IMPACT REPORT

PRUKasih – TAYLOR'S ENTREPRENEURSHIP PROGRAM





in collaboration





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INTRODUCTION







PRUKasih – TAYLOR'S ENTREPRENEURSHIP PROGRAM

is a collaboration between Prudential Assurance Malaysia Berhad and Taylor's Education Group through our CSR initiative by PRUKasih and Taylor's Community.

To empower financial independence amongst selected B40 communities o generate sustainable income by equipping them with business knowledge and instilling emotional wellbeing

PROGRAM OVERVIEW



INTERVIEW SESSION

Each candidates had to gone through interview with PRUKasih and Taylor's team

MENTAL & EMOTIONAL WELLBEING

by Nelavathi Marimuthu

the ability to manage their emotions will determine how well they can manage their business and family

BASIC ENTREPRENEURSHIP

by Nur Nadiah Zainal Abidin

the ability to manage their finances will determine how sustainable their business will be

EDUCATION PHASE

Combination of entrepreneurship with mental and emotional wellbeing modules

PROGRAM OVERVIEW



PITCHING DAY

Provide pitching experience to participants and chance to win equipment grant from Prudential amount RM1,000.00



GRANT AWARD

PRUKasih deliver the equipment to grant winners base on the items they pitched to the judge

PROGRAM OVERVIEW

Kelas : PRUKasih- Taylor's	
neias . rAUNASIN-Taylors	
PENDAPATAN HARIAN	JUMLAH (RM)
Kek Coklat Moist	RM220.00
Roti Jala	RM576.00
Kuih Muih	RM1,430.00
Komisyen Penghantaran	RM0.00
JUMLAH PENDAPATAN (A)	RM2,226.00
PERBELANIAAN TETAP	JUMLAH (RM)
Gaji	MYR 1,500.00
-	
PERBELANJAAN BERUBAH	JUMLAH (RM)
Utiliti	MYR 150.00
Bahan Mentah	MYR 150.00
Bahan Kering	MYR 66.00
Minyak petrol	
JUMLAH PERBELANJAAN (B)	MYR 1,866.00
Lebihan atau defisit (A-B)	MYR 360.00





MONITORING PHASE

to track participants' financial or income performance and provide necessary assistance

CONVOCATION DAY

to give final closure of program and award participants who give their best during the program

PROGRAM REPORT

INTERVIEW DAY

EDUCATION PHASE

PITCHING DAY

MONITORING PHASE

CONVOCATION

PROGRAM REPORT

INTERVIEW DAY

EDUCATION PHASE

PITCHING DAY

MONITORING PHASE

CONVOCATION

REPORT: INTERVIEW DAY

4 & 6 July 2020 | Zoom Meeting

Attendance

Candidates

33/54 pax

(32 responses)

Interviewers

10/10 pax

(8 responses)

Technical Supports **2/2 pax**

Accepted participants

32 pax

Hit minimum target 30 pax



General Rating (x/5)	Candidates	Interviewers
The interview session was well organized and managed.	4.47	4.25
The interview session timing is well paced	4.56	4.13
Each interview session had a smooth transition.	3.03	3.63

Overall Feedback



User friendly and suitable for interview session



Need briefing how to use Zoom function such as JOIN breakout room, poll and chat



Need more time for interview but understand time constraint and to make participants more focus



Need this 5 minutes rule to be followed as some of interviewer got back-toback interviewee in room



Interviewers do not know how to communicate with technical support



Record all interview session successfully

REPORT: INTERVIEW DAY

4 & 6 July 2020 | Zoom Meeting



Interviewer Room 1
May Wong & Mad Rizal



Interviewer Room 2

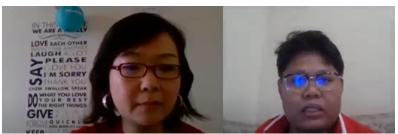
Jeffrey & Elin



Interviewer Room 3
Eddy & Nela



Interviewer Room 4
Carmen & Amalina



Interviewer Room 5
Mei Ling & Amir



Technical Support Elsie & Nadiah

REPORT: INTERVIEW DAY

4 & 6 July 2020 | Zoom Meeting



PROGRAM REPORT

INTERVIEW DAY

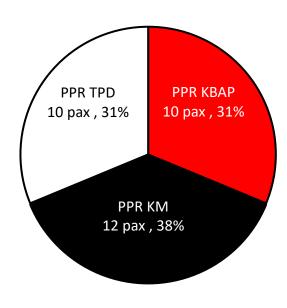
EDUCATION PHASE

PITCHING DAY

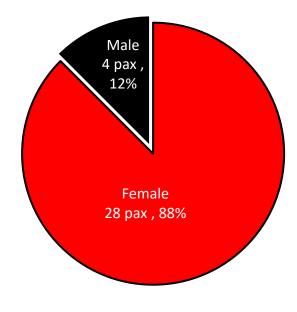
MONITORING PHASE

CONVOCATION

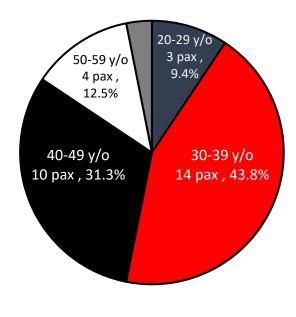
PARTICIPANT PROFILE



Locality

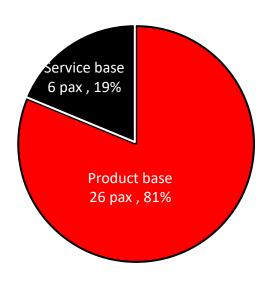


Gender

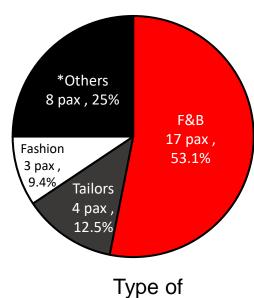


Age

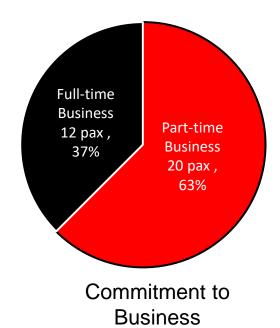
PARTICIPANT PROFILE



Type of Business



Type of Industry

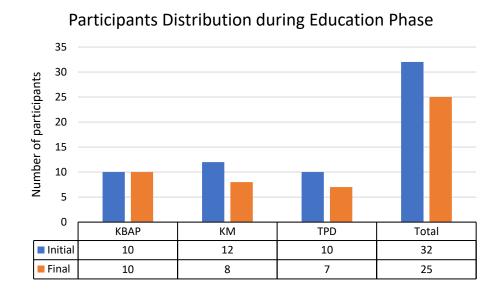


*Others consist of technical service, healthcare, retail, agriculture and telecommunication

11 July – 12 September 2020

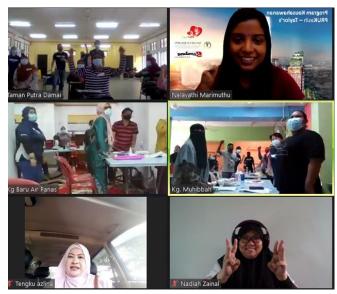
Class Date	Emotional Wellbeing Module	Entrepreneurship Module
11 Jul	Rebuild Thinking	Basic Introduction & Business Goal / Vision
25 Jul	Handling Unfinish Business	Business Challenges and Risk Management
8 Aug	Connectedness of Feeling and Action	Target Market and Basic Marketing (Canva)
22 Aug	None	Marketing Platform, Apps and Tools
12 Sep	Confidence as Presenter	Basic Business Financial & Documentation

Add a session for marketing as participants request more time to do hands on with Canva and online marketing is one of the module that participants would like to learn during pandemic



78.1% of participants had put their full commitment for the program

11 July – 12 September 2020









September

Change mode of deliveries from **remote learning to physical class** at Taylor's Lakeside Campus. Participants get a chance to prepare their pitching deck by using desktop from computer laboratory with hands-on assistance from facilitator



Participants: 32 pax B40



PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas



Development

Self-confidence

Presentation Skills

61.1%

Communication Skills

77.8%

Emotional Well Being

83.3%

Attendance Rate:

82.5 %

Average base on 32 pax

Drop Out Rate:

21.9%

7/32 pax drop out during education phase

Level of Satisfaction of the Session (x/5):



Schedule for Education Phase

4.7

Content for Education Phase

4.8

Trainers & Facilitator for Education Phase

4.8

100%

- mentioned that the classes were beneficial.
- would recommend this program to others.
- would continue to run their business regardless of the pitching results.

ASPECT IMPROVED DURING EDUCATION PHASE

Personal 72.2% Financial Planning 83.3% **Goal Setting** Development 55.6% **Branding & Marketing** 66.7% Financial Skills Business 50% **Business Collaboration** Income/Increment 44.4% **Digital Literacy** 77.8%

Feedback for future planning!

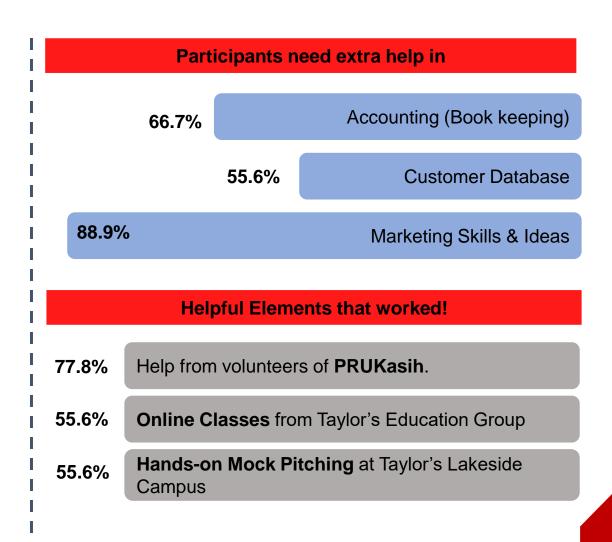
Do you need more classes to further enhance your business?

Yes

How many more months of guidance do you need?



If classes are shifted on Facebook or WhatsApp, 100% would join as it is basic access for participants









PPR Kg Baru Air Panas



PPR Kg Muhibbah



PPR Taman Putra Damai







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas

Beneficiaries:
B40 Families

Attendance Rate:

93.8 %

(30/32 pax)

Level of Satisfaction of the Session (x/5):



Agenda of the Session	4.5
Location & Set Un	4.5

Food 4.2

100% mentioned that the classes were beneficial.

OVERALL IMPACT (x/5)

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS 4.3

AFTER CLASS 4.5

Increase Business Knowledge

BEFORE CLASS 4.4

AFTER CLASS 4.3

Increase Income Making

BEFORE CLASS 4.5

AFTER CLASS 4.3







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas



Attendance Rate:

90.6%

(29/32 pax)

Level of Satisfaction of the Session (x/5):



Agenda of the Session	4.5
-----------------------	-----

Location & Set Up 4.5

Food **4.2**

100% mentioned that the classes were beneficial.

OVERALL IMPACT (x/5)

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS

4.3

AFTER CLASS

4.5

Increase Business Knowledge

BEFORE CLASS

4.4

AFTER CLASS

4.6

Increase Income Making

BEFORE CLASS

4.3

AFTER CLASS







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas



Attendance Rate: **N/A**

Level of Satisfaction of the Session (x/5):



100% mentioned that the classes were beneficial.

*The first class showed irregular numbers that the class reduced their confidence. Yet, in the second class, it reflected that the class boosted their confidence. Hence, the numbers being quite stagnant at this moment.

OVERALL IMPACT (x/5)

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS

AFTER CLASS

4.5

Increase Business Knowledge

BEFORE CLASS

4.4

4.3

AFTER CLASS

4.5

Increase Income Making

BEFORE CLASS

4.4

AFTER CLASS







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas



Attendance Rate:

74.2%

(23/31 pax)

Level of Satisfaction of the Session (x/5):



Agenda of the Session

4.5

Location & Set Up

4.5

Food

3.5

*Bad ratings for food came from participants from PPR KM & PPR TPD as their food spoilt during lunch and they are at same location

100% mentioned that the classes were beneficial.

OVERALL IMPACT (x/5)

3.4

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS

AFTER CLASS

4.5

Increase Business Knowledge

BEFORE CLASS

3.8

AFTER CLASS

4.3

*Lower ratings for Poster Canva Making

Increase Income Making

BEFORE CLASS

4.4

AFTER CLASS







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas



Attendance Rate:

86.2 %

(25/29 pax)

Level of Satisfaction of the Session (x/5):



Agenda of the Session 4.7

Location & Set Up 4.7

Food 4.7

100% mentioned that the classes were beneficial.

OVERALL IMPACT (x/5)

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS

N/A

AFTER CLASS

N/A

Increase Business Knowledge

BEFORE CLASS

4.0

AFTER CLASS

4.4

*Lower ratings for Poster Canva Making

Increase Income Making

BEFORE CLASS

1.2

AFTER CLASS







- PPR Kg. Muhibbah
- PPR Taman Putra Damai
- PPR Kg. Baru Air Panas



Attendance Rate:

100 %

25/25 pax after remove all drop out

Level of Satisfaction of the Session (x/5):



Agenda of the Session	5.0
Agenda of the Session	0.0

Location & Set Up 4.5

Food **4.0**

100% mentioned that the classes were beneficial and need to practice it

OVERALL IMPACT (x/5)

Confidence Level in today's class to help:

Improve Emotional Well Being

BEFORE CLASS

4.3

AFTER CLASS

4.5

Increase Business Knowledge

BEFORE CLASS

4.1

AFTER CLASS

4.3

*Lower ratings for Poster Canva Making

Increase Income Making

BEFORE CLASS

4.0

AFTER CLASS

PROGRAM REPORT

INTERVIEW DAY

EDUCATION PHASE

PITCHING DAY

MONITORING PHASE

CONVOCATION



Taylor's Lakeside Campus LT6 | LT7 | LT10 | LT11



Attendance Rate:

te: Drop Out Rate:

69.2 %

43.8%

18/26 pax excited to pitch

14/32 pax total drop out before pitching day



Number of Participants:

18

Number of Judges:

12



Number of Working team:

10

Number of Volunteers:

18



All participants received the **grant award RM1,000.00** in term of equipment or marketing tools

All equipment had been delivered by PRUKasih team by **middle of of**October 2020

REPORT: PITCHING DAY

26 September 2020













PROGRAM REPORT

INTERVIEW DAY

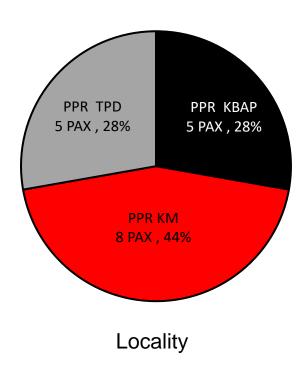
EDUCATION PHASE

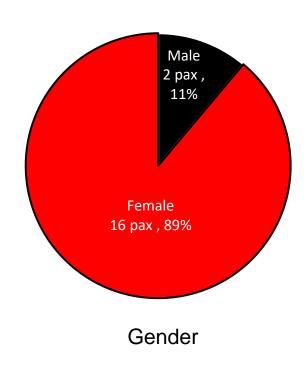
PITCHING DAY

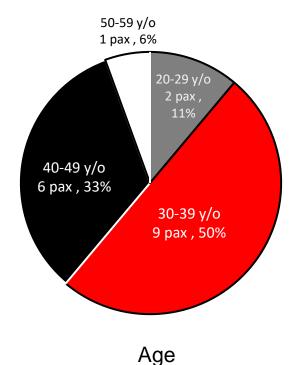
MONITORING PHASE

CONVOCATION

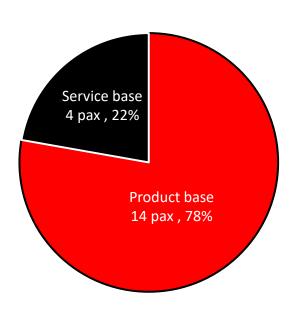
PARTICIPANT PROFILE



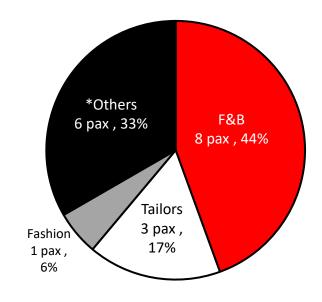




PARTICIPANT PROFILE

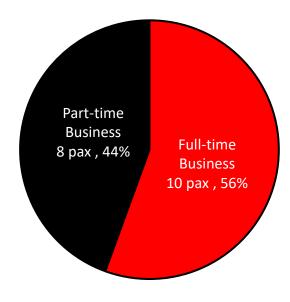


Type of Business



Type of Industry

*Others consist of technical service, healthcare, retail, agriculture and telecommunication



Commitment to Business

24 October 2020 – 6 February 2021

Class Date	Emotional Wellbeing Module	Entrepreneurship Module
24 Oct	N/A	Basic Business Financial
7 Nov	Responsibility vs Commitment	Target Market & Marketing
5 Dec	Dream & Vision	Financial & Marketing Tracking
9 Jan	N/A	INSKEN Session & Financial Discussion
6 Feb	Rationale Thinking	Financial Discussion

Recap and dive deep with all the module from Education Phase



Each participant got mentor to assist to do financial report so low possibility that participants will not do their financial record

24 October 2020 - 6 February 2021







Always need to remind participants

- to include all operation cost in financial report as they are new to record keeping and unsure how to record it
- to jog down justification as reminder for them and much easier to track if have any backdated issue
- to always counter check or tally the accounts as it will much way easier for next month record
- to write the number properly or use computer to reduce human error



Beneficiaries: 18 grant winners





Attendance Rate:

93.3%

Average base on 18 pax

Drop Out Rate:

0%

All committed to revamp their business

Level of Satisfaction of the Session (x/5):



Content related to business 4.46

Understanding of the module 4.31

Module Practicality 4.53

Give new knowledge 4.42

income increased in average (removed 4 outliers)

44% of participant income increased

11% of participants hit their target

*Take note that this happen during MCO and pandemic COVID-19





PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas

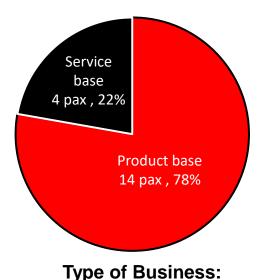


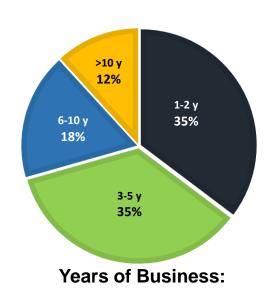


Attendance Rate:

100%

*17/18 survey responses





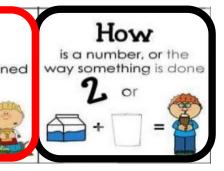
OVERALL Learning: Record Keeping

Key Take Away









Before class: 2.71

After class: 4.29

Gain more knowledge by explanation on **WHY & HOW** to do record keeping

Level of Satisfaction of the Session (x/5):



Content related to business

Understanding of the module

Practicality of the module

Using Zoom Meeting for the session

4.53

4.41

4.29

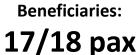
4.06

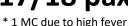
100% mentioned that the classes were beneficial & need to practice it





PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas







Attendance Rate:

94.4%

*12/17 survey responses

	Level of Satisfaction of the Session (x/5):	
	Content related to business	4.50
	Understanding of the module	4.29
	Practicality of the module	4.16
	Give new knowledge	4.33

100% mentioned that the classes were beneficial to boost their confidence and sales

OVERALL KNOWLEDGE:

Responsibility vs Commitment



Before class: 3.66



After class: 4.33

Target Market & Marketing



Before class: 3.75



After class: 4.33

Start gaining sale

Slowly to learn & practice

Have financial record

More self aware

Purpose and target in business

More business visibility

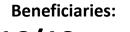
Push factor to expand business

PRUKasih - Taylor's Entrepreneurship Program





PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas



16/18 pax

* 2 MC due to hospitalization



Attendance Rate:

88.89%

*13/16 survey responses

	Level of Satisfaction of the Session (x/5):	
	Content related to business	4.46
	Understanding of the module	4.29
	Module Practicality	4.23
	Give new knowledge	4.46

100% mentioned that the classes were beneficial to boost their confidence and sales

OVERALL KNOWLEDGE:

Dream and Vision



Before class: 4.00



After class: 4.38

Financial & Marketing Tracking Discussion



Before class: 3.61



After class: 4.38

Need guidance to record financial |

Improve self-awareness | Confidence

Learn the how to do it | Consistency
Keep striving the best | Support system
Positive thinking

PRUKasih - Taylor's Entrepreneurship Program





PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas



16/18 pax

* 2 absent due to stuck in flood at hometown



Attendance Rate:

88.89%

*13/16 survey responses



Numbers of posting at social media correlated with the income earning.

Participants who has stable income mostly has high frequency of posting per week.

OVERALL KNOWLEDGE:

Session with INSKEN



Before class: 3.61



After class: 4.38

Financial Discussion



Before class: 4.00



After class: 4.46

50% Income increased Hit projected target

28% Consistently hit target

83% Improved recording skill

PRUKasih - Taylor's Entrepreneurship Program





PPR Kg. Muhibbah PPR Taman Putra Damai PPR Kg. Baru Air Panas

Beneficiaries:

17/18 pax

* 1 absent due to need to do cleaning service



Attendance Rate:

94.4%

	Level of Satisfaction of the Session (x/5):	
	Content related to business	4.54
	Understanding of the module	4.46
	Module Practicality	4.39
	Give new knowledge	4.57

Numbers of posting at social media correlated with the income earning.

Participants who has stable income mostly has high frequency of posting per week.

OVERALL KNOWLEDGE:

Rational Thinking



Before class: 3.91



After class: 4.37

Financial Discussion



Before class: 4.00



After class: 4.42

17%

income increased in average (removed 4 outliars)

44%

11%

of participant income increased of participants hit their

*Take note that this happen during MCO and pandemic COVID-19

PROGRAM REPORT

INTERVIEW DAY

EDUCATION PHASE

PITCHING DAY

MONITORING PHASE

CONVOCATION

REPORT: CONVOCATION DAY





REPORT: CONVOCATION DAY





REPORT: CONVOCATION DAY







MAD RIZAL BIN ABU BAKAR

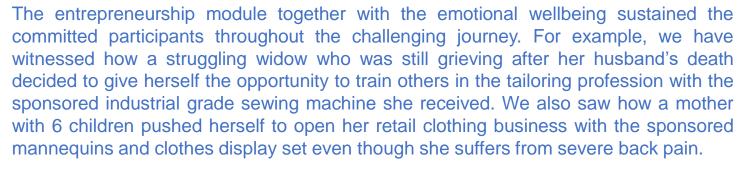
Manager CSR Marketing

Prudential Assurance Malaysia Berhad

I can see significant changes in participants emotional, which important for the entrepreneur. Participants now able to accept negative comments and change that comments become a challenge to improve their business.

I remember one of the participants crying while sharing her story in the classroom, and she eventually succeeded in increasing her income and becoming one of the award recipients during the graduation day.

This shows that participants have learned something from this program and practiced the knowledge.



One of many memorable moment during the program was seeing one introvert participant come forward during Emotional Wellbeing session discussing about negative feedback and criticisms from customers and how she broke down in front of the other participants. However, she chose to apply the trainer Nela's suggestions to overcome the negative mindset and she succeeded in staying true to her renewed thinking and graduated from the program.

We saw how the program motivated creativity in designing marketing tools via Canva app and using Whatsapp business to widen the marketing platform. All in all, the program brought about mindset change and transformation in the lives of our community members. For the upcoming cohort, we desire that more community members will be encouraged to step out of their financial challenges and take advantage of the golden opportunity to improve their livelihood and their family's wellbeing.



Project Lead
PRUKasih – Taylor's
Entrepreneurship Program



NUR NADIAH ZAINAL ABIDIN

Project Lead PRUKasih – Taylor's Entrepreneurship Program This program give such a good opportunity for PRUKasih participants as we could see how participants could evolve from shy and fragile to such confident person. This leads to their improvement of financial and income.

This program provide so much support, either from participants-participants or participants-mentor relationship. This could help to give participants an assurance that business could be improve if they set themselves right.

They could fly high if they keep learning and improve themselves.



MARSIDAH MOHD DIN Participant PRUKasih – Taylor's Entrepreneurship Program



NORMALA SHAHRUDDIN

Participant PRUKasih – Taylor's Entrepreneurship Program Thank you to PRUKasih to give me opportunity to join PRUKasih-Taylor's Entrepreneurship Program as this program help me and build back my strength after I lost my husband a few months back.

This program help me to a lot and I start using the sewing machine and open tuition class for my community who interested with tailoring. Thank you again

I feel proud that I had opportunity to gain knowledge even though I already 59 years old. Business is limitless. Encourage to expose this kind of program to youth as government also support this kind of support to empower community

Thank you to all community member who keep supporting us and please do not give up on us and keep empower our community

PROFIL GRADUAN PROGRAM KEUSAHAWANAN PRUKASIH & TAYLOR'S 2020



ELLMIZAMILA ISHAK





ROSLAN





HAZRINA HAZRIN JAAPAR





KARTIK A/L APPAHU















PROFIL GRADUAN PROGRAM KEUSAHAWANAN PRUKASIH & TAYLOR'S 2020



MARSIDAH MOHAMED DIN





NASBULLAH MOHD YUSOFF





NOOR AZRINA AWANG NOOR





NORMALA SHAHARUDDIN















PROFIL GRADUAN PROGRAM KEUSAHAWANAN PRUKASIH & TAYLOR'S 2020



NUR ASMIRAH SHABUDIN





NORIAH MALIK





NUR AMIRAH FARHANAH NAZRI





ROZALIWATI MOHD MUSTAFA















PROFIL GRADUAN PROGRAM KEUSAHAWANAN PRUKASIH & TAYLOR'S 2020



RUSZITA ABDUL GHANI





SITI KHADIJAH OSMAN





SITI NOR ATIQAH JAMAYAN





SITRAH A/P ANAPPAN















PROFIL GRADUAN PROGRAM KEUSAHAWANAN PRUKASIH & TAYLOR'S 2020



SUGANTY A/P ARUMUGAM





TENGKU AZLINA TENGKU ADNAN





