

LITTLE ANGEL HEALTH SHOP Business Plan

HENRY MWANSA



DESCRIBE YOUR BUSINESS:

LITTLE ANGEL HEALTH SHOP is a registered company with PACRA and deals with the distribution of medicines. We currently have more than 20 regular customers. when we are given the EntrApov loan, we will buy **Medicine at \$810, a Blood pressure machine \$90, and malaria test kits at \$100**. The medicine products will boost our business and increase our revenue because currently, we are just running the business with very little capital.

DESCRIBE THE PROBLEM

In our area, a lot of people are looking for where to buy day-to-day medication, and they are struggling to find a nearby place to get/buy.

EXPLAIN YOUR SOLUTION?

We have opened a health shop right to their doorstep that sells all the required medication at an affordable price.

BUSINESS MISSION STATEMENT:

As LITTLE ANGEL HEALTH SHOP, we are there to enhance the health and well-being of our community by providing accessible, high-quality pharmaceutical care and a wide range of health and wellness products. We are dedicated to delivering exceptional customer service with compassion and integrity, ensuring that every customer feels valued and supported. Through our knowledgeable staff, innovative services, and commitment to continuous improvement, we strive to be a trusted partner in health, empowering our customers to lead healthier lives.”

HOW LONG HOW YOU BEEN IN BUSINESS?

For six months.

YOUR NET INCOME

\$200-\$130=\$70

SERVICE OR PRODUCT DELIVERABLE:

We will be selling high-demand medicine in the store to customers and the community. We will be selling antibiotics, painkillers, blood pressure check-ups, and malaria rapid tests, as we expand our business in the next three to five years.

DESCRIBE YOUR BEST CUSTOMER:

Our best customer is the nearby residents who are builders, who always come to the store for painkillers and antibiotics. They understand store policies, make quick decisions, and often express gratitude for the service, appreciate recommendations, and provide feedback respectfully.

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS?

Customers do business with us because we are efficient and reliable with our medicine products and health services, and we are so committed to what we sell. Our prices and medicine are unmatched.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

Item and services	Prices	
Haemup (blood builder)	\$3	
Funbact (antifungal, antibacterial)	\$2.25	
Blood check-up	\$1.31	
Rapid malaria test	\$1.12	

HOW DO CUSTOMERS KNOW THAT YOU EXIST?

We are a community-based company, and we are strategically located in an area where products and services are needed. Our most important marketing strategy is the quality and price of our medicine products and health services, so we usually get referrals from the same residents and the nearby health facilities.

WHY DID YOU CHOOSE THIS BUSINESS?

Medicine Products and health services are in demand, and their demand never ends, and I have a lot of experience in this field of over 8 years, so it's something I know and understand.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

- Location of the business.

- Quality of the medicine and services.

- Advertising.

Insert pictures of your business activities here and give a brief explanation of each:



We do offer rapid malaria tests to customers at \$1.12.



We also do blood pressure check-ups at \$1.31

HOW WILL YOU USE THE MONEY?

We plan to purchase medicine at \$810, a Blood Pressure Machine at \$90, and Malaria test kits at \$100.

What is the common cause for this to fail?

According to my research on this business, the main cause for this kind of business to fail is simply the inability to understand the dynamics of doing this kind of business by being more interested in making more money than selling good quality and more effective medicine and services. We, as LITTLE ANGEL HEALTH SHOP, are committed to providing good quality and effective medicine and services to our customers.

Income Statement:

Your name is: MWANSA HENRY													
Business name: LITTLE ANGEL HEALTH SHOP													
Current Date: #####													
Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	136	149	152	157	163	168	170	189	194	208	213	218	2,117
Total transactions or units sold	21	21	21	21	21	30	30	35	35	40	50	50	375
Revenue per transaction or unit	6	7	7	7	8	6	6	5	6	5	4	4	6
Expenses													
Self salary	20	20	20	20	20	25	25	30	30	40	40	40	330
Employee salaries	0	0	0	0	0	0	0	0	0	0	0	0	0
Raw materials	20	20	20	20	20	20	20	20	20	20	20	20	240
Store Rent	0	0	0	0	0	0	0	0	0	0	0	0	0
Technology	2	2	2	2	2	2	3	2	2	2	2	2	25
Advertising	0	0	0	0	0	0	0	0	0	2	2	2	6
Transportation	1	1	1	1	1	1	1	1	1	5	5	5	24
Loan repayment	0	0	0	0	0	0	0	0	0	0	0	42	42
Taxes/Fees	0	0	0	0	0	0	0	0	0	5	5	5	15
Other	1	1	1	1	1	1	1	1	1	1	1	1	12
Total Expenses	44	44	44	44	44	49	50	54	54	75	75	117	694
Expense per transaction or unit	2	2	2	2	2	2	2	2	2	2	2	2	
Net Income to reinvest	92	105	108	113	119	119	120	135	140	133	138	101	1,423
Net Profit Margin	68%	70%	71%	72%	73%	71%	71%	71%	72%	64%	65%	46%	

Cash Flow Statement:

	2 months ago	last month	this month	next month	mont h 3	mont h 4	mont h 6
Income	189	194	200	208	218	226	302
- Fixed expenses	-30	-30	-40	-40	-50	-70	-90
- Loan payment	0	0	0	0	-42	-42	-42
- Variable expenses	-90	-90	-90	-95	-95	-100	-100
= Profit (or loss)	69	74	70	73	31	14	70
Starting cash	57	126	200	270	343	374	388
Available cash	126	200	270	343	374	388	458

WHAT HAVE YOU DONE WITH THE PROFITS YOU MADE TWO MONTHS AGO AND LAST MONTH? BE VERY SPECIFIC ABOUT ITEMS PURCHASED AND THE AMOUNT SPENT.

The total profit made two months ago and last month was \$305 and was used to buy more medicine products, malaria testing kits, and raw materials like packing packs for medicine.

Share about your family and picture here:



I love my family so much and I am striving to make sure that I provide for them both physically and spiritually because I understand that, that's the divine calling I have

received from my heavenly father and this company will be able to help us take care of our needs as we strive to become self-reliant.

CONTACT DETAILS:

Phone number: +260760978800

Email: henrymwansa10@gmail.com

Course Facilitator Details

Name: Philip Bwalya Kapalu

Phone: +260 968369679

Email: ndolaentrapov@gmail.com