

CORPORATE FOCUS

EAST AFRICA'S BUSINESS MAGAZINE



How Aliko Dangote
became the richest
African man



HAANDI RESTAURANT:

The best Indian Cuisine in Kenya

"We don't just cook food; we craft an experience."

*Mr. Pradeep Mullick, Chief Executive Officer,
Haandi Restaurant, Nairobi.*

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Letter from the editor

The meaning of excellence

Business Management is a noble calling because it is about running corporate institutions, whether for profit or not, that are essential to society. Good management is not simply about making our economy more productive; it is also about providing moral leadership, about making society more humane.

For Jim Collins, author of *Built to Last*, the truly great leaders are those who create institutions and imbue them with cultures and values that give the organization a sense of purpose and values that go beyond the ups and downs of the business cycle. Collins argues that the best of those organizations take care of all their stakeholders. They are empathetic toward employees and work well with their communities even as they serve their shareholders effectively.

We salute the business leaders who take into account not just the bottom line but also the broader environment in which they operate. While we understand that the corporate sector faces competitive new challenges, we also hope that business managers will realize that true executive excellence involves understanding that the future of a business is closely tied to the well-being of its employees and of the community in which it operates.

Maryann Tita
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HAANDI

The Best Indian Cuisine Restaurant in Kenya

By Mary Anne Zita

Walk into Haandi Restaurant and you're instantly greeted with the rich aroma of cumin, coriander, and cardamom—fragrances that transport you straight to the streets of Delhi or the kitchens of Punjab. For nearly three decades, Haandi has not only introduced Indian cuisine to Kenya but elevated it to fine-dining status. Today, it is lauded as the gold standard of Indian dining in Nairobi and beyond.

A Dream That Crossed Continents

Haandi's story begins with a dream and a deep appreciation for heritage. "We started Haandi with a simple idea—to bring authentic, high-quality Indian cuisine to Kenya," says Mr. Pradeep Mullick, founder. "At the time, there weren't many places that offered a true Indian dining experience. We wanted to change that, and we knew it had to start with authenticity."

The name "Haandi" itself refers to a traditional Indian cooking pot—a symbol of slow-cooked perfection, warmth, and community. That symbolism has remained central to their identity from day one.

A Culinary Identity Built on Excellence

What sets Haandi apart isn't just the flavors, but the care and philosophy behind every dish. "We don't just cook food; we craft an experience. Our head chef has over 30 years of experience, trained in India, and has led teams across Asia and the Middle East. His deep understanding of regional Indian cuisines brings unparalleled depth to our menu."

Signature dishes like the Butter Chicken, Rogan Josh, and Paneer Tikka have become legendary in Nairobi. But it's not just about sticking to tradition—Haandi also imports key spices and ingredients directly from India to ensure that the flavors are not only authentic but consistent.

"We bring in our garam masala blends, pickles, and even some lentils from India. It makes a real difference."

A Team That Believes in Perfection

Behind the scenes, the kitchen team operates like a well-tuned orchestra. "From our prep cooks to our head chef, everyone is trained to pay attention to detail. We have rigorous quality control processes and cross-branch training to ensure that if you dine with us in Nairobi or Mombasa, the experience is equally exceptional."

The Guest Experience: More Than Just a Meal

Haandi isn't just about food; it's about the journey. "We aim to create a warm, inviting, and elegant space for everyone—whether you're an Indian expatriate missing home or a Kenyan diner exploring Indian food for the first time."

And the feedback has been as rich as the cuisine itself. "A customer once told us that our dal makhani reminded him of his grandmother's kitchen back in Punjab. That kind of emotional connection is priceless."

COVER STORY



Balancing Tradition and Innovation

While tradition is key, innovation isn't far behind. "We introduce seasonal specials and modern twists, like tandoori prawn tacos and masala quinoa bowls, but we're very careful never to lose the soul of Indian cuisine."

The restaurant also caters to a diverse clientele with vegetarian, vegan, and gluten-free options. "Indian cuisine is naturally very inclusive, and we embrace that in our menu."

Recognized for Excellence

Being called "the best Indian restaurant in Kenya" is a title the team doesn't take lightly. "It's humbling. But we always say—awards are great, but a happy customer walking out with a smile is the real win."

Haandi has also received international recognition, including features in global travel and food magazines, and awards for hospitality excellence.

Rooted in Community, Rich in Culture

Haandi has never operated in a vacuum. "We participate in local food festivals, collaborate with Indian cultural associations, and support community initiatives. Kenya is our home, and we're proud to be part of its multicultural culinary landscape."

Eyes on the Future

As for what's next? "We're exploring expansion, possibly venturing into new cities or offering curated catering experiences. We also see a growing interest in Indian street food and regional specialties—those might be areas we'll tap into."

A Personal Touch

When asked to pick a favorite dish, the founder smiles. "It has to be the lamb biryani. It's a labor of love—layered, aromatic, and deeply nostalgic." And to sum up Haandi in just three words?

"Authentic. Timeless. Heartfelt."

Haandi is more than a restaurant—it's a celebration of culture, a tribute to tradition, and a testament to how food can bridge continents and communities. In the ever-evolving culinary world of Nairobi, Haandi continues to serve something both rare and remarkable: consistency, class, and comfort on a plate.



Haandi, The Mall, Waiyaki Way, Westlands.

Lunch: 12.30pm – 3.00pm

Dinner: 6.30pm – 10.30pm

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customers satisfied. Your commitment to excellence aligns perfectly with our own values.

We believe that powering businesses like Haandi is not just a business relationship, but a shared journey in delivering quality experiences to Kenyans. Your success is our success, and we celebrate this milestone alongside you.

Congratulations to the entire Haandi family. May this recognition mark yet another chapter in a legacy of excellence and inspire even greater achievements ahead.



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COMPANY VISION

Our vision is focused on achieving customer satisfaction through enhancement of beautiful and habitable environment.

COMPANY MISSION

Our mission statement is to be exceptional service provider that creates and enhances investment at a fair price and value.



Current and Potential

- Kenya Railway Corporation
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- Murang'a County Government
- Kenya Teachers Service commission
- Gulsan Construction Ltd
- Taj Management Ltd
- Centre Star Construction Ltd
- Highway Registrars
- Commission for University Education
- Covermax Insurance Brokers Ltd
- Ramco group
- Medecins Sans Frontieres
- Aim Global Juba
- Aim Global and Fitness centre
- Eagle Nest guest House
- Sai Office supplies
- Clarion Hotel
- Thorn Tree Medical Centre
- UHCR (staff)
- Centre Star
- WHO (staff)
- UNICEF (staff)
- Real Wealth
- Non governmental Organizations
- Mulleys Supermarket
- Palacina Hotel
- Lango Supermarket
- Residential homes
- Powerlink Kenya Limited



ZEN GARDEN WITH THUJA ORNAMENTAL PLANT

SERVICES

1. Landscape designs and Installation
 - Landscape design and implementation
 - Landscaping consultancy
 - Garden Renovation
 - Kitchen Garden
2. Outdoor designs and Structures
 - Water features e.g swimming pool, waterfall
 - Pergola
 - Garden arch
 - Outdoor kitchen
 - Driveways and walkways
 - Fire features
 - Retaining walls
 - Gazebo
 - Garden ornaments
 - Zen Garden
 - Rock garden
 - Garden chairs
3. Maintenance services and outdoor cleaning
 - Garden Maintenance
 - Swimming pool Care
 - Lawn care
 - Garden cleaning and Fumigation
4. Property Verification and Title deed Processing
 - Title deed search and processing
 - Property ownership
 - Lease title
 - Surveyor and mapping Services
5. Supply services
 - Potted Plants
 - Lighting systems
 - Irrigation systems and installations
 - Flower arrangement
 - Grass
 - Landscaping tools and equipment
 - Manure
 - Building materials
 - General supplies
6. Event planning and Magazine
 - Event management
 - Directory
 - Guest management support and hospitality
 - Exhibition booth construction
 - Transport and logistics
 - Organizing exhibition
 - Beautification of event venue
 - Branding



Lawn garden with garden structure



Water Feature



Pergola



Flower decoration



Lawn mowing



Water Feature with Zen garden



Rock garden



Walk way

PROJECTS



Landscaping and garden design in Konza



Landscaping in Lavington



Tree planting activity in Partnership with Kenya Railways Makadara whereby His Hon Former Prime Minister Raila Odinga was the Chief Guest.





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How Aliko Dangote

Became the Richest African Man

At the age of 21, Aliko Dangote borrowed money from his uncle in order to import and sell agricultural commodities in Nigeria, his native country. His business venture quickly became a success, and as a result, he managed to repay the entire loan within three months of starting operations.

Today, Dangote is the wealthiest man living in the African continent with an estimated net worth of \$ 17 billion. The business empire that he began to build more than three decades ago, Dangote Group, is one of the largest private-sector employers in Nigeria as well as the most valuable conglomerate in West Africa.

Dangote's business interest encompasses many industries, including oil and gas, consumer goods and manufacturing. About 80% of his conglomerate's revenue comes from Dangote Cements, which is expected to realize a 40% increase in profits this year. According to Forbes magazine, the subsidiary supplies 53% of the cement market in Nigeria.

Dangote also owns the world's second-largest sugar refinery, and together all of his publicly traded companies make up a quarter of the market capitalization of the Nigerian Stock Exchange. Here is an overview of how Aliko Dangote turned local commodities trading businesses into a multibillion-dollar corporation.

Early Life and Schooling

Born in 1957, Dangote grew up in an entrepreneurial household in Kano State, Nigeria. He was raised Muslim and had been exposed to an upper-class lifestyle since his birth. Dangote's grandfather, Sanusi Dantata, was once named one of the wealthiest people living in Kano. He made his fortune by selling commodities such as oats and rice. Dantata became Dangote's guardian in 1965, following the death of his father.

Having spent much of his childhood with his grandfather, Dangote quickly became interested in the world of business. He once said, "I can remember when I was in primary school, I would go and buy cartons of sweets and I would start selling them just to make money. I was so interested in business, even at that time."

At age 21, Dangote graduated from Egypt's Al-Azhar University, one of Islam's prestigious universities. It was there the budding entrepreneur furthered his education in business. During an interview this year with Forbes, Dangote explained, "When you are raised by an entrepreneurial parent or grandparent, you pick that aspiration. It makes you be much more aggressive – to think anything is possible."

An Empire Is Born

After graduating from college in 1977, Dangote managed to convince his uncle to lend him money to start a business. The funds from the loan allowed him to import soft commodities at wholesale prices from international suppliers. Two of his main imports were rice from Thailand and sugar from Brazil. He then sold those items in small quantities, and at a lucrative markup, to consumers in his village. The venture quickly became successful and turned into a cash cow. Dangote claims that on some of his best days, he was realizing a high daily net profit that allowed him to repay his uncle in only three months.

Cutting Out the Middleman

In 1997, Dangote realized that acting as a middleman was a very costly endeavor, and so he built a plant to produce what he had been importing and selling for the previous 20 years. His company began to produce pasta, sugar, salt and flour. Around the same time, Dangote was awarded a state-owned cement company. Dangote significantly expanded the operations of the company in 2005 by constructing a multimillion-dollar



manufacturing plant. The construction was financed with \$ 319 million of Dangote's own money in addition to a \$ 479 million loan from the World Bank International Finance Corporation.

Each of his manufacturing divisions has since been separated into different publicly traded companies. Dangote Sugar Refinery Plc., For example, was listed on the Nigerian Stock Exchange in 2007. Dangote subsequently took his salt, flour and cement segments public. Those businesses became the National Salt Company of Nigeria Plc., Dangote Flour Mills Plc., And Dangote Cements Plc., Respectively.

Expanding the Empire

Dangote has always reinvested the majority of his profits back into his businesses, which is one reason the company has grown so much since inception. During an interview with Al Jazeera News, he explained, "The Dangote Group does not keep money in the bank. We fully invest whatever we have and we keep on investing."

Dangote has also recently entered the oil and gas industry about ten years ago, a sector that he purposely avoided for most of his career. Unlike many wealthy Nigerians who made their fortune in oil, Dangote chose to go down a different path. " If Dangote Group had followed the trend of dealing with oil, we would have tainted our name. People would have thought Dangote made so much money because the company did a lot of unethical dealings in the oil industry, "he said once.

The Bottom Line

Aliko Dangote's journey to fortune is not a rags to riches story. He came from a wealthy family that was able to provide financial assistance to start his business. For many years, Dangote imported soft commodities and resold them in his community. He eventually ceased importing items and began to manufacture his own products. Over the years, Dangote has expanded into new business segments, including telecommunications, real estate and steel manufacturing. Today his holding company, Dangote Group, is the largest conglomerate in West Africa.

WHAT YOUR TIE COLOUR SAYS ABOUT YOU

Politicians have long known that their choice of tie conveys a certain subtle message. People who see them won't consciously pick up on this, but it will make an impression, and promote a certain view that they wish to project. People react to colour instinctively, even when they don't understand its meaning. Once you know the rules of colour, you can make sure that what your tie choice says about you is what you want it to say.

For men, you always want to select a tie that harmonizes with your shirt. No matter what the colour, if there's an unpleasant contrast it won't make a good impression. Assuming you have a pleasing combination, here's what the colours of your tie can convey. Every colour has both its positive and negative attributes and you can match them to the occasion and the impression you want to make.

Red



A red tie will convey a sense of power, strength, and energy. Wearing a red tie with a white shirt and dark jacket is a high-powered combination, and once you start noticing, you'll see that this is a favorite of politicians and business leaders. Barack Obama favours this colour tie when he wants to make a powerful and important statement, as do others. Red grabs attention, and projects assertiveness and authority. On the negative side, the colour red is also commonly associated with danger. It can appear aggressive or threatening, so for some occasions, a red tie may be too much.

Blue



Blue is in many ways the opposite of red. Instead of assertiveness and power, a blue tie promotes a feeling of calmness and dependability. When politicians and leaders want to foster a sense of credibility, reliability, and trust, they will often turn to a blue tie. Looking at a group of politicians, you'll find a preponderance of blue and red ties, with each person choosing the colour that promotes how they want to be perceived by voters. If you want to appear calm and trustworthy, blue is the perfect choice, but it does come with a negative. It can also make people see you as conservative, predictable, and cold.

Charcoal, Black and Grey



Dark suits look solemn and portray authority and power. No wonder corporate executives are so fond of charcoal and black suits. Worn with a dark tie in charcoal, grey, or black, it presents a monochromatic look that is both sophisticated and stylish. On the positive side, these neutral colours can show wisdom and efficiency. On the negative side, they can look overly sombre, and remind people of funerals.

Yellow



Yellow is a friendly colour that shows openness and energy. When a politician is dealing with other politicians, he will usually opt for red or blue, but when he's out meeting the people, a yellow tie may be a better choice. Yellow is a cheery, upbeat, and optimistic colour, and will leave people feeling good about your friendly nature. It's less aggressive than red, and it's better for bonding with people. The downside of yellow is that it may appear impulsive, and less serious than red, blue, or grey.

Pink



Men who work with women may find that pink ties work to their advantage. Normally, this colour conveys happiness, peace and thoughtfulness, but it seems to have an especially favourable influence on women. When you choose a tie in one of these colours, it sends a subtle message that you understand and respect women.

ESSENTIALS OF A MAN'S WARDROBE

You've just taken a shower ready for that important board meeting. You know you have to get to the office pronto, so you go through your wardrobe looking for the perfect outfit and nothing seems to fit or match the other. If this has happened to you, you know the frustrated feeling you get especially when you are rushed in the morning.

To make your life easier, here are the essential fashion items every man should have in his wardrobe.

Formal wear

Suit



Every man needs at least one well-tailored suit for whatever special events he'll be attending. Even if it's an annual occasion, it's embarrassing to feel out of place without a suit. If you need only one suit, buy a classic black or navy single-breasted suit.

Go for a classic cut that won't go out of style. That way you'll only need to change your shirt and tie to keep your look fresh and stylish.

Blue or White Shirt



A dressy white or blue shirt is a must-have for suits. It's a classic article that will never go out of style.

One Excellent Tie



A good tie is a fashion essential because it complements the suit. Although you should have a variety of ties, you should always purchase at least one expensive stylish tie every year because tie trends

change frequently. If you wear suits every day, you should buy a trendy tie every three months. That way you'll be in style and look sharp every time.

Black Shoes, Black Belt



One of the biggest fashion mistakes men make is to mismatch the color of their belt with that of their shoes.

Wearing black shoes and a black belt is a fashion essential and will bail you out for any occasion, whether it's casual or formal. If your budget is low; buy at least one pair of black leather shoes and a black leather belt. Classic black shoes will last you at least a year or two while a black belt will last even longer. Make sure you wear your black shoes and black belt together. Remember to wear black socks.

Casual Wear

Jeans



Blue jeans look good and can easily be combined with dressier shoes, sneakers, sandals, or loafers to make for a great casual look.

White T-Shirt



A white T-shirt is comfortable and looks great with jeans.

One Favorite Sweater



Every man has one sweater that he'll wear again and again, regardless of how many times it's been worn. Make sure you have at least one favorite sweater handy that makes you feel good and bails you out when you can't figure out what to wear.

Sneakers



Wearing nice-looking sneakers with jeans or any other type of sporty pants looks amazing, not to mention that it's extremely comfortable. Buy at least one pair of new sneakers a year.

Accessories

Leather wallet



A leather wallet is a must-have fashion accessory that every man should own. A black or brown leather wallet is perfect as it blends perfectly with most of your attire, and is a classic that will never go out of style.

Watch



A watch is the only piece of jewelry any man really needs. A timepiece, like shoes,

can say a lot about a man's personality and fashion sense. If you're limited to one watch, make sure it's one that can be worn both during formal and casual occasions.

Grooming tips for men

1. Find a salon that's comfortable, caters to men, not just women and become a repeat customer.
2. Use hand lotion once a day to help keep the cuticles soft and the nails flexible.
3. Keep your fingernails and toenails trimmed and clean.
4. Don't forget to include your hands and feet in your grooming routine. Well-manicured nails and toes contribute to good hygiene and grooming habits. Make time to clip and file your nails at home.
5. Foot odour is a common problem among many men, and is relatively easy to treat. Scrub your feet daily and dry them completely. Apply foot powder before wearing your socks each morning; this will absorb wetness and odour.



ENSURE YOUR BUSINESS RUNS SMOOTHLY IN YOUR ABSENCE

If you are running a business, it is a big responsibility. Employees will be looking for your advice. There will be staff looking for your approvals and your permissions. There will be those looking to inform you about what is happening and then those who need to discuss ideas with you.

There will be a variety of other scenarios that are hard to imagine, but very much possible, where you are needed. As a result, being absent may be a difficult position. But absence is inevitable and sometimes you won't be available to run the Company. Thus you need to put a plan into place in case you are unable to run the Company for a period of time. This could be due to a number of reasons; a trip away from base, an accident, a death in the family or illness. So, even though you might not be physically present in your Company for some time, follow these tips to still ensure that your Company performs like a well-oiled machine.

Make sure you have someone filling in for you

This is the most important rule in business affairs. When you are the leader in a business, you always need a deputy who fills in for you in your absence. There will always be questions that need to be answered when you are away because the business doesn't stop.

Leave your emergency contact number

If you are responsible enough for your business and your work, leave a contact number where you can be reached in case of emergencies. There will always



be situations when your intervention will be required. At the same time make sure that these contact details will not be misused to disturb you during your absence.

Make employees know you are not coming to work

Make your employees aware that you will be absent for a while. The last thing you want is your employees to panic because they don't see you. If your absence is because of valid reasons, they will surely understand.

Let your deputy update you on a regular basis

If you are worried about how your business is functioning in your absence, make sure your deputy updates you on what is happening regularly. This will give you no jitters as you are well aware on what is happening. It will also let you stay on top of important developments in the business. Staying in touch also builds an atmosphere of confidence amongst everybody.

Plan early

If you are planning to be away if it is not an emergency, make sure you plan well in advance. That way, backup plans can be put in place to cover for you. It will give you time to share your knowledge and expertise with your deputy. It will also help you prioritize projects, so that your absence doesn't coincide with an important phase for the business.

Discuss with employees

Weeks before your planned absence make sure you discuss things with your deputy and employees if you have any set expectations. You need to be absolutely sure you have checked everything.

Be Accessible

Even if you are ill or are not physically present, you should be accessible by phone or email. Your employees need to be able to inform you of the latest happenings in the business; they will also be able to take important instructions from you.



The Art of Dry Farming

How to Grow Vegetables with Little or No Irrigation

With a combination of cover, timing, drought-tolerant crops and creative water sources, you can grow food without irrigation. This article shows you how.

Water is essential to life, and that includes the life of plants. Dry or inconsistently moist dirt will not help seeds to germinate. Deprived of moisture, young plants can't efficiently exchange water for carbon during photosynthesis, resulting in slow-growing, weak and often unhealthy plants.

Fruiting phases of crops such as tomatoes require significant amounts of water to fill the fruit and produce a high yield. Without water, in other words, it can be difficult to grow produce.

Yet whether by necessity or lack of access to water—many farmers have gotten creative and been able to farm without irrigation. This

style is called dry farming. It's as much an art as a type of agriculture, and it demonstrates that food can be grown without irrigation. The process does, however, take some creativity and forethought.

Preserving Moisture

Dry farmers must be thoughtful in their work, finding ways to take advantage of the wetter months to preserve moisture in the soil. In drier regions with disproportionate rainfall—such as the arid rural areas, with little or no rain—taking care of all moisture is critical.

Get rid of weeds: One thing that will devour the water content of soil is weeds. Weeds compete with crops for moisture and sunlight and can devastate a dry farm.

Cultivate well: A proper cultivation program is a must when considering dry farming so that

weeds can't establish themselves. Soil should be regularly cultivated or tilled. In fact, tillage is another way dry farmers manage existing water. If prepared ground gets wet, but not tilled, not only can weed seeds establish themselves but the soil will lose moisture into the air through evaporation. A light tilling helps stop or slow the leaching of water. However, this sort of thoughtful tilling, and thoughtful weed cultivation, is not enough in drier areas to preserve the moisture required to get through two or three dry months. So dry farmers will couple their cultivation and tillage programs with one or several other tactics.

Cover

One such tactic is covering the ground with an organic mulch—hay, leaves,—either after tillage or in place of it. This can do a lot to help preserve moisture. The mulch protects



the bare soil from the sun, preventing evaporation, but it also blankets the ground, providing a barrier from heat and wind, which can both contribute to dry soil.

It's also worth examining your soil type. Loamy and silty soils are generally the best for all-around soils. Clay soil retains water well and might work well in a dry-farming situation. However, sandy soils drain quickly and might be more difficult to fully amend for a completely dry-farmed operation.

Timing

The next factor in dry farming is timing the planting of crops when the moisture is right. This is where the art of dry farming really becomes apparent. Tomatoes, for instance, are a fairly drought-tolerant crop, but they need moisture in the first few weeks after transplanting to get established. If a farmer

doesn't time this well, it can result in weak plants that might become susceptible to disease and pest damage. If planted at the right time, into the right level of moisture, tomatoes will thrive.

Because fruiting phases of crops, such as tomatoes, require water, farming often produces lower yields—three times less, in some cases—compared with irrigated fields. So preserving that original moisture is key to having a good yield. However, less yield isn't necessarily a bad thing, especially for quality.

Less fruit means more intense flavor and can result in nutritionally dense and delightful crops. For this reason, many dry farmers sell their crops at a higher price to high-end restaurants and hotels that appreciate the quality of flavor.

Drought-Resistant Crops

It's also important on a dry farm to consider the variety of the crops one hopes to grow. Plant breeders and seed purveyors often indicate in their plant descriptions whether a particular crop is drought-resistant. This can be vital to a dry farm, especially in areas with irregular rainfall.

Not every crop is bred with drought tolerance in mind. Many are bred for performance under irrigation and yield. The genetics of some traditional crops, then, might not help on a farm without regular waterings.

Collect rain water

So if you hope to dry farm but the soil is perhaps not right for it, there is no shame in collecting water when it is abundant and spreading it throughout the season. In the same way that mulch preserves rain below ground, a water tank can preserve the rains above.

Crops for Dry Farming

Dry farming is not for every crop. Shallow-rooted crops such as spinach and sukuma wiki and smaller greens might be more difficult to grow in a dry-farming situation. Here are a few good crops that do well when rain is sparse.

1. Tomatoes

Tomatoes tend to be sun-loving crops that do better in drier climates so long as they are established first. They need rain or watering for the first few weeks to thrive and a mulch to help retain moisture, but they do well in dry spells. Some of the best tomatoes come from dry areas. Yields might be lower, but the flavors will be unparalleled.

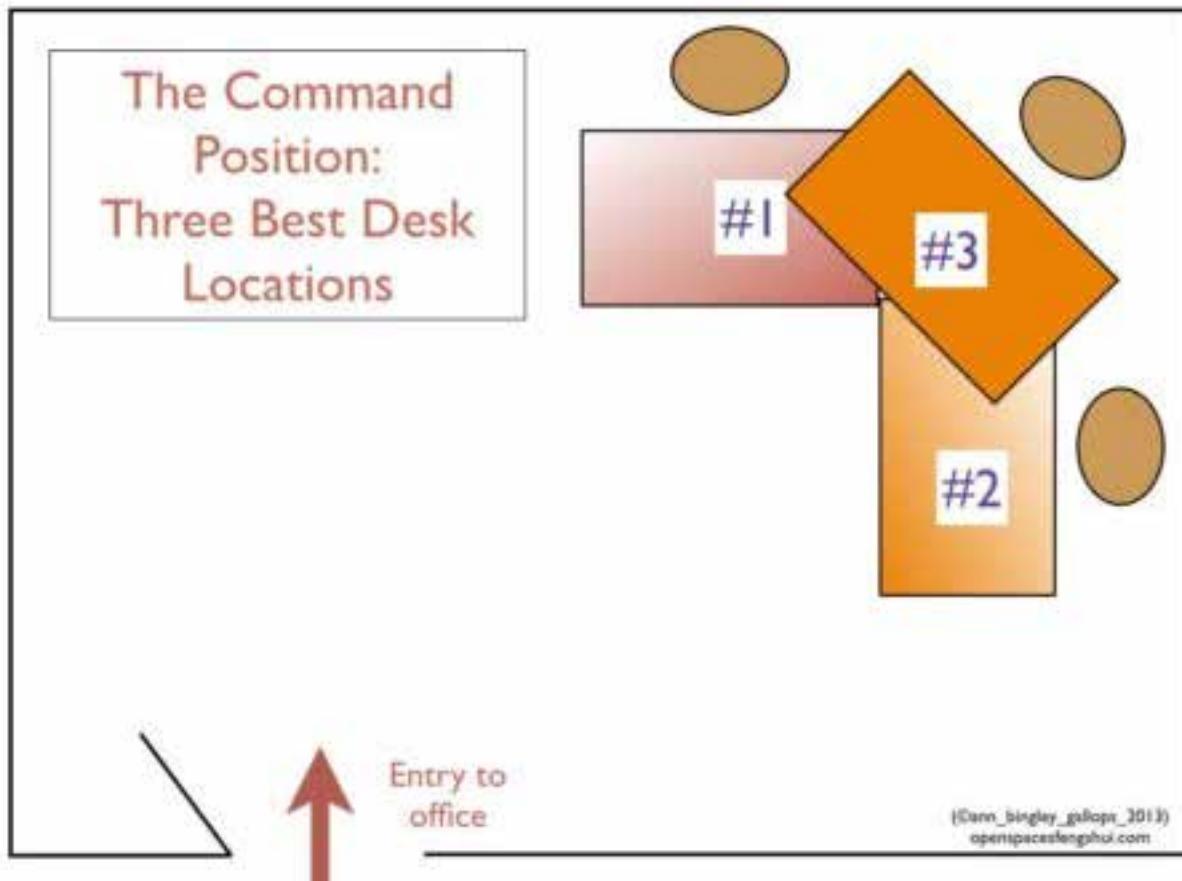
2. Potatoes:

The beauty of potatoes in a dry-farming situation is that they are typically planted early enough in the year that they can take advantage of the rainfall in most regions. Once they are established, make sure the potatoes stay well-cultivated—as weeds will drink up water—and mulch them if you can.

3. Sweet Potatoes

One of the most robust crops, sweet potatoes can really handle the heat. Sweet potatoes are started from tender slips, however, so make sure they go into a ground with sufficient moisture. So long as that occurs, the plants will grow fast and create their own ground cover to preserve moisture. They are a perfect dry farming crop.





PLACE YOUR DESK IN THE COMMAND POSITION FOR SUCCESS IN BUSINESS

When you set up an office in your home or at work, your most important consideration is the placement of your desk.

Just as your bed is the most important piece of furniture in your home, the placement of your desk is critical to your business and financial success.

If at all possible, place your desk in the Command Position.

The Command Position is located diagonally across from the entry to the room, with your back to a solid wall and giving you the widest possible view of the room.

Positions #1, #2 or #3 all give you the best visual control. Ideally you can see all of

the room's doors and windows when you sit in the Command Position.

Visual control over your space gives you a much greater degree of true control over your work life.

How often have you seen top executives sitting with their backs to the doors of their offices?

A correctly-placed desk

- Puts you in charge of your business life;
- Allows you to identify & invite in new business opportunities;

- Puts you at ease as you work;
- Prevents your thoughts and business ideas from floating out the window toward a distant view; and
- Helps you avoid feeling confronted or creatively blocked by a solid wall in front of you.

If you're accustomed to facing a wall or a window as you work, give the Command Position a try for just one week to see all the benefits this simple principle can bring into your business life.

THINGS TO DO BEFORE 8 A.M. TO HELP YOU BECOME SUCCESSFUL

THIS IS WHY SUCCESSFUL LEADERS WAKE UP AROUND 4:00 AM

Many successful people wake up few minutes before 4:00 in the morning to start their busy day. Some CEOs arrive at the office by 7 a.m. while many entrepreneurs are up before 6 a.m.

You might think these practices are a little extreme, but what you might not realize is that your morning routine impacts your entire day. Studies show that using early morning routines improve your ability to take action and change a situation to your advantage, amongst other benefits.

Not to mention it's tough to achieve exceptional success and wealth if you're stumbling out the door and barely able to make it to work on time.

The idea of sacrificing few hours of your precious sleep may entail a big adjustment for a lot of people, but, the truth is, the effects will pay off in big ways.

You don't necessarily have to go jogging at 5 a.m., either. Try these small tweaks to your morning routine that can make all the difference:

Read

Since mornings are usually quieter than the rest of the day, it makes perfect sense to use them for some reading time. Your brain can focus more, you'll be able to absorb information quicker, and you'll jump-start your brain before the workday begins.

Engage in positive self-talk

Start the day by making it a point to feed your mind with positive thoughts. It will boost your spirit and drive you to become better at what you do.

Write down your to-do list

Once you're done establishing a positive mindset, plan to conquer your daily battles. Just by writing down tasks that you need to accomplish within the day, you will impose order on your life. Instead

of haphazardly multitasking, which is wildly unproductive, you're prioritizing and giving your full mental attention to the most important things first.

It is difficult to function when everything seems to be all over the place, but when you actually write down responsibilities one by one, you will be able to carefully assess each item and categorize them accordingly. Ask yourself: Is this actually urgent? Could you delegate that? That's a secret to jump-starting productivity that many tend to skip.

Find inspiration

Inspiration will do more to get you out of bed than the strongest coffee ever will. Even if you are sleep deprived, think about the change you'll make that day.

Some people find inspiration by watching motivational videos, some just need a short pep talk with a loved one and others prefer meditation. There are countless ways to get inspired. Regardless, the effect is the same: It will give you reason to work harder and stay at your best form, no matter how challenging the day gets.

Organise your wallet

It can feel so rewarding to make a budget, only to see all that effort go to waste when we start overspending because we're distracted during the busy workday. To avoid that, discipline yourself first thing in the morning by putting just enough, ideally the bare minimum of, money in your wallet that you'll take with you for the entire day. Then, if you can, leave behind credit cards so that you stay debt-free for as long as possible.



Instead of paying-off exorbitant interest rates, you could allocate your funds to other platforms like investments where they have opportunities to grow.

Eat breakfast and exercise

The first meal of the day is the most important, and successful CEOs have all said that a big, healthy breakfast benefits them throughout the day.

Science backs them up. Breakfast can do everything from boost your mental power to getting you in better shape. And for those who cry in protest that there isn't enough time to make a big breakfast in the morning: You can always set it up the night before.

By the same token, before 8 a.m. is the perfect opportunity to get some exercise as well, this also brings a variety of mental and health benefits. This doesn't have to be an extreme workout, either. You can simply walk to the office or hit the gym.

Think

Successful individuals devote at least 15 uninterrupted minutes towards thinking daily. They use that time to hone in on specific ways to improve their life, such as how to make more profits. This might seem obvious, but during a hectic workday, how often do you spend time thinking, versus just doing?

That's why the crack of dawn is a great time to utilize this habit. Without any interruptions, you can think about the day ahead, and what you'll do to inch closer towards your long-term goals. Over time, those few minutes can turn your dreams into realities.

THE 5 WORST CASH-FLOW MISTAKES BUSINESS OWNERS MAKE

No matter how great your business is, how profitable you are or how many investors are interested in supporting your business, you can't survive if you can't manage your company's cash flow.

In fact, a prominent study from a local financial services company in Kenya found that as many as 82 percent of startups and small businesses fail due to poor cash-flow management.

So, even if you're a brilliant entrepreneur in every other way, you must stay squarely focused on managing your company's cash flow to avoid putting your business in danger.

Here are five of the most common cash-flow problems:



1. Overestimating future sales volumes

Optimism is a key trait of successful entrepreneurs. After all, what realistic person would persevere in the face of so many obstacles, so many negative people and so much stress? But while optimism is critical for a new business owner, letting it compromise your objectivity can be dangerous to your cash flow.

Unfortunately, not every interested looker will actually make a purchase. While your sales volumes may increase over the holidays, expecting them to double is a little unrealistic.

That's why it's so important to complete objective and realistic sales forecasting based on historical evidence and real

numbers. By applying quantitative forecasting methods, you can use actual past revenue data from your own business or other businesses in your industry as a basis for tracking trends and predicting future sales. This information, along with some objective intuition, will help you come up with more realistic future sales projections. Make sure to base your future sales expectations on objective facts and sound judgment. This will save you from overspending based on pipe dreams that may never come true.

2. Engaging in impulse spending during the startup phase

"It takes money to make money": We hear this saying so often in business, and in many ways it is true. But, unfortunately,

this common belief can make many a new entrepreneur fall prey to gross overspending especially in the first few months of business.

The reality is that while, yes, it does take money to make money, not all startup expenses are created equal. Starting a business involves plenty of clearly beneficial expenses costs that will benefit your company's profitability in measurable ways. But there are also plenty of consultants, advisors and service providers who would be happy to take your startup's capital for things you don't actually need.

If you want your business to make money, then, keep your eye on the bottom line, considering the cost-benefit of every



single expense. After all, every shilling you spend on your business is a shilling that is ultimately taken away from your profit margin.

Along with your revenue forecast, create a realistic budget, and stick to it. Calculate when you plan for your business to break even and as unexpected expenses or opportunities for impulse spending come up, go back to your projections and calculate how those purchases will delay your break-even point. You may decide that your employees don't need that new table after all.

3. Being passive about past-due invoices

One of the fastest cash-flow killers particularly for small businesses results from unpaid invoices from clients. If you aren't being proactive about collecting payments from your clients, you could be on your way to a dangerous cash-flow situation.

Sadly, small businesses that don't have solid late-payment penalties and collections policies in place are often taken advantage of. If your clients don't know for sure that they'll hear from you the moment a payment is late, you're sure to be the last of their vendors to get paid.

If you haven't already, set clear policies with your customers for penalties and

consequences when payments are late. Good policies include a 5 percent late penalty after five days, and work stoppage after 30 days past due for service-based companies.

Create an internal time line of procedures for when you'll send the initial invoice, when payment reminders will go out and when you'll make collections phone calls or cut off services if past invoices aren't paid.

4. Not using a cash-flow budget

So, say you've set realistic expectations for future sales. You've reined in spending, and you're doing everything possible to make your clients pay up. These three changes alone will do wonders for your company's long-term cash flow. But without tracking your day-to-day cash flow, you may still find your business in a tight spot.

For retail companies, the months just before the holidays are a time when cash flow can be particularly tight. You need more inventory from your suppliers to prepare for an influx of sales, but if those supplier payments come due before your sales actually happen, you may have trouble paying bills on time.

Using a cash flow statement will help you track your inflow of revenue and outflow of expenses during a specific time period.

This will help you anticipate when you'll have more money going out than coming in, so you can plan ahead for those difficult periods. Without one, you're just guessing at whether you'll have the money you need when you need it, and you'll increase your chances of facing late payments and other penalties on past due invoices.

5. Not keeping a cushion of cash on hand

No matter how many safeguards you have in place to protect your company's cash, hiccups in cash flow are a business reality. This may be no big deal if you have a cushion of savings on hand. But if your company is working from a zero account balance, one slow sales month could mean instant disaster.

To safeguard your business from cash-flow issues, maintain an account balance equivalent to at least two months of operating expenses. That way, even if you experience unexpected stalls to cash flow, you have reserves in place to protect yourself.

Cash-flow issues are one of the greatest challenges of business ownership. But if you stay objective about your business, rein in unnecessary spending and stay alert to potential pitfalls, you'll be head and shoulders above your business peers in your potential for long-term business success.

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HOTELS

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Are you looking for comfort on a budget or contemporary luxury? Needing a city hotel or a quiet location? Travelling for business or leisure? Seeking a pool for chilling or banqueting facilities for an event?

Whatever your requirements as a guest, we can accommodate you at one of our three Boma Hotels in Kenya. We have something for everyone, and we promise to take care of you, the true Kenyan way - with a big, friendly smile. The Boma Nairobi, a 5-star hotel, and Boma Inn Nairobi, a 3-star hotel, are located next to each other in the bustling capital Nairobi.

Boma Inn Eldoret, a 4-star hotel, is located in a quiet part of Eldoret in the Rift Valley, in the north-western part of Kenya. The Boma hotels are affiliated with the Kenya Red Cross Society and support their humanitarian work in Kenya.



Our Hotels



The Boma Nairobi



The Boma Inn Eldoret



The Boma Inn Nairobi



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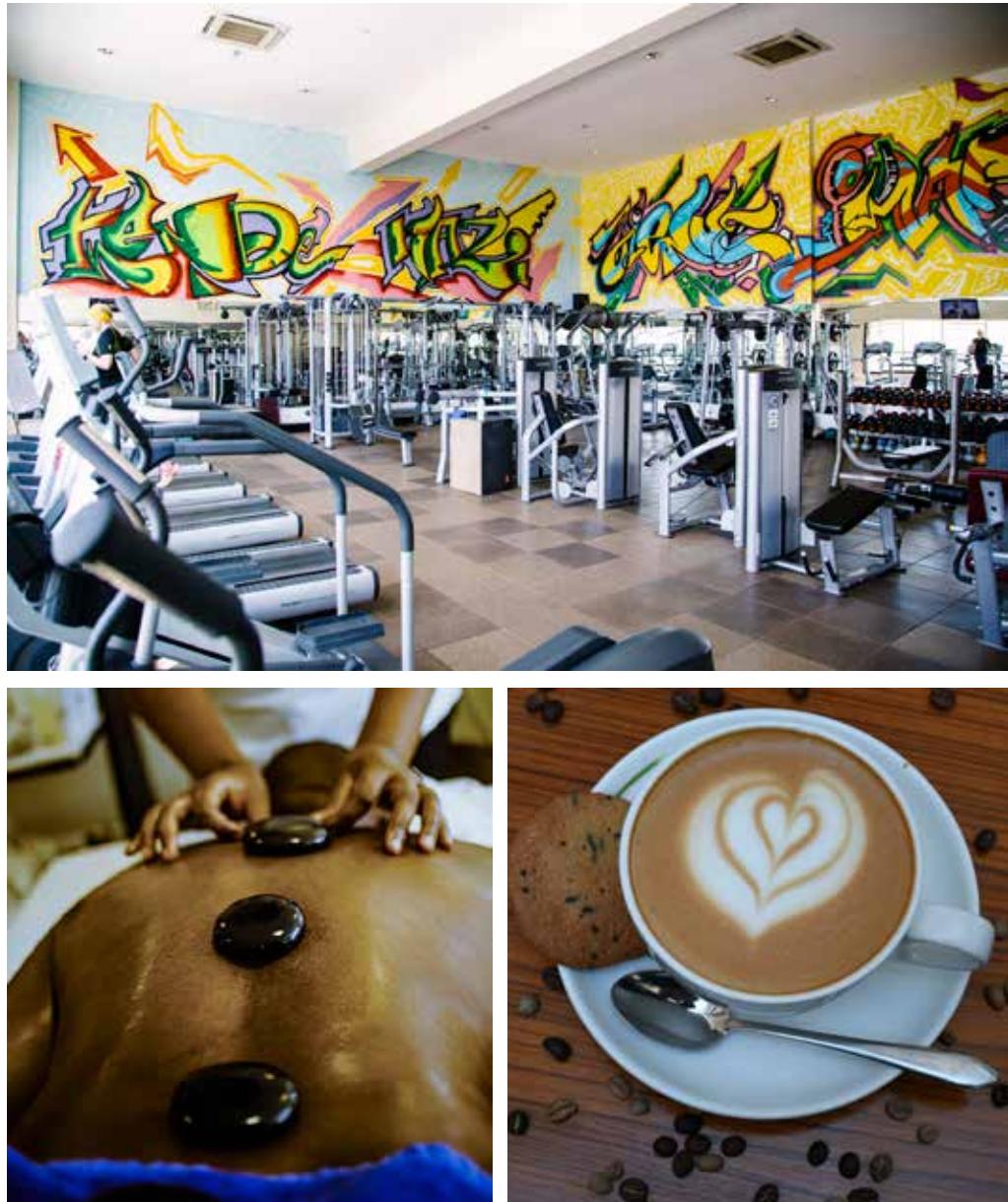


In and around our hotels

Activities in our hotels

Our three Boma hotels offer a diverse range of things to do and facilities to enjoy such as restaurants, bars, coffee lounges, health clubs, workout classes, steam room, sauna, Jacuzzi, spas and swimming pools plus lots of cosy spaces to just hang out and enjoy hotel life.

We also have a conference centre and various event venues in both Nairobi and Eldoret, able to host from 6 to 300 people. Our banquet halls and meeting rooms are ideal for both corporate and social events such as weddings, parties, workshops, exhibitions, cocktails, dinners, business functions etc.



Activities in Kenya

A country of great diversity, Kenya is home to a myriad of unique experiences in stunning landscapes and vast wildlife sanctuaries.

Truly, Kenya is a country with incredible scenery for photo safaris and bucket list ticks. So, get up close and personal

with the local wildlife on the savannah, cruise around national parks, meet the Big Five, sponsor an orphaned baby elephant, feed a giraffe, go hiking in craggy mountains or arid deserts, cool off in waterfalls, explore lush forests, swim in the Indian Ocean, bargain for treasures at the local markets and, inevitably, you will fall in love with our country, like so many visitors before you.



Weddings and events



Banqueting and conference venues for all occasions

We have two modern conference centres with a varied selection of event rooms and halls in Nairobi and Eldoret, respectively.

Whether you are celebrating life's milestones or creating a corporate event, we can make it happen. Our venues are able to host from 6 to 300 people for both social and corporate events such as weddings, birthdays, engagements, cocktails, meetings, workshops, conferences, exhibitions, luncheons, dinners etc.

Our professional banqueting teams will provide personalised service and flawless planning for your event

- to make your magical day unforgettable
- to make your corporate event a success

Alternatively, we can arrange catering to a location of your choice with our fully serviced, mobile kitchen truck, the Boma Wagon.



**Conference Centre in Nairobi**

The Boma Nairobi's conference centre has seven event halls from 55 to 220m² and four boardrooms from 31 to 46m².

Let us help you plan a customised and unforgettable event at our hotel.

Banquet halls for weddings and meetings

The Boma Nairobi has seven dedicated event venues, ranging from 55-220 m² and able to host from 15 to 200 people. Our banquet halls are ideal for weddings, parties, birthdays, workshops, exhibitions, small functions, bridal showers, high teas, product launches etc.

Boardrooms for meetings and conferences

The Boma Nairobi has four boardrooms designed for meetings and conferences, ranging from 31-46 m² and able to host 10-15 people. These boardrooms are perfect for our corporate guests who are looking to host a hassle-free meeting.



The Boma Wagon



With our fully serviced mobile kitchen truck, we are able to offer catering services for 20 to 2,000 guests at the location of your choice.

Our aim is to consistently create memorable events with quality cuisine, attentive service and creative designs and settings. We have an extensive range of concepts and quality menu items from which you can create a personalised dining experience - from cocktail parties, buffets, receptions, business events, award ceremonies and state functions to gala dinners. All our dishes are absolute masterpieces from our chef.

Our professional banquet team can assist with resources and equipment such as table settings, floral arrangements, refrigerated catering vehicles, audio-visual equipment and entertainment.

Spa, gym and pool

Get pampered, get sweaty or get refreshed - all of your needs taken care of under one roof.



Gallery





WHAT TO DO IF YOUR LUGGAGE IS LOST OR DAMAGED

Incredible as it sounds, millions of checked-in bags are either lost or damaged in transit. When you hand your luggage over at check-in you expect to see it again at your destination. But what should you do if it is not there?

When you are the last person standing at the carrousel and it dawns on you that your bag is not going to show you probably will not care that most lost luggage is reunited with its owner within 24 hours or that less than 0.005% of check-in luggage is ever permanently lost. You need to know what to do next.



Get the paperwork done

Before you leave the baggage reclamation area it is imperative to find a member of the airline staff or the customer services desk to report the loss.

Insist on filing the complaint even if you are told that your bag will be arriving on the next flight. Waiting as little as three days can sometimes invalidate your claim.

You will be given a Property Irregularity Report (PIR) to fill in. Do this on the spot and ask for a copy. This form, together

with the baggage receipt you were given at check-in are essential if you want to make a compensation claim from the airline or from your travel insurance.

Your PIR is not a claim in itself, so you must still make a claim in writing within seven days.

Compensation for delayed luggage

If you are on your outward journey, be sure to ask for some cash for immediate supplies. The airline may suggest you buy the supplies and they will refund on receipt.

Agree to the spending limit in advance and do not expect too much generosity as airlines take the view that once your bag has turned up you will have future use of its contents.

On your homebound journey, the airline will not be so forthcoming since they will assume you have everything you need at home. At best, when the bag does finally turn up the airline will deliver the bag to you at their own expense.

At worst, it will take up to twenty-one days before the airline admits that your bag is lost. In this case, you are eligible for

compensation, but you will have to write in again.

Compensation for lost luggage

Under the Montreal Convention passengers can claim up to a maximum of 1,131 Special Drawing Rights (SDRs) for lost luggage per person.

The value of an SDR is dependent on a basket of international currencies and so fluctuates. The calculation is made daily by the IMF (International Monetary Fund) and can range from £526 to £850. Airlines are not in the habit of doling out compensation in a hurry and the amount you receive will depend on how much proof you have of the value of your

contents. The general rule of thumb is to expect £14 per kilo.

Compensation for stolen items

If an individual item is stolen from your bag it is still difficult to get compensation from the airline because you would have the almost impossible task of proving it was there in the first place. The ATUC (Air Transport Users Council) advises you to use only good quality luggage, not to put valuables in bags checked into the hold and to take out travel insurance.

It is not a good idea to put valuable items such as mobile phones, camcorders, cameras and jewellery into your checked-in baggage since airlines have a clause in

their conditions of carriage denying the liability for them. The precise legal status of these get-out clauses is uncertain but you would have to go to court to gain compensation.

Compensation for damaged baggage

Where your baggage is damaged instead of its contents you can insist on the cost of repairs, or a replacement bag.

Travel insurance can save the day

Travel insurance can help. It is vital that when choosing a policy you are happy that it provides adequately for your needs and for any shortfall in compensation offered under the Montreal Convention.

Top Tips

- Choose to fly direct if you have the option. Transfers increase the chances of bags going missing.
- Make sure your bag is secure. Use a travel padlock.
- Do not pack valuables or money in your luggage.
- Carry a change of clothes and wash kit in your hand luggage but stay within the security rule limits.
- Check-in early.
- Keep your baggage receipt given to you at the check-in desk. You will need this in case of loss.
- Get adequate travel insurance.
- Tag your bags with your details. If privacy is an issue and you do not want to put your name, phone number or address on your bag, companies like idtagit supply tags that you can buy and stick or hang onto your belongings so if someone finds it they can go online, enter the unique code on the tag and return it to you.



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Information and entertainment

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Heavenly bed

The SWISS Business seat contains a world innovation: an air cushion that adjusts the seat hardness individually in any position from firm to soft – including in the horizontal reclining position with integrated massage function. The intelligent arrangement of the seats provides maximum privacy and freedom of movement.



Comfortable place to work

SWISS Business can be inspiring as well as relaxing. Generous spatial conditions, its own electricity and USB connections and discreet service all combine to create a relaxed working atmosphere.



Premium service

Whether the cabin crew is serving an excellent tea with a charming smile or it's time for dinner on your flight, fly SWISS Business, and you can be sure of being pampered. The culinary highlights are the gourmet menus that are served as part of SWISS Taste of Switzerland: regional specialities by top Swiss chefs.

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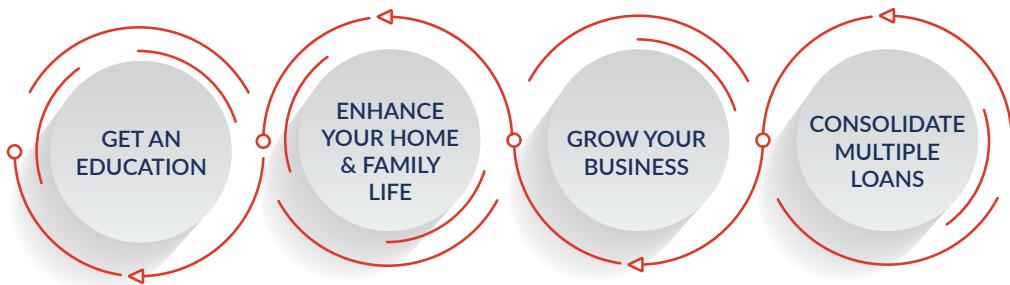


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