

LUCIA MABUNDA



Lucia Mabunda business coaching
@lucia_mabunda1

Contact: 0769934517

Email: ladylu269@gmail.com

Entrepreneurship Should not be about reinventing the wheel .

Starting a business using existing models



What irritates you?
e.g. (standing in long ques –what
solution can you bring to solve that
problem ,
create an APP that you book space
before consultation

- Look at the world for what it should be not how it is .
- Come up with solutions to a day to day problem .
- Solve your frustrations and convert the solution to a business.
- Sell the problem you solving rather than the product to selling have a story.
- Polish your sales pitch at all times.

- ❖ kindergarten
- ❖ House Maintenance
- ❖ Salon
- ❖ Skills development

Four key principle to a successfully business



Marketing –

- Target market ,
- Study your competitors,
- Usp,

Branding-

- Create value
- Get result
- Under promise and over deliver
- Create wows-let them try once

Relationships-

- Networking
- If you take care of your clients they will take care of your product
- You are as good as your last job.

Coaching-

- Invest in yourself
- Inspect what we expect –what's working and what's not.
- Always become uncomfortable –don't arrive
- Bounce off ideas
- Investments, shares ,forex,property,saving etc

Two reasons why people do not succeed



1. Number of excuses(procrastinate)

(The less your excuses are
the more successful you will
become)

2.What you do not now

(If you knew what I know ,you'd be
more successful than I am
,because you'd avoid all my
mistakes) ,Caching is important

BUSINESSES YOU CAN START WITH LESS THAN R10 000 CAPITAL

1. Create business plans (we do it for you)
2. Register companies
3. Cleaning services both domestic and corporate
4. Create your own marketing and branding agency
5. Consulting many options
6. Blogging for companies
7. Find someone in business partner and brand in another niche or market
8. Personal trainer
9. Become a connector
10. Used books sales
11. Wedding planning, events etc
12. Property management
13. Interior designer(use the internet to grow)
14. Office equipment repair
15. Dog walking
16. Takkie wash include shoe polishing
17. Public speaking
18. Resume writing service
19. Anything organic is the future
20. healthy Meals to go preparation
21. Personal grocery shopper
22. Fashion Stylist



The way you change is how you succeed!!!

For bookings : ladyu269@gmail.com
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- Little Harvard kids academy
- Lucia Mabunda foundation



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