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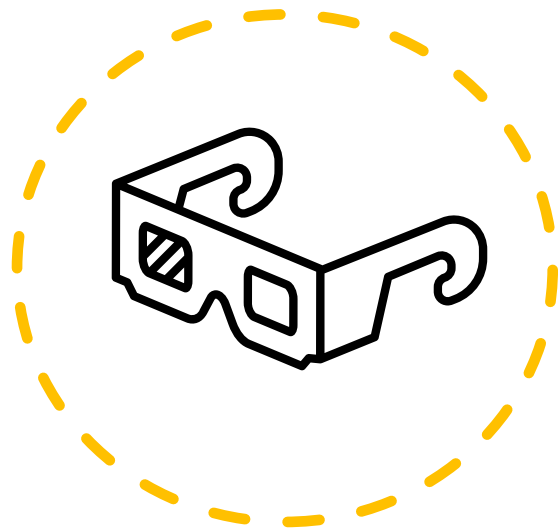
Strengthening financial skills

Role play context

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Context



In this roleplay, the beneficiary has to play the role of a future entrepreneur meeting a bank

The business leader

In the next slides you will find informations about your future company



The business leader

Concept: You want to start your own business in the service area. You want to become a driver for tourism vehicles.

Your structure: You are going to create standard limited liability company. You will not any have employees

Your services:

- Offer transportation in tourism vehicles for customers (airport rides, etc...)
- Offer transportation for events
- Offer transportation for the tourism sector (hotels, railway etc...)

The company

Need	Resources
<p>Intangible asset : Web site : 3000 € Brand and communication: 500€ Administration fees: 1 500€ Treasury : 30 00</p> <p>Fixed asset : Car : 45 000€ Hardware: 2 000€</p>	<p>Equity : Personal contribution: 10 000€</p> <p>Capital borrowed : Loan : 40 000€</p>
<p>Total : 50 000 €</p>	<p>Total : 50 000 €</p>

The company

Turnover	Year 1 50 000€	Year 2 60 000€	Year 3 70 000€
Consumables	9 450€	11 523€	13 300€
Fuel	8 000€	10 000€	11 700€
Administrative supplies	150€	158€	166€
Work clothes	1 000€	1 050€	1 103€
Maintenance product	300€	315€	331€
External service :	6 500€	6 825€	7 167€
Assurance	2 500€	2 625€	2 756€
Maintenance & repair	1 500€	1 575€	1 654€
Webiste	500€	525€	551€
Accountant honorary	1 000€	1 050€	1 103€
Advertising	1 000€	1 050€	1 103€
Staff costs :	21 900€	29 200€	35 040€
Retribution	15 000	20 000€	24 000€
Contribution	6 900	9 200€	11 040€
Financial expenses :	5 829 €	5 829€	5829€
Result before tax :	6 321€	6 623€	15 070€
Tax :	948€	993€	2 261€
Operating income :	5 374€	5 630€	12 809€



Strengthening financial skills

The scenarios

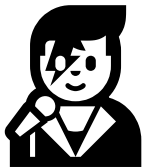
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Scenario 1 : Pitching the business project to a bank



Context : In order to start the company, the business leader you need to ask for a loan. You have a first appointment with your bank in order to present your project to them.



The expert: he/she plays the role of bank clerk or a professional in the financial sector

Reminder for the business leader about the pitch

- A commercial pitch usually starts with a catchphrase
- Introduce yourself, your concept and your role in the company
- Present your value proposition and your service offer (basically what you want to sell, how you are going to sell it, to whom....)

How to pitch: a few tips

- Rhythm the presentation
- Be clear and concise
- Show enthusiasm
- Get to the point

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How to pitch: what NOT do do

- Use technical jargon
- Talk only about oneself
- Give unnecessary information
- Use a monotonous tone
- Read the presentation
- Use too many illegible tables and figures

Scenario 2 : Presentation of the financial forecast



Context : You now have to present the financials specificities of your project to the bank. You need to show them that your project is safe, and profitable.

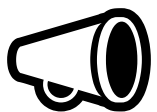
The expert: He/she plays the role of a bank clerk or a professional in the financial sector

Tips for the financial presentation



In this roleplay, the business leader will need to present two main documents:

- *A financial plan that will show what investments will have to be made to begin with the business project (and how much it costs). This document will also show what financial resources the business leader will consider to pay for those investments.*



The business leader will have :

- *A complete financial forecast (an example of financial forecast must be prepared for the role play and provided to the player in advance)*

Know the forecast turnover

- Know your forecast turnover
- Know your initial expenses and for running the business activity
- Know how the figures are calculated.



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