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Scaling Social Entrepreneurial Impact

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What are we going to do today?

- Definitions/terms
- Examples of social entrepreneurs
- Exercise
 - Think about social problems
 - Brainstorm solutions

But first... a demonstration!

Microfinance

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- An example of Soc. Ent. at work
- Small loans for small business
 - Low-income borrowers
 - Developing world
- End poverty?



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How do the borrowers do?

	1	2	3	4	5	6	Totals
Orig Loan	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5	\$ 30
Profits	\$ 3	\$ 4	\$ -	\$ 5	\$ 2	\$ (5)	\$ 9
Funds after profit	\$ 8	\$ 9	\$ 5	\$ 10	\$ 7	\$ -	\$ 39
Repayment (loans + interest)	\$ 7	\$ 7	\$ 5	\$ 7	\$ 7	\$ -	\$ 33
Left in local economy	\$ 1	\$ 2	\$ -	\$ 3	\$ -	\$ -	\$ 6

How does the lender do?

Original Loan (6 x \$5)	\$ 30
Repayments (loans + interest)	\$ 33
Profit for lender:	\$ 3
Return on Investment:	10%

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Poor people don't pay back loans!

You can't make money lending to the poor!

You can't end poverty with a business!

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What's an **entrepreneur**?

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- Old idea: financial backer
- New idea:
 - Creator/Innovator
 - Hands-on worker
 - Success, not \$\$

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Social Entrepreneurs try to
solve **social problems**