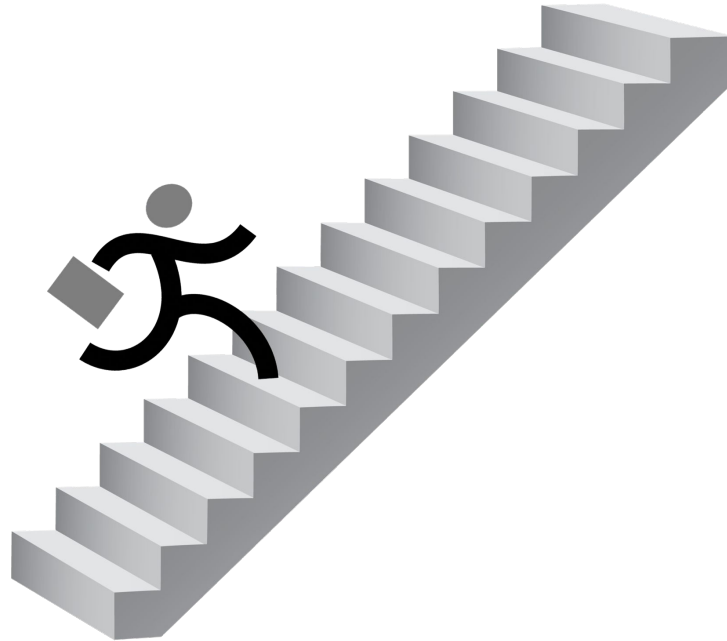
## Principle 5

## SERVE YOUR COMMUNITY

## ACT:

- We may decide to keep meeting together after we finish the lessons in this manual.
- Some groups find other ways to unite such as T-shirts, songs and slogans.
- What are some things we might want to do together?

Principle 6  
MAKE AND KEEP COMMITMENTS



## Principle 6

## MAKE AND KEEP COMMITMENTS

## DISCUSS:

- Have you ever climbed a long staircase or crossed a long space? Where? How?
- Would it be possible to go from the bottom to the top in one step?
- Can you reach your long-term goals without short-term commitments?



Principle 6

MAKE AND KEEP COMMITMENTS

DISCUSS:

- Do you think running a successful business will be easy?
- Why is each step important?

## Principle 6

## MAKE AND KEEP COMMITMENTS

## ACT:

- At every session we'll introduce three short-term commitments:
  1. An assigned Business Plan Commitment found in the workbook based on the content of the lesson, to help advance your business.

## Principle 6

## MAKE AND KEEP COMMITMENTS

## ACT:

2. A Home Quality of Life Commitment that reflects your individual priorities and goals.
3. A Savings Commitment that helps you identify how much money you can save each week to improve family and business finances.

Principle 6

MAKE AND KEEP COMMITMENTS

ACT:

- How do you think that making and keeping these three commitments will help you succeed?

## Principle 6

## MAKE AND KEEP COMMITMENTS

## ACT:

- Each meeting we will draw a commitment chart on the board or paper.
- As each person enters the room next week they will write *yes* or *no* under each of the commitments to report whether they kept their commitments or not.

## Principle 6

## MAKE AND KEEP COMMITMENTS

<b>COMMITMENTS CHART</b>			
<i>Name</i>	<i>Business</i>	<i>Home</i>	<i>Savings</i>
John C.	yes	yes	yes
Maria T.	no	yes	no
Your Name	?	?	?

## ACT:

- This reporting activity will be done at the beginning of every meeting.

## BUSINESS SPOTLIGHT

### BUSINESS SPOTLIGHT:

- Turn in your workbook to the resource section on page 44.
- Each week, one of you will take a few minutes to show your product or service and talk about your business.
- Who will do our spotlight presentation next week?



## ACTION PARTNERS

### ACTION PARTNERS:

- At the end of each class you will pair up with someone from the group.
- Choose someone who is not a family member.
- This will be your action partner for the week.

## MBS REQUIREMENTS

### MBS REQUIREMENTS:

- Turn to page 66 in your resource section of your workbook or on the next slide.
- These are the certificate requirements. Each week you should add to your business plan. Look over the MBS Requirements and see what you need to do.
- Set the goal to grow your business, home and community.

## PRINCIPLES SUMMARY

1. Groups Build Self-Reliance.
2. Make Three Plans for Success.
3. Apply the 6P's of Business.
4. Improve Your Quality of Life.
5. Serve Your Community.
6. Make & Keep Commitments

## COMMITMENT

## Business Plan Commitment:

- I will visit three businesses and write down in my workbook how they use the 6P's of Business.
- I will use The 6P's Business Checklist.

## COMMITMENT

## Home Quality of Life Commitment

- I will thoughtfully choose one or two areas of my Quality of Life Wheel and write down goals to improve this week.
- I will be specific with my written goals and follow through.

## Savings Commitment

- I will add to my savings – even if it's just a coin or two

## COMMITMENT

## DISCUSS:

- Who would like to share their Home Quality of Life Commitment this week?
- Which commitment will be the easiest to keep for you this week?
- Which commitment will be the hardest?

## COMMITMENT

## ACT:

- Meet now with your Action Partner for this week. Discuss your business ideas and decide how you will contact and encourage each other during the week to keep your commitments. Say your commitments out loud.



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