

# TEF Entrepreneurship Programme TEEP 2019 Questions

Compiled by Utibe Etim

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Tony Elumelu Foundation Application

Introduction Personal Information Other Details Profile 1 Profile 2 Company Structure Market Potential Financials Business Impact Attestation

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## TEEP 2019 Questions

Welcome to the 2019 edition of the Tony Elumelu Foundation Entrepreneurship Programme, the flagship programme of The Tony Elumelu Foundation.

All applications will be reviewed and selected applicants for the Programme will be notified accordingly.

Which of these languages are you most fluent?

English

I agree to the [Terms of Service](#)

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The 2019 TEF entrepreneurship programme is a bit different from the previous one.

The things that made it different is the introduction of TEF Connect- the largest digital networking platform for African entrepreneurs and also 5 different and extra questions.

Unlike the previous ones where you have to start your application from [www.tonyelumelufoundation.org](http://www.tonyelumelufoundation.org), this edition you need to visit [www.tefconnect.com](http://www.tefconnect.com) to start application.

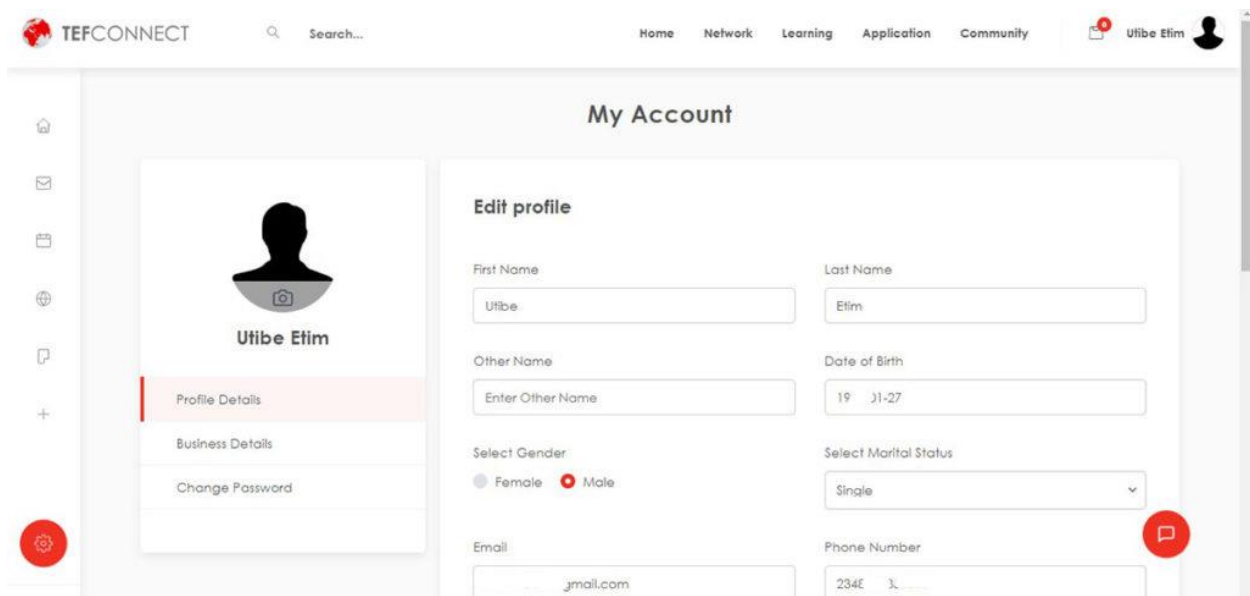
First you need to signup using this link <http://www.tefconnect.com> and

after that you need to register your profile and some information about your business under <https://tefconnect.com/account>.

On the portal, you will see the questions. There are 10 sections for the TEF application and some of the questions are compulsory.

You will need to provide answers to the first section especially the mandatory ones before you can move on to the next section.

I have compiled all the questions for you to go through before starting your application. This will help you to answer the most important questions first before even going to the portal.



The screenshot shows the 'My Account' page on the TEFCONNECT website. The page has a navigation bar at the top with the TEFCONNECT logo, a search bar, and links for Home, Network, Learning, Application, and Community. The user's name 'Utibe Etim' is displayed in the top right corner. The main content area is titled 'My Account' and features a sidebar on the left with a profile picture placeholder and the name 'Utibe Etim'. The sidebar has three menu items: 'Profile Details' (highlighted), 'Business Details', and 'Change Password'. The main content area is titled 'Edit profile' and contains several form fields: 'First Name' (filled with 'Utibe'), 'Last Name' (filled with 'Etim'), 'Other Name' (placeholder 'Enter Other Name'), 'Date of Birth' (filled with '19 01-27'), 'Select Gender' (radio buttons for 'Female' and 'Male', with 'Male' selected), 'Select Marital Status' (dropdown menu with 'Single' selected), 'Email' (placeholder ending in '@gmail.com'), and 'Phone Number' (filled with '234E 01...').

Below are the questions are:

### **Edit profile**

- 1) First Name , Last Name, Other Name
- 2) Date of Birth, Select Gender, Select Marital Status
- 3) Email, Phone Number, Country, City
- 4) Twitter Handle. Facebook Profile, LinkedIn Profile

5) Interest

6) Available For Mentoring Connections

No/Yes

Available For Events

No/Yes

## BUSINESS DETAILS

7) Business Industry, Website

8) Stage of Business

9) Business Name

10) About Business

11) Business Address

12) Date of Establishment

13) Revenue

14) Jobs Created

TEEP Application Questions Start from Here

TEF Application Questions

Section 1: Introduction

## Tony Elumelu Foundation Application



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## Section 2: Personal Details

15) Title, Surname, First Name and Middle name

16) Date of Birth, Gender and Nationality

17) What is your native language?

18) How did you hear about the Entrepreneurship Programme / TEFConnect?

## Section 3: Other Details

Contact Details

19) Street Address, Country and State/Province/Region

20) City/Town, Postal Code, In what area do you reside?

21) Mobile Number, Email and Skype ID

## Education Details

22) Highest Level of Education

23) Major/Primary Area of Study

## Social Media

24) Facebook, Twitter, LinkedIn, Personal Website and Other

# Section 4: Profile 1

## Personal

25) About Me

Tell us about yourself, personal bio and what led you to become an Entrepreneur (200 words)

26) Leadership Skills & Experience

Describe your leadership skills and experience for running the business (100 words)

27) Personal Achievement

Tell us something impressive that you have personally built or achieved (100 words)

28) Business Purpose

What is your motivation for this business? (100 words)

## Business

29) Business/Company Name

30) Street Address, Business Country and Business State/Region

31) In what area is your business? Business City/Town and Postal Code

32) Website

## Section 5: Profile 2

### 33) Elevator Pitch

Describe your current business or idea (50 words)

### 34) Product/Service Strength

State what differentiates your product/service from others

### 35) Problem Solved

What problem does your product or service solve (50 words)

### 36) Development State

Which most accurately describes your product or service state?

### 37) Sustainable Development Goals

Select your company's goal

### 38) Industry Sector

Select your company's primary industry sector

### 39) Industry Sub-Sector

Select your company's secondary industry sector

## Section 6: Company Structure

### 40) Company Registration

Is your company registered?

Yes No

### 41) Business Partners

Do you have any business partners?

Yes No

42) Business Start Year

Year of Business Commencement?

43) Primary Role

What is your primary role in the business? (E.g. CEO, MD, COO)

44) Employees

How many contractual, part-time and full-time employees do you have?

Contractual

Part-Time

Full-Time

## Section 7: Market Potential

45) Market Size

How big is the market size of your product/service? (50 words)

46) Revenue Model

What ways will your business make money? (50 words)

47) Marketing Strategy

Explain how you intend to (or already do) market your products or services to your target market (50 words)

48) Competitors

Who are your competitors/benchmark organisations? List your top 3

49) Business Threats

What are the short and long term threats your business may face?

50) Differentiating Factors

What differentiates you from other existing businesses in your field? (50 words)

51) Current Milestone

What is your current milestone for business? (50 words)

52) Next Milestone

What is your next milestone for this business and how long will it take you to reach it? (50 words)

## Section 8: Financial

53) Invested Cash

What is the total amount of cash invested to date in this startup? (local currency)

54) Lifetime Revenue

How much have you made (in local currency) from sales of your products/services since you started this business?

55) Monthly Expenses

How much (in local currency) money do you currently spend or estimate you will be spending on your monthly basis as your business operating expenses?

56) Break-Even Revenue

What amount (in local currency) must your business generate to start making profits?

57) Break-Even Volume

58) What number of units (products/services) must you produce and sell for your business to start making profits?

59) Source(s) of capital till date

## Section 9: Business Impact



60) Business Impact

Describe what impact your business will have within your community, country for job creation, revenue generation or social development (200 words)

61) Impact of Programme

How do you intend to leverage the seven pillars of the TEF Entrepreneurship Programme to improve your business? (200 words)

62) Challenges

What are the top 3 challenges you face in operating or launching your business (50 words)

63) Aims & Objectives

Explain briefly what you hope to achieve from participating in the Tony Elumelu Foundation Entrepreneurship Programme (200 words)

64) Business Skills

What business skills do you most need to learn about?

## Section 10: Attestation

65) Time Availability

If accepted into the Programme, will you work full time on this business/idea?

Yes No

66) Previous Accelerator

Have you taken part in any entrepreneurship programme/accelerator programme or received any angel investment/grant in the past year?

Yes No

67) Please provide a list of the previous accelerator programmes you have taken part in

68) Do your business partners or other business proprietors consent to your participation in the Tony Elumelu Entrepreneurship Programme

Yes No

69) What do you understand by the philosophy of 'Africapitalism' ? (200 words)

70) Please share a link to a video of you showcasing your business and why you should be selected

71) Referees

Please provide details of two character and/or professional referees

Referee 1

Full Name

Occupation

Address

Email

Mobile

72) Next of Kin

Please provide details of your closest living relative

Name

Full Name

Email

Mobile

### **WANT US TO WORK TOGETHER AND HELP YOU WITH THE APPLICATION?**

At UtibeEtim.com, we provide clarity to business ideas and help you to access funding to either kickstart a new business or expand your existing business. For those that want us to work with them on TEEP 2019, kindly get in touch with me.

Have any question?

Don't hesitate to get in touch on [utibeman@gmail.com](mailto:utibeman@gmail.com) or 07031542324

I wish you the best of luck.

## **Utibe Etim**

Utibe Etim is a social entrepreneur, a business developer, and an IT expert. He is committed to solving some of the biggest problems in entrepreneurship eco-system by supporting young entrepreneurs in identifying opportunities and resources to help them plan, start and grow their businesses. He is the founder of UtibeEtim.com, a platform that focuses on promoting entrepreneurship as a viable career option and a solution to unemployment for young Nigerians and Africans which in turn create wealth and economic development. Utibe Etim develops business plans, feasibility studies, website development, social media marketing just to mention a few. He writes unique and inspiring articles and share tips on business and technology. You can connect with him on [Facebook personal profile](#) or [Facebook Business page](#) or Twitter: [@Twitter](#) or Intagram: @utibeman or Phone: 07031542324 or email: [utibeman@gmail.com](mailto:utibeman@gmail.com) or [info@utibeetim.com](mailto:info@utibeetim.com)