

## Blessing Mukwindidza Business Sponsorship Application

Blessing Mukwindidza Is a member of Cape Town South Africa Stake

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What is the name and email address of your self reliance course facilitator or bishop?  
Elder Herman Du Toit and the email hdutoit1@live.com

Describe your business: \* I would like venture into passenger transportation as a rideshare driver

Describe your best customers (age, gender, income, where they live, occupation, education level, interests) \*

This encompasses both male and females. A working class who demands traveling comfortably. It could be medium density to low density and industrials.

What is the problem your product or service solves for your customer? \* Efficiency and punctual

Why do your customers do business with you rather than the competition (how are you different or better)? \* I have acquired skills in customer service that would always come back to me and they also recommend their friends and relatives.

Describe each of the main products or services you sell. \*

The main service I provide is offering a comfortable and a said destination by customers .

What price does the customer pay for each of these products? Please convert the price into US dollars for sponsors. \*

\$0.45 per kilometer

How much does it cost you to provide each of these products? List the cost-of-goods (expense) for each. Please convert the price into US dollars for sponsors.\*

\$1.12 per liter is the major expense

How do your customers pay you (cash, credit card, mobile money, credit, check)?\*

Mobile money

How many regular customers do you currently have?\*

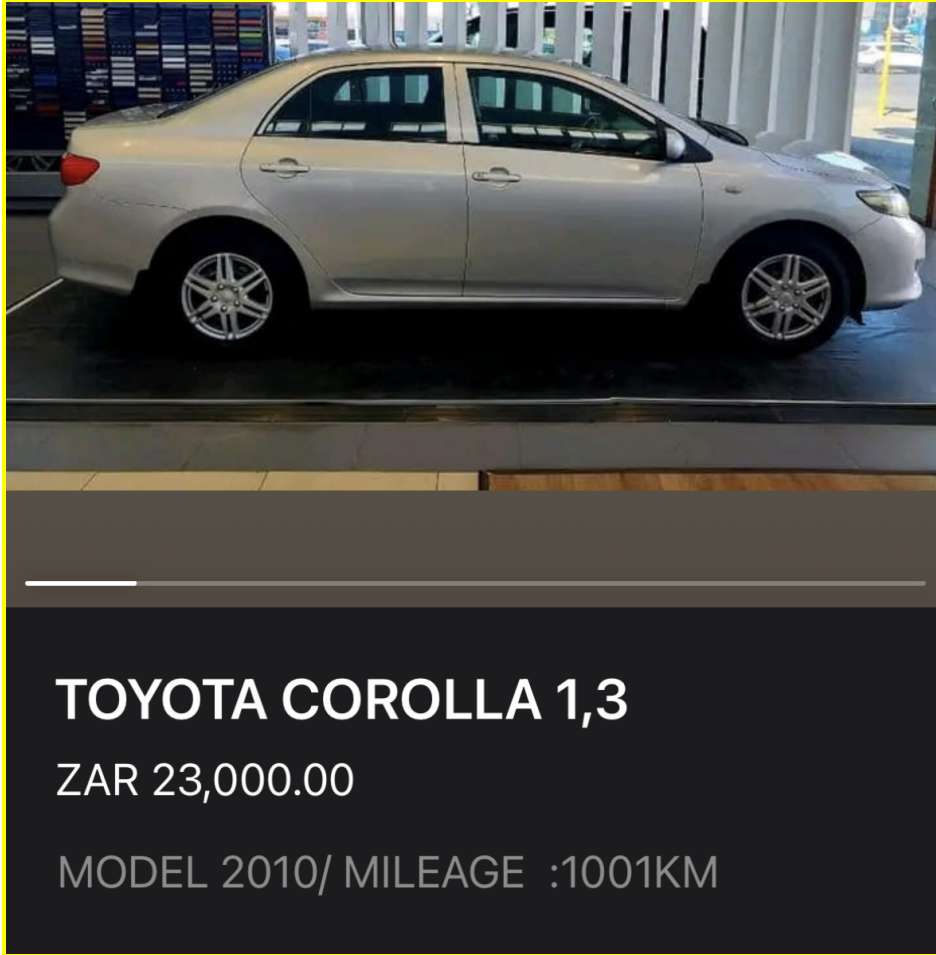
Since we use an application we usually do not build regular customers but they do give a highly recommended

What application do you use?

Taxify driver Application (it's a rideshare app like Uber or Lyft)

If given a grant, how would you spend the funds? Please list each item/service you will purchase and what the cost is for each. Please convert the price into US dollars for sponsors.\*

Currently I am driving for someone (working). So I noticed I buy a good second hand sedan car that will qualify road worthy and I will start up my own business ranging between \$1000 and \$1400.



Mileage: 189,000 Km (117,439 miles)

Cost \$1,312.65

Name your top 3 ways to find new customers\*

1. Good service brings referrals
2. Advertising on media
3. Word of mouth

I have to pick business areas, like ports ( air and sea) , restaurants and recreational. I then have to login the application. Clients nearby my location sent a request, I can then pick those requests. After offering the service they can comment on reviews hence I called it word of mouth.

My business is brand new and has not been started yet

My business is my only source of income.

Month	1	2	3	4	5	6	7	8	9	10	11	12	Total
<b>Revenue</b>	333	344	355	366	377	388	399	410	421	432	443	454	4722
<b>Expenses</b>													
Self salary	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee salaries	0	0	0	0	0	0	0	0	0	0	0	0	0
Raw materials	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent	55.56	56	56	56	56	56	56	56	56	56	56	56	671.56
Technology	12	12	12	12	12	12	12	12	12	12	12	12	144
Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0
Transportation	89	89	89	89	89	89	89	89	89	89	89	89	1,068
Taxes/Fees	43	43	43	43	43	43	43	43	43	43	43	43	516
Other	122	122	122	122	122	122	122	122	122	122	122	122	1,464
<b>Net Income</b>	<b>11</b>	<b>22</b>	<b>33</b>	<b>44</b>	<b>55</b>	<b>66</b>	<b>77</b>	<b>88</b>	<b>99</b>	<b>110</b>	<b>121</b>	<b>132</b>	<b>858</b>
<b>Net Profit Margin</b>	<b>3%</b>	<b>6%</b>	<b>9%</b>	<b>12%</b>	<b>15%</b>	<b>17%</b>	<b>19%</b>	<b>21%</b>	<b>24%</b>	<b>25%</b>	<b>27%</b>	<b>29%</b>	<b>18%</b>

So my salary is \$ 333 in this case it will be my monthly revenue. Then everything that follows will be expense from my salary.

Rent is my home thus personal expenses so as transport to and from home and work every working day. Other expenses as stated will be my groceries, clothing and education which varies month to month depending on the season.

What you may note as net income is my savings

*Submitted 12/5/22*