



The **BEST** Bi-Vocational Evangelist Support Training **P r o g r a m**

SEMINAR TO TRAIN NEW TRAINERS

What: Participants will be trained to deliver the BEST training. BEST is designed to train third world evangelists and church-planters on basic business principles and concepts. Basic ... but very useful. All of the primary business functions are touched upon: accounting, financial statements, sales forecasting, marketing, break-even analysis, financial leverage, credit management, business location, competition, and for good measure, cash management.

The training is in a very condensed form, but straight-forward enough that we believe most individuals can benefit from regardless of their educational backgrounds. It is neither a formal nor a complete business training course. It was not intended to be. Given that the intended participants probably have limited educations and assets to employ, and are likely to engage in businesses of limited size and complexity... an ordinary business training program would be too long in duration, too difficult or complex, and somewhere between over-kill and completely futile.

The intent of this training is to empower a church leader in a poor community to start and operate a micro-business, and provide for the needs of their family. When the family is provided for, the business becomes a platform upon which a local church ministry can build community connections and the pastor/leader can grow a local church.

When: Fri – Sun, Oct 25 - 27

Where: Yorba Linda – Ayres Suites • 22677 Oakcrest Circle • Yorba Linda, CA 92887 •
Tel. (714) 921-8688

Training Agenda:

Friday – Welcome dinner (6 – 7pm)

Session 1 (7:30 – 9pm)

- Training Overview
- Do Holy Men Work
- Business Plan

Saturday

Breakfast (7:30 – 8:30)

Session 2 (8:30 – 10am)

- Developing a Business Idea
- Financials I

Break (10 – 10:30)

Session 3 (10:30 – 12)

- Financials II
- Forecasting – Retail Merchant

Lunch (12 – 1pm)

Session 4 (1 – 3pm)

- Forecasting – Agricultural Business
- Cash Management
- Price Setting & Break Even

Session 5 (3:30 – 5pm)

- Marketing - Customers
- Marketing - Ideas and Techniques
- Competition
- Business Location

Dinner (5 – 6pm)

Session 6 (6 – 7:30)

- BEST Strategy to reach all EFM mission fields

Sunday (optional)

Attend church at The Well (10 – 11:30am)

Lunch and de-brief with BEST trainers (noon)