

2010

# THE EESA JOURNAL

Victor Chaitezvi

This is the EESA experience of Victor Chaitezvi and the views expressed in this journal are real time and depict real life experiences.

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Thursday 27 May 2010

Spoke to one of my lecturers, Mr Brijlal when I went to go get a reference letter he was preparing for me and he advised me to attend the EESA program and he was worried about why I was not participating. He quickly sent out an email to Dr Morris who he referred to at that point in time as Mike. He then asked me to email him immediately so I can negotiate with him for my attendance. I hesitated and did not want to send the email but a deep gut feeling told me to send it despite the fact that I had booked for my transport back to Zimbabwe for the following week on the 2<sup>nd</sup>. I dreaded missing my holiday but in the end I put my mind to it. I then carried on with my daily routines. I was preparing for my 3<sup>rd</sup> examination, Insurance Management which had heavy content so I brushed my fears for attending the program aside. What made it worse is that the program details had been finalized. To my surprise Dr Morris replies to my email in the evening and I reply him, he set a meeting with me for the following day at 2pm. This was the beginning of my EESA journey.

Friday 28 May 2010

Woke up very late and had to prepare for my examination while at the same time trying to get in touch with my group for the FNB Universities Business Challenge as I was selected to lead one of the teams that entered the competition. From that I had to manage my time well and appeared at Mr Morris' door at 2pm. I knocked and a deep voice asked me to enter. I got in and there were 3 ladies and 1 well built gentleman in the room. This was very intimidating indeed as I did not know where to start. After attending to the ladies he asked me to take a seat and I set really low into the seat. He went straight into business from the start and he asked some really sharp questions which could have just built a wall in my mind but I kept composure and tried to answer them as best as I possibly could. The thing is that I was not prepared for an interview as I thought the meeting was just to chat to me. I gave him as much information as possible about myself and who I am. After about 10 minutes he then told me that he was going to accept me for the program. He then gave me the course documents and team details and this moment felt so great as I felt something special about this acceptance and it made me want to do my best he asked me to do a summary of myself



and I promised I was going to do it by end of the night, and I fulfilled my promise. That encouraged me for the program.

#### Saturday 29 May 2010

Spent the whole day thinking about what I had entered myself into and was very curious about the whole thing. I had a very good hockey game in the afternoon and went to the pub in the evening. I saw the American students and was intimidated a bit so I did not speak to them that night.

#### Sunday 30 May 2010

Went to the 2pm class which was the first formal class for all the attendants of EESA 2010. Walked in to class and it was quite intimidating seeing new faces that looked alive. Set down and listened well. The lecture was very good from the beginning as it opened my eyes to a lot of things. He mentioned a number of things that were very relevant and applicable insights into businesses and their owners. I learnt a lot from the lecturer today and I think Dr Morris is very insightful and has a unique way of teaching. The lecture was held very professionally. During the break I met my team members and they were sociable. It was better than I expected and it encouraged me quite a lot despite being bad at remembering names.

We then went for dinner at Moyo and the journey there was quite interesting. I spoke to three people on the way but did not know their names. We spoke about our personal lives and it was nice to note the fact that the American students were actually willing to know us personally. I spoke to Will, Kip and Sujata that night. Those are the only names I could remember from the many people I spoke to. I had a lot of motivational talks with lots of people and the main question they were asking was how I did what I do. I do not like talking about my achievements so it was a bit uncomfortable. The food was awesome and we tried a couple of dishes with the American students. I sat on a table with Dr Morris and he asked a lot about my business ventures and the Americans seemed amazed a bit at what I was doing. We had an amazing dance as a whole group which said a lot about how we were comfortable with each other. We came back and I



was so exhausted that I just knocked out on my bed. It was very cold though and that ignited a cold.

#### Monday 31 May 2010

We had a lecture today and it introduced the basics of entrepreneurship. It was a quality lecture with a lot of new ways of viewing the businesses around especially the entrepreneurial aspects of it. It drilled down to the most basic of things I was very confident to participate and share my point of view with the rest of the class. Dr M pointed out a machine called leverage which he put special emphasis on. He also taught us about different types of entrepreneurs and levels as well.

Unfortunately I was not able to attend the next session as I had to prepare for my final examination. Wrote well and was thrilled to finish and focus more on the EESA program. I know I am going to gain a lot and develop myself and those around me a lot.

#### Tuesday 01 June 2010

Lovuyo Rani an entrepreneur who has been under the program since the past few years came to give us a talk today. I think he is just an amazing entrepreneur and he is very inspirational. He was talking about his business and how he saw opportunities and utilized them effectively. I think I actually relate a lot with him and I feel we have the same mindset towards business. I asked a couple of questions for things that I wanted insight of as I am interested in modern technology as I have identified quite a number of gaps that I would like to take up.

After Lovuyo's lecture we had a short session with Dr M as he kept drilling into the entrepreneur.

We then went to Khaylitsha Township on a tour as the whole program participants. We took a very long tiresome walk. It was a nice experience as I had never walked like that in any township. It also got me to talk to a lot of American students and network. Had a great chat with Sujata, Nathan, Kelly and Megan. Enjoyed it a lot but got very hungry at the end. Met my group at the end of the day and we discussed our first client. I did a mind-map that sparked up the team and we worked easily with it. Got a scary call from



Dr Morris where he proposed my move to another group and I was quite disturbed as I like my team so much and we have a good future together. I am going to sleep over it and make a decision. I was studying and at 2345hrs I went to Megan's place to go draft up questions for our clients and I got out of her room at 0130.

#### Wednesday 02 June 2010

Had a lecture in the morning that focused on engaging the client. Dr Morris specially mentioned that the driving force for all businesses was CASHFLOW and its management is very critical for the success of all businesses. We also spoke about ventures regarding their success, stages and their failure. We touched on problem solving by talking about the differences between a problem, symptom and cause.

My group then met Dr Morris before we went out to our first client. Dr M makes you think thoroughly about what you are doing and learnt that today. There was a blunder with the transport to our first meeting with our clients. The transport came late and we got lost in Khayelitsha looking for our client's location. We got there at 1540 about 1 and a half hours late for the meeting. We were boiling in the car wondering how our client is going to treat us. We got there and he was a bit unhappy but he welcomed us and gave us a lot of information. He was very open and he looks ready to work with us and get our help with his business. Reality struck me there how serious it is as someone's business is now in our hands. He is a straightforward person and very reserved and as Dr Morris would say, he is a "switched on" guy. He is a nice welcoming person. He had to leave at 4pm as he had to go to the radio station. On our way back we discussed as a team some critical points we could use as deliverables. We also came up with our goals so we gathered up information for our letter of agreement. Kip put the information into the sample and sent it to us for review and additions so that we finish it by the end of the night. I then gave him back my feedback. I have a great team and we are working very well. We have a mature bunch and we understand each other. Now I am studying our first client's magazine and updating my diary. Am going to have an early night am quite drained already but I will not succumb to my body.

#### Thursday 03 June 2010



Had a lecture in the morning today and my body was very painful. Had an interesting session with Dr M as he talked about a BSM (Business Sophistication Model) where it rates an entrepreneur according to different aspects of life and operations. I thought it was great because I had never thought about it that way and it was very insightful indeed. We had an exercise with that and where we had to measure our client.

After the lecture we had a really good time with our client who owns GX Security. He had a lot to talk about as well as his partner. They drilled down into the deep aspects of their business. I think their databases and system is very advanced and was designed by the partner who seems to be a very "switched on" guy. I think I have identified my programmer for my future business prospects as he knows what he is doing. As for the finances of the business, it's a big challenge as they have no financial system that keeps documents so it might be a challenge. We then came back and on our way back we discussed our deliverables for that client in the van. We got back and had a meeting with the group about tomorrow's meeting with one of our clients. We also met over the top of the week. We then took a break and we met later in the evening up until 0230 and it was hectic. Am now off to bed!

#### Friday 04 June 2010

Went to class and Dr M spoke about the finances of a business. He spoke about whether the business is making money or not. He explained a lot about break-even analysis and some key determinants of diagnosing if a business is making money or not. In the 3 years I have been in university I have never understood the finances of a business the way I understood it in the lecture. It was great quality and really helpful.

We went to our Litsha client and we had a good meeting where he shared a lot on his business. We were there on time this time and he was very happy despite him being late a little late. He gave us his finance documents from the client. It is a bit of a nightmare as there are so many documents and they are all jumbled up I don't even know where to start. Since I am the finance person, I have to deliver quality.

We went to the Cape Town Business Place and it was cool. They lectured about what they do and what they offered. I slept for about a minute or two though as I was



exhausted from the day's activities. After that we went to the Waterfront where we were hanging out for the night. I went out and had dinner with Megan and we chatted a lot since she was going through things that were hectic. We then went to spend time with the team after the dinner and we had a good time there as the whole group was having some beers and Kip got me one. After the drinks we came back to campus and I started working on my finances for Litsha Magazine. Slept really late.

#### Saturday 05 June 2010

We went to Robben Island and it was fantastic. The boat we went with was nice and I got the middle deck where we spent most of the journey outside feeling the breeze. We got there and had a nice tour. We had a funny tour guide who made things look very welcome and explained very well. He explained the history of the whole place and how the island is monumental and what role it has played to make South Africa the way it is right now. We were taken to the cell where Nelson Mandela spent 18 years in prison and it was very touching. Other PAC and ANC leaders were also held in the prison for long periods of time. It was encouraging because after the stories of torture and oppression we heard, it would be very hard for anyone to forgive the other person but they forgave and reconciled with the people who oppressed them. We came back in a different boat and this journey was quite unpleasant. The boat we were in this time was smaller and it was struggling with the sea tide that was there. For the first time in a long time I was very scared and disturbed. At one point in time I thought we were going to capsize and thought that was the end of my career. We got back to Waterfront shore very safe and we hung out for quite some time. We then came back as I needed to relax while some other people went ahead and were going out for the night. Came back and I am now planning of sleeping and resting a bit.

#### Sunday 06 June 2010

Spent the whole day just relaxing and studying the EESA course books as well as doing my finances for litsha Magazine.

#### Monday 07 June 2010



Had a lecture in the morning and we had a nice intervention. 3 groups presented in the intervention and my group presented for GX security. We discussed the issues that we were facing with the company. It is quite clear that we might have some problems with that.

We went to Litsha Magazine client and we asked him specific questions that were related to specific issues for the SEE model. I asked some of my financial questions but I did not get that much help from them as they did not tackle the important issues they were facing.

Came back and we met as a team to discuss the important issues. It looks like we have everything figured out and we actually had a Gatsby as a team in the Barn after our meeting. After that went to finalise my financials for Litsha magazine and I think they are kind of a nightmare. There are a lot of unclear things and there is so much missing. At least they had the records, not to mention GX Security who do not even know where the receipts are. I have completed the finances and have just sent them to Dr Morris for review as I would like to hand in quality work but it needs reviewing. Am off to bed and tomorrow is a very long day indeed, am ready for its challenges.

#### Tuesday 08 June 2010

Woke up late and had to run to class where we had a talk from an inspirational Ravi Naidoo. He shared with us his success story and it was very motivational. I learnt something from that; I learnt that we can all do anything as long as we want to. Anything is possible in the business world and it takes courage and determination.

Our client cancelled our meeting and it was quite a setback as I really needed to drill into their finances. We met for about five hours in the EMS classroom and we discussed the magazine client in depth. We then met Dr Morris and Prof Frank Moyes at an intervention. We discussed both clients and they went through the finances I had prepared for them and they drilled them down very nicely. I need to just sort out my variable and fixed costs as I had mixed them up a bit.

#### Wednesday 09 June 2010



Oh my gosh! I won a world cup match ticket for my participation in class! That is so amazing and I am so amazed by that I really did not have the money to go but it came to me. In that same lecture we learnt a lot about finances especially accounting. We learnt a lot about general accounting in class and it was so eye-opening. It was not MBA speech but just how the accounting systems of a business work and I found this useful for the businesses I am dealing with. We also had a case study in class that had all the finances we were discussing about in the lecture with Dr Morris.

I went with Matthew to Litsha Magazine and we met the Sakhele (the Production Manager) and Michael (the editor). Matt asked him on the entrepreneurial core and I asked them on the finances. I actually realised they had a bit of record keeping done by Sakhele on a spreadsheet that reflected some valuable information. I used most of the information to value my finances. Something funny happened, we had had booked some team members to go to GX Security and some members to go to Litsha, we took different buses and we realised that we were actually situated in the same premises.

After the client's meetings I went to EMS study room with my team and worked hard. I spent about four and a half hours doing the Litsha Financial which were a nightmare. The thing is that I got feedback from Dr Morris and I had to do some work on it. I also spent another 3 hours trying to sort out the Litsha Financials and I think I am about to go to bed ready to submit them for a distinction. I am submitting them right away to Dr Morris and Prof Moyes. I am excited about the World Cup Game tickets as they cost an amount more than I can handle. Watched a movie for about 30 minutes and I laid flat on my bed!

Thursday 10 June 2010

I am realising by day how similar we are to everyone in this world. I never thought I would think at the same level as the Americans and that has just boosted my moral and energy. We had were we drilled further into the financials of a business. I had never thought of an accounting system the way I am thinking about it now. DR Morris is amazing! I promise if I had a lecturer like that everyday I would be a genius by now! We did a short case study and had a class conversation on how to deal with accounting



things. I am annoyed about how the UWC students are treating themselves, they are coming out of class before the period ends, some of the students are not attending classes and are missing group meetings. Ironically Misty talks to me about it at the end of the lecture. I am going to speak to the UWC students about it as I realise this course is really professional and is taken very seriously.

Our client's meeting was cancelled and we spent a bit of time in the EMS venue and moved into the library for a long period of time. I spent about 4 hours in the library and half of that was spent on facebook as I just logged back on to connect with my new American friends from the program. It was worthwhile though as I got back in touch with my 900+ friends and it was a good feeling. I am still stressing about the negative figures I am getting for Litsha Magazine and Megan has just told me feedback from Prof Moyes about the finances but I did not clearly understand what she said. I am going to wait for tomorrow to clarify exactly what he is trying to say.

I went to the flat at 8pm but did not do anything much as I was just lazy but reality hit me when I realised that I have not done anything for my 2<sup>nd</sup> client, GX Security. I was so hungry and I went to the Barn to try and get food but it was closed so I am starving. I did not eat anything the whole day but am still going to work hard. I started inputting the GX Security finances from the hundreds of papers they gave us which did not make any meaning then. Slept at 4am and am halfway through with the GX Security finances. Got help and motivation from Megan and Kim as I was a bit discouraged and had lost focus. I forgot to go back to my room and I just slept on Megan's room's desk as I slept really late working. I feel pressure but I love it as I know that I will go through it and manage properly.

#### Friday 11 June 2010

OH WHAT A DAY! We had class in our new venue today. Wiley and Prof Moyes demonstrated to us how the finances of one of Wiley's clients work. I got a good grasp of it and I learnt a lot of things that I could implement as deliverables for all my clients. We then had a presentation from E. Donovan who brought these two gentlemen who were talking about their business helping out disadvantaged businesses and everything.



I lost focus as this was quite a boring presentation which I felt was not beneficial for me. I started strategizing for my Barcode business in the class and never paid attention. They were talking about a very sensitive issue which I try to avoid and am against, BEE!

When class finished I went to the EMS work-room and I carried on with the GX security finances. I spoke to Prof Moyes who I asked about the Litsha Finances which I was now very confused about. The thing is that I realised Dr Morris and Prof Moyes have different views on things. It got me so confused about a lot! I got really stressed and I approached Prof Moyes to discuss again about the Finances. Our client had two different revenue drivers and this was confusing for the financial analysis. Prof Moyes even found them hard and took away about twenty minutes to go alone and figure out how they were working. He came up with the solution to our problem and I understood from a different perspective how finances work. I then finalised Litsha finances and I got realistic figures.

Now comes to the highlights of the day! The OPENING of the 2010 Soccer World Cup. The vibe was amazing and saw some of the UWC professors jumping around in excitement. We went to the Waterfront and IT WAS MONUMENTAL AND AMAZING! Had so much fun with all the Americans and I was the only UWC student there. We watched the game between SA and Mexico which was so special because of the vibe at Waterfront. I am not a soccer fan but I realised how great soccer is today. I had an amazing chat with Chris, Dr Morris and Sujata. I told them that in SA I was a 'white man' and it was so hilarious to them. They mentioned the new program at Oklahoma State University, which is a Masters in Entrepreneurship and I am very interested. I am now realising how much an opportunity it is for me and I really have decide that I am going to apply for it. We drank alcohol till 12am when we had to leave. WHAT WAS SPECIAL was when we went to our 'last bar', I stood by the American against the British and they sang 'a Zimbabwean Song" two time for about two minutes each time. This was a life-changing experience as I realised how the world is changing. There was also a song/war-cry battle between the Americans and the English people. I got to connect and chat with some really old topies from England. They did not care what race I was from or anything. Everyone I met today accepted me for who I am. I also had a Zimbabwe flag



and I was proud of my country and represented it at the opening of world cup even though we were not participating.

We all danced and had a great time. I really love these Americans! Everyone is amazing and concerned. We had a great time with Dr Morris dancing as well as Prof Moyes and his wife accompanying us on the journey. I also realised how much fun Misty and Sam (our administrators) are with this. They are really sociable and also enjoy themselves the way we do. I think this was one of the memorable days of my whole entire life and I will never forget about this. Right now I am quite tipsy and I know exactly what I am saying and I mean. DR Morris and Prof Moyes are amazing as well as all the American Students. I really wish to join them at Oklahoma if I succeed and get accepted for the Masters in Entrepreneurship for next year. I am about to sleep and I am ready for the hike as well as finishing the SEE model for GX Security which might turn out to be a nightmare. Good night am off to bed and I will never forget this day as well as the people I was around.

#### Saturday 12 June 2010

Woke up early and we were supposed to go for the hike. This did not happen as someone had broken into Will's room and stole his laptop etc. This was very sad as it happened while we were at the Waterfront. Worked on the SEE models the whole day and they are getting more and more challenging as the deadline nears. I think we spent too much time on Litsha Magazine and we neglected GX Security. I stayed at school the whole night trying to do the SEE models.

#### Sunday 13 June 2010

Woke up and did some work with my group before going to meet GX owner, Moses. Four of us went there and asked him a lot of questions. We were driven by Prof Moyes and it was a good drive both to and from the client's premises. On our way back we went to KFC and had a very good meal and my team mates bought us the lunch. We also got ice creams from Prof Moyes and it was very nice. We spoke a lot and got to know Prof and his wife and they are amazing people indeed. Came back and did lots of work on the SEE models. I also sent an email to my fellow UWC students just pointing



out a couple of issues that have been noted such as being late, missing class, disturbing class etc. I sent it to everyone and asked all of us to carry ourselves as ambassadors of UWC. I actually slept at around 3am doing the models.

#### Monday 14 June 2010

Woke up very grumpy and did not have any energy at all. Just got out of bed and went to class. Had a long session on intervention and did not feel like class. I could not wait for the class to end even though it was quite beneficial. After class I had to run around and sort out some logistics for my honours applications for next year. I also went to the res admin building to try organise a room but they gave me hell there. Went to do the SEE model from 1500hours and was on it till 2345 when we had to submit. It was so relieving submitting after such hard work. After everyone had submitted I went to hang out with the US students and we watched a replay game of the world cup while others were playing pool. I went to bed at 2am.

#### Tuesday 15 June 2010

Woke up grumpy today with serious baggy eyes and was not keen on attending class. I then realised that I was developing a bad attitude and needed to change it so I had to make a choice in my mind. Went to class with a new attitude and it was awesome. Dr Morris is really amazing and he really makes me think deeply into things. On the other hand Prof Moyes really nails it too on the other side. This is so amazing I am so glad to be on this program. After the lecture today I am kinda realising how much potential I might have and most of the US students believe in me really well and it is encouraging. We did not meet after the class as I ran off to sort out my room for the holiday and I had given up staying in Liberty but Megan encouraged me very well and I got the room with the help of Misty and Sam.

Met with my group at 3pm and we discussed the possible deliverables for our clients and we actually came up with several of those and assigned each team members responsibilities for these. I got financial deliverables as well as the website designing roles. I started up drafting out the deliverable notes for our clients and it was very good to prepare in advance. At night wanted to work hard and do a lot of work on the



deliverables but just as I was going to Megan's room, I bumped into a group of the US students playing a famous word game, I have forgotten the name. it was so funny and hilarious and we had a really good time. About 2 hours went flying and realised it late though so I did not do anything much today. The highlight of the evening was Callie who got really drunk and she was in the game, she was so hilarious she could have gotten a masters degree in clowning hahahaha.

#### Wednesday 16 June 2010

In class we had a presentation from a Prof from University of Pretoria. His presentation was quite good but he was just factual and same old South African lecture. It was quite boring though and I realised how deep Dr Morris is as he does his lectures in a unique way that stimulates thinking. He is really changing my thinking of things and I can't believe it. After the presentation I had to rush off to sort a number of personal things as I also have my business to consult for myself. I am really not worried right now about my business as I know what I am gaining from this program will help me change my business drastically.

Went to our client but he did not pitch up (Litsha). It was quite frustrating as we had planned to do something with them and start off the deliverables. Came back to campus and I started designing the Litsha website. I also started on the financial deliverables and I worked through them all at night. The US students are very supportive and helped me pack and move i.e. Kip, Wiley and Megan. It was so sweet of them and we are getting to be good friends with all of them especially Megan. I worked on the Litsha finances in the evening and I completed on the financial deliverables before going to bed. A thought just came to me as I am writing my diary; I need to apply for the Masters in Entrepreneurship program at OSU!

#### Thursday 17 June 2010

Had a good class from Dr Morris about managing processes and it was very good. Every time I listen to him he sounds better than before and I am really learning a lot, took lots of side notes apart from the slide notes. I learnt about how to view a business from the basic simple step by step processes of a business which can create big value



to any business if they are creatively mapped out. It was sad that this was our lecture from Dr Morris and it was an honour being in one of his classes.

Went to Litsha magazine in the afternoon and we set down with Tsepo and Michael and had a nice two-way brainstorming session regarding what needed to be done with their business. They defined their website and financial needs to us and we took note of them. I decided to set a deadline, that by Friday night I should have finished the Litsha financial deliverable document. Am going for it! I then went off campus as soon as we got back from our client and came back late while the other students had gone to Dr Morris's dinner which I was also invited to. I was sad as I did not have transport there and one of the most touching things happened, the US students called me and asked if I could get a cab to the Mexican restaurant and they would pay for it. They just wanted me there and they paid for it considering that I did not have the money at that point in time. We had a wonderful time at the restaurant and had a great chat with Nathan, Rishabh and Kelley about our dreams and life in general. Also had a nice conversation with Dr Morris and he said it again, about OSU Masters in Entrepreneurship program and he thinks I should apply. I REALLY AM GOING TO APPLY! If he has so much faith in me, why can I not go for it considering how highly I look at him.

I gave directions back home and the van was packed. Got back to campus and had a chat with many US students and they are very nice. We even went for a short walk with Rishabh and Kelley. Now I am writing out my diary and its 0213 so I got to go, see you tomorrow my diary!

#### Friday 18 June 2010

I woke up quite late around 10am as had a free day since the US students were going to the wine farm. I ran off to the library and did a tip of the week as I thought my team had not submitted one. I submitted it and then my team mates called me about 10 minutes later telling me they had already submitted one. I quickly sent an email to Dr Morris asking him to discard my email. After that I received a very disturbing and sad email about my mother being hospitalised and in critical condition. They needed me at home and I relayed that information to my team mates who showed lots of concern and



allowed me to leave them for a little while. I forwarded the message to Dr Morris and Prof Moyes and they did not reply instantly. Megan, my best friend, came back from the wine farm and she skipped the consulate game as she wanted to comfort me and be with me. She made me feel way better and I became fine as I was just breaking down. She got us food, spoke about different things, watched a movie with me and it was so cool to have someone care so much. The other UWC and US students comforted me as well.

I heard that I had to leave at 0310 the same night to go home as they already booked tickets for me. It was very sad as I did not want to leave and finish off the program. Saw Prof Moyes and Dr Morris that evening when they came back from their dinner. We have quite a nice chat and Gale Moyes looked very sad along Sujata. I left and said my goodbyes as they will all be gone when I get back. Went back and finished packing while waiting to be picked up by the driver. Meanwhile spent time with the EESA students and talked lots of stories.

#### Saturday 19 June 2010

Wesley came at around 0030 in the morning when he came to drop off the students who had gone to Watrefront after the consulate. It was so painful leaving as I watched the students look at the van as it drove away from the pick-up point. I sat at the airport for about 2 and a half hours before I boarded my flight. Landed in Joburg and waited for about 2 hours waiting to be picked up. One of my uncles came to pick me up and took me to his house. Chatted to him in the way and we spoke about his business. Amazingly I started advising of a couple of issues that I had learnt about in the program and he offered me to partner him in his business and I accepted it. I am looking to gain as much experience as possible and I would like to learn about the business world as much as I can.

Boarded a bus at 1300 for Zimbabwe and travelled safely to the border for about 6 hours. Our luggage was searched there and it took about 2 hours before we could proceed. Spoke to some of the students in the program as I kept them updated of my



travel status. Again, Megan was at the top of the list. Went back on the bus around 2300 and drove away towards Zimbabwe.

#### Sunday 20 June 2010

Got to Zimbabwe at 0500 and was picked up by my brother and he took me to his house. Slept for a while then went to see mom at one of the hospitals in the city. I was fighting inside but I had to be very composed on the outside. Spent quite some time with mom but it was a battlefield in my mind the whole day. I went to my sister's house later on and saw my nephew and niece and had quite a nice time. I started doing the Litsha website later in the evening to get my mind off things and just relax.

#### Monday 21 June 2010

Went on to the internet and sent mails to my team mates telling them that I had arrived very safely indeed. I spent the whole day running around with my sister as she had some selling to do for her business. I advised her on her businesses and she was very shocked at my level of thinking and business knowledge. Went to see mom at the hospital and this is always the most emotional part of the day. I then did my Litsha website again that evening. I sent Megan a text and she was very delighted to hear from me.

#### Tuesday 22 June 2010

I spent the whole day with my sister and ran around with her business. We had a nice chat about life in general. I then finished off the Litsha website but I cannot send it to my colleagues as I could not attach the file. I miss the program and really can't wait to be back. I reserved a seat on a flight for the 29<sup>th</sup> of June from Johannesburg to Cape Town but I could not pay for it from my account as I could not use any services down here in Zim. I asked Megan to do it for me and she might be able to do it will have to wait till tomorrow.

#### Wednesday 23 June 2010



I ran to the internet in the morning to check for the flight payment details so I could send them to Megan. She did it for me right on time and she is a legend. Really appreciate her friendship and she amazing. I spent the rest of the day watching movies, too much on my mind.

#### Thursday 24 June 2010

I had a busy day with my sister again and I went onto the internet and the only site I could access was facebook and this was so frustrating as I needed to be on other sites too. I did not do any work today I felt really lazy and the day also flew by very quickly.

#### Friday 25 June 2010

Same old story! Spent the day with my sister and we bonded quite a lot. My little sister came as well as my mom's relatives. I really felt out of place as I did not fit into the system quite well. It was also quite hectic as I was moved by the way other people live their lives. It inspired me to work hard and achieve a lot so that I could give back to the community and make people's lives better. There was no electricity till 11pm and then we had a small barbeque with my cousins at my brother's house.

#### Saturday 26 June 2010

I woke up very early today as there was just too much on my mind. I firstly went to book for my ticket back to Cape Town and I managed to get a good seat on the Greyhound coach from Harare to Johannesburg. I then prepared to go for a wedding I was invited to and I was asked to be one of the bride-grooms. It was very nice and inspiring as it was well organised and well coordinated. I also met a lot of my cousins and relatives at the ceremony. I actually danced my legs off and had so much fun I kinda lost it! I think I released all the stress today. After that I smuggled some beers into my brother's house and drank in the bedroom while doing the Litsha magazine. It was quite interesting because I got a bit drunk and I am still trying to get this website done properly.

#### Sunday 27 June 2010



Woke up really late with a strong hangover and cleaned the house a little bit. Afterwards I went to my sister's house where I had some lunch and started working on my computer. I did a website for a client I sourced out on my way to Harare and it looked quite good despite the lame software I am using to design the websites. I also started preparing for my journey tomorrow and spent time with my siblings as I was going to miss them. I also said a painful goodbye to my ill mother as this was the last time I would see her before I got back to Cape Town. It was one of the most painful moments of my trip and tears nearly rolled down my eyes but I had to be strong for my siblings. I got so motivated to work extra hard to achieve great things and be successful because of the situation I am now in.

#### Monday 28 June 2010

I met my cousins early in the morning and we went to a church where one of them had donated 32 sewing machines. It was very touching experience as a lot of people showed their appreciation of those kind deeds. We went to an old people's home and they looked hopeless as we got some photographs with them and encouraged them so that they might get hope. I got so many ideas from experiences of today. I would like to introduce a social corporate responsibility aspect to my businesses where I assign a certain percentage of profits to the under-privileged. We then went for lunch and it was very good it was just unfortunate that I had to go home to prepare for my journey.

I got dropped off at the pick-up point for my bus to Johannesburg at 7pm and boarded my bus at 8pm. Travelled safely to the border where we arrived at 4am.

#### Tuesday 29 June 2010

I was really exhausted at 4am when we got to the border and the immigration processes there were very strenuous, we were at the border for about 3 hours before we proceeded with the journey. We got to Johannesburg at 2pm after an 18 hour drive and I waited to be collected by my aunt at the station. She got there at 4pm and took me to the airport and she had to leave because she was attending a conference. I waited at the airport till my flight at 7pm. All along I had been reading an entrepreneurial magazine and I was learning a lot from it. The flight was okay despite being in pain as



my ears are sensitive to pressure and they were really sore. I found Megan and Wessel waiting for me by the airport and I was happy to have people waiting for me. I think Megan has become my best friend by default. I got back and she had prepared me some food which tasted so good. I then met Nathan, Wiley and Chris who I chatted with for about 2 hours. We spoke about a lot but what stood out in our conversation was when we spoke about helping the under-privileged and how we could engage with the societies to touch lost lives. When they left I just knocked out as I was extremely exhausted.

Wednesday 30 June 2010

I woke up really late as I had a long journey yesterday. I managed to go to the EMS to see my team members and catch up with the work that they had done while I was away. I met Prof Wiese and he seems like a cool lecturer too but he is a bit serious though. I sat down and canoed along with my group as they offloaded documents for me to go through. I also checked a lot of my emails and caught up with missed communication with family, friends and business. I felt the pressure of the amount of work needed as I was listening to the submission dates being said out by my team-mates. We have a submission this Friday for both our clients so I am in for a lot of work indeed.

I worked a lot in the afternoon on the website deliverables and I got exhausted I guess I have not fully recovered from the journey. I nearly broke down because I am not in the right state of mind, I tried to be strong at home and now I feel so emotionally and physically drained I even told Megan I should not have come back that early. I feel like a liability for my group as I am not in the right state to achieve efficiency and bring value to the client. I have to do something and rise up as I know I can make it. I have not felt like this before and I am now thinking about my family a lot and it is now beginning to affect my daily operations.

In the evening I spoke to Sujata and Kelly and they both really encouraged me from nowhere. I went to sleep and had a deep chat with Megan as I told her how I was feeling and she was very sweet and was there for me like the true friend she is to me. I slept like a log!



Thursday 1 July 2010

We had class in the morning and each group had to present on one of the deliverables for a client. When my group presented I had nothing much to say as I have not really caught up with all the work that my mates had done while I was away. After class Megan prepared some breakfast which myself and Nashon also had a bite. It was nice but I had to sleep as I was not feeling well at all. I slept till 130pm and then I went to EMS to work with my group members and I got the web hosting details for the GX Security website and I had to work from there. I started working and designing more pages for the website on the server and it was very limited, I could not put in as much information as I was supposed to because it could not let me. The only thing I could do was to edit and play around with the actual content and not the designing itself. I put in my own words and understanding of their business into the website. I also sent a number of emails of which one of them was to Dr Morris, I wondered if he would reply it.

I then went to the mall with my best friend and got some warm clothing and food.

After the mall we went back to the study hall to work and I finished off the content for the GX Security website and I feel exhausted so I retired for the day to come to my room. I left Matt reviewing the work I have done. I also saw a reply from Dr Morris and I will reply it tomorrow. I got back and started working on the Litsha website deliverable with Megan again but I stopped as I want to finish them off tomorrow morning. I actually just did a bit of work for one of my personal clients and now I am about to sleep. I really do not feel good but I have to pick myself up and buckle up. My mind is very disturbed and it's like I am going through trauma but one thing for sure is that it is all going to pass and I will be stronger. I am going to go through this soon and I will make it.

Friday 2 July 2010

I kinda woke up feeling fresh as I had slept about 9 hours. This is so unlike me because I rarely sleep for that long but I understand why. I then went to the study hall under the library at around 11am and started working on the GX Security website from the actual domain so that I could publish it. I then went on to finish it off and I published it on to the actual web. It looked quite good despite the challenges we faced with the actual



designing. After the GX website I went ahead to the Litsha website so that I could generate screenshots for the deliverables due in tonight. I did it with lots of passion and it looked very sweet indeed. I was proud of my work as I submitted it to my group members. After the website I finished off the GX security brochure that one of the members in my team could not finish off. I pimped it up a little and again, I was proud of my work and how much value I feel I am adding to my team. I spent about 7 hours doing all that. Afterwards I started replying emails and sorting out my business ventures and I spoke to one of the suppliers who came wants to strike a deal with me for one of the projects I am doing. I left the study room after 9 hours in the study hall working hard with a couple of breaks in between.

Something very funny happened today. I ate this very rich cereal in the morning and when I was working I let out some gas and it became more than just gas and I thought there was some 'substance' there so I ran out to my room to try clean myself up but when I got there was nothing and that saved me some embarrassment.

I also had quite a disturbing experience. I noticed for the second time that just before a big submission, the African students including myself are excused after they submit their work. I felt really looked down upon as I thought I was not good enough to complete tasks and the other students were superior. I managed to deal with that thought early before it became a bitter thought and decided to just carry on doing what I am doing and not let anything come in between. I decided to take it as a positive gesture but it does not look right.

After that, I went to my room to eat and came back to the study hall where I currently am doing my GX website manual for next week since I have been excused for the rest of the work till submission tonight. It is going well but quite challenging as I have to go through the whole site to get the finest details to put into the webpage. I know this period is where we lose the quality because of our tired bodies but I am deciding to put more effort than before and finish on a high note despite the challenges. I am off to bed now and its going to be a long walk to the dorms.

Saturday 3 July 2010



We had scheduled a meeting with Prof Wiese so had to wake up at 1000 to get the 1030 meeting. We ended up meeting him at around 1045 as he had another group with him in a meeting. It did not take a lot of time as we spoke about presenting our deliverables to our clients. After the meeting I needed some time away from campus so I went to my best friend's house just to talk to him and we ended up having some lunch watching some comedies. Got back to campus and had a chat to the people in the program. I did not do much work today as I was feeling a bit down so I really needed to get myself into order and make sure I am efficient in all my operations. I was on the internet for some time replying to emails and connecting with friends. I actually managed to do some research for my venture of the prospective target market. This opened up my eyes more of the need of some of my ideas and encouraged me to actually strive for them and work hard at them. Afterwards I came back to my room and read some business articles I had downloaded from the Harvard Business Review.

I learnt that as a boss of any company or venture, if you have a strategy that you would like to implement, you should involve your staff before, during and after implementation to get their buy-in as they are the ones who mostly come into contact with the customers.

#### Sunday 4 July 2010

I woke up at 1000 and I cleaned up my room and then did laundry. During laundry I slept again as a nap. I started off working at the student centre after the laundry for about 2 straight hours. The good thing is I did one thing at a time, when I was on the internet I was on and when I was doing my deliverable I did only that. After the student centre I headed straight to the African Routes where the US students were having a party celebrating America's independence. It was very nice and we had good food indeed. We danced, played soccer and just had so much fun with everyone. I firstly had a good chat with Callie then I also had an awesome chat with Sara Healy and I discovered a lot about her. The first thing was that we had the same passion, doing charity work and helping people and we discussed about starting a board that shares ideas and communicates different issues. We were connected by Nathan who also has the same vision as us. Apart from that we spoke about general life issues as well as



some current problems and we advised each other a lot. We spoke for about two hours and then had to leave after the party was over. Afterwards I went to my room where I saw Megan, Rishabh and Wiley sitting and doing their deliverables. I just started talking to them while I was packing my clothes. Rishabh left and Megan kinda broke down so myself and Wiley spoke to her and encouraged her a lot. I am actually finding one thing about myself, whenever I speak people tend to listen and take what I am saying. I am now planning my day and listing the things that I need to do for tomorrow as well as do some of my company stuff. Another thing is that about four people were encouraging me and assuring me that I will get into the OSU Masters in Entrepreneurship program and that I should go for it.

I learnt a couple of things today. I learnt that for you to get something done, you should focus all energy on it e.g. close down facebook, switch off your phone and only open the page you are focusing on till you finish off what you need to do. This reduces the amount of distraction and makes you concentrate more and effectively produces quality. Secondly I learnt that a lot of people just need people to listen to what they say. I realised that one of the fastest ways to build a relationship is to listen to the next person, you will be amazed at how they will open up and offer you trust subconsciously.

#### Monday 5 July 2010

I had a very interesting morning. I had to wake Megan up as she had no alarm and this was very early. I had gone to print and post some personal documents around 8am. I came back to Liberty after about 30 minutes and my morning turned sour! I think I can feel the pressure atmosphere of the final push of the program. Megan went off at me for doing my personal stuff and not putting the team ahead. She thought I had not finished my work due that afternoon and little did she know that I had finished it and submitted to Kip the previous evening. It got into quite an ugly argument and she cried. I think she was overwhelmed by the amount of work she needed to do for that day and I had previously asked everyone in the team if they needed any help with any work and they had all said they were fine. She did not tell me that she needed help and then she told me then that I should have helped her. I got what she needed to do and I assisted her for the rest of the day till we finalised all the work. She actually ended up doing a great



job but she was angry at me. I think it was because I was firm with her earlier on in the argument. I might be very chilled but am very strict and firm sometimes as I did not allow her to run over me in the morning but the good thing is I held my emotions and kept my cool even though I was burning inside of anger. I was angry because all the blame was not even relevant and legitimate.

After that I left Matt and Kip in the study hall at the library as they were finalising the document. I slept for about two hours and then woke up to prepare for my presentation tomorrow. Before I started doing that, we started cooking with Eric and we also cooked for Eric's group and the food was quite nice. I ate nicely alone and then started preparing for the presentation. I also read an article from the Harvard Business Review and it was very interesting. I then prepared to sleep but I lay on my bed for about two hours and I could not sleep. That's when Megan came and we spoke about the day and what had happened and it appears everything was a complete misunderstanding.

I learnt a lot about emotions today, I learnt that you can actually decide how you react to any situation that comes by your side. It is in your hands to either take offence or to brush it aside and 'smile and wave'.

#### Tuesday 6 July 2010

I woke up early as we had a group presentation rehearsal before we went to class. We practised a bit but I felt my group was not that prepared as we were now rushing it to finalise the presentation. We then walked to class together then we presented quite well. I felt our team was very simple and clear presentation and I was proud of it. I also learnt a lot about presenting from other groups as every group had its own unique style of presenting. After class I spoke to Ali Malefo for about 3 good hours. We firstly spoke about presenting where I was encouraging him and giving him a couple of tips on how to overcome anxiety. After that we spoke about our business ventures and strategised a bit and we then came up with a couple of new ideas which we decided that we shall keep it on hold and follow through when we have implemented our current projects. As I was seeing Ali off to his client meeting, I met one of the lecturers who I discussed with one of the projects I am currently doing with the faculty and he was so positive and



encouraging. We spoke like friends and he was so happy for me doing the EESA program and he said that's what he sees in me, a big entrepreneur and he encouraged me to keep working hard.

After that I ran off to Bellville shopping complex where I wanted to fix my bank account issues. I could not do that as there were too many people in the bank. I came back and went to EMS, I firstly went to Misty & Sam's haven office to collect my barcode machinery that was left in there. After that I went down where I helped one of the teams with their break-even analysis and I am amazed at how much I can even teach break-even. I actually learnt the lesson of consulting and asking questions if you do not understand something the way I asked Prof Moyes and Dr Morris with the finances. I learnt so much from those questions and now I am able to give it to my colleagues. He understood it well and after that everyone left to go to the shops and I stayed at EMS doing an additional deliverable with the finances and check my emails too. I received a book from Misty that Dr Morris wrote and he left it so I could read it and this book is called 'Rethinking Marketing' and this is a very special gift to me indeed. I will read it as I know there is a lot of it in there for me. It really meant a lot for me.

After EMS I went for supper with Nathan and we had pizza which we split. After that we spoke about the USA and different states and we focused a lot on Oklahoma. It seems as if everyone really wants me to come to Oklahoma as they are all excited and encouraging me to apply and everything. We then spoke about starting a network and we created an organisation this evening that focuses on developing the societies and on charity work. He will head it and I will be his deputy and I am going to invite some prospective young minds to this new venture. After that I went to the Liberty Hall to carry on with the deliverable and watch some soccer at the same time. I also checked my mail and am glad the internet is back up as it had been down for quite some time now. I finished off and I am now preparing to sleep.

I learnt that it is important to make sure you understand certain concepts, if it means you go out there and look a fool asking and consulting, do it, you will be amazed at how much value you will get for yourself and those around you.



Wednesday 7 July 2010

I went to the EMS study room after I woke up and I continued working on the pro-forma analysis toolkit I was preparing for Litsha magazine. We then went to GX security to present to them our reports and hand them over some documents. We presented as we had done in class but this presentation was more interactive as our clients were astonished about our efforts and output. We gave them the final consulting report and some manuals of the deliverables we had implemented with them. One of the critical things that happened is that all the things we had done for our client from the company handbook to procedures were going to be put to use. Moses was actually going to use the stuff we had given him the next day where he was going to meet to try and acquire one more contract, a big one. The meeting was amazing as they showed so much gratitude and they saw the fruits of their work with us and it was a big accomplishment for ourselves as well as the business itself. They mentioned how nice the website I did for them looked and how valuable it was going to be. They looked so prospective with all we had done for them and they looked refuelled to keep their vision for the business. We also shared with them the lessons we learnt from them and I had learnt that belief in your ideas will take you far.

Got back to campus and carried on with the Litsha pro-forma kit and I did that in the study hall. It was very interesting but a bit time consuming as I had to do a manual for the spreadsheet containing five sheets which were very detailed. The manual also included how to operate excel so it was strenuous. I finished early and gave my work to Matt then I sat there waiting to help anyone who needed any help but no one came up so I went onto the internet and started a personal blog. I went back to Liberty and watched some soccer. While in the TV room I helped out one of the teams edit some information in their document which they were struggling with and I like helping out other people. I am now preparing to go to bed but am going to read a bit of Rethinking Marketing and map out my day for tomorrow as I need to balance my business ventures and the program but first preference has been the program.

Today I learnt that if you have your client's trust, you will be able to reach out more and the development of relationships is very crucial. As a consultant it is crucial to be part of



the client's life and be part of the business and think of it as yours. You will be amazed at how much you will achieve with and for the business.

Thursday 8 July 2010

We had a presentation and I was very impressed with what all the groups have done for their clients and I learnt a lot from everyone's knowledge. Our presentation went well but I was cut in the middle, I did not say everything I wanted to say as one of my group members just concluded when I was the one who was supposed to conclude. I did not take offence though and let it go. As soon as the presentation ended I rushed off to meet my programmer who finalised one of my systems and that was one of the biggest milestones reached as the system is now complete and ready for use. After that I went to meet the UWC Entrepreneurship Initiative director as I wanted to negotiate an office space where I can hold meetings with business partners and suppliers etc. It went well and I managed to acquire an office space if I want to hold any of my meetings. I am meeting the barcode printer director on Monday and would like to make it as professional as possible.

We then went to our client, Litsha, where we presented the final report and any material we used for implementation. It went well in that they were so happy and grateful for our efforts and input into their business especially when they have just gotten a new advertising contract with one of the biggest telecoms company in Africa. There was a big problem though with this engagement as we did not present it as planned. This was caused by one of the team members having gone overboard and they started explaining how they had designed and did this and that for Litsha. For almost 40minutes that the member spoke they only spoke about themselves and what they had done, it was "I", "I" and "I". The thing is that all the things were a team effort and it felt like all our efforts have gone down the drain but I felt inner accomplishment as I know I played my role in everything. The other team members also noticed this and everyone just kept quiet about it as we did not want to finish on a sour note because we had done a good job for our clients.



After that we played some soccer with the boys and it was so much fun. They were shocked I could play soccer and it was so much fun. After that we went to Mzansi for dinner and Nathan paid for my ticket. We had so much fun and ate quality food prepared by one of the EESA group's clients. We danced and the owners of the restaurant were very grateful to Nathan, Kelley and Kim.

As soon as we got back we went to the Tygervalley Stones bar where we played lots of pool, danced and had some alcohol. Had so much fun with Misty and Sam alongside Kip, Matt, Danny, Chris, Paul, Rachel etc. Oh my gosh, nearly everyone was drunk and it was so hilarious but I had too much fun. My OSU issue is always big and everyone thinks I am going to make it and I am so encouraged as it will be of extreme value in my life and for those around me. We then came back to campus with Wessel and I went to see Rishabh, Wiley and Megan as they were doing their journals. I update mine daily so I had no problem with that.

I learnt a lot today, I learnt that whatever input you put into a team, the team should get credit for it even if you had done most of the work. I also learnt that that you should reward yourself especially after working real hard. It is very sad as I was now part of the EESA family from business to fun and its sad everyone has to leave, am going to miss everyone especially the US students with our 'damagers', oh I mean 'managers' Misty and Sam.

#### Friday 9 July 2010

I just had a wonderful meeting with Prof Wiese as I needed to ask for advice regarding my venture and meeting on Monday. I was struggling with thinking about the pricing mechanisms and consideration factors of my barcode project. He gave me so much insight and made me realise some factors and things to reconsider. I am so glad I asked and sat down with him because I was never going to think of the advice he gave me alone. I feel better as I was actually getting a bit worried about my ideas and meetings.

I had never had the opportunity to sit down with him and engage but he is also very good and I have seen a different perspective of him and he is amazing, very humble, and wise. We spoke about his businesses and how he got there in his life and there



were some relevant lessons learnt from that. I just wish I had more time to chat with him as I could learn something from him. Unfortunately there is no more time but I will definitely keep in touch with him.

The time has come to bid farewell to my diary and the program and it was the most empowering 5 weeks of my life. I will never forget this because it is going to set the direction of my future. I will miss all the US students and professors as well as the UWC students and you will always be on my mind as you are part of my personal history. I wish you all the best in your personal lives. Now I am going out there to conquer the world. BYE and hope someone who reads you will learn something from this diary. God bless you all and I love the EESA program.