

SCHOOL OF CONSULTING

# SCHOOL OF CONSULTING COUNTRY FRANCHISE



# ABOUT THE COMPANY



## BASIC INFORMATION

The School of Consulting was established as a Private Institution providing Consulting Training and Education.

# REPORT OUTLINE



## HIGHLIGHTS

About the Company

Highlights from the Previous Year

Achievements

Major Goals for 2025

Summary

“

INSPIRING WORDS

**Learning is the only thing the  
mind never exhausts, never  
fears, and never regrets.**

LEONARDO DA VINCI

# OUR STORY

## HOW IT STARTED

On the 1st June 2019 in London, UK we started with 4 individuals.

We have since gone on to train over 200 people from different Nations across the globe.





# OUR STORY



# ATTENDEES

Ghana Nigeria Ivory Coast

Cameroon Liberia

Benin Republic

Tanzania Rwanda

Country Students Representation

# CORE MISSION



## CONSULTING EDUCATION & TRAINING

Access to a Career in Consulting is still very much limited. Our aim is to provide opportunities for individuals who have career aspirations in Consulting.



# ACHIEVEMENTS

**SINCE 2009**

- Delivered 14 Different Cohorts Since 2019
- Created an Online Version of the Training
- Adopted the Franchise Model to grow the school
- Delivered Virtual Training During COVID Pandemic
- Became an Approved Training Provider for the Institute of Management Consultants, Nigeria
- Gained Recognition as Partner to the International Council of Management Consulting Institutes (ICMCI)
- Became an Ambassador to the CMC Global Institute to Ghana, Ethiopia, Kenya & Tanzania
- To commence delivery of the Registered Consultant Programme in January 2023



# PARTNERSHIPS



# PARTNERS



ICMCI is the only worldwide organisation which represents the Management Consulting Professional Bodies. It is a non-profit umbrella organisation of 50 National professional bodies which together represent the nations with over 85% of the world's estimated two million management consultants.



The CMC-Global Institute (CMC-GI) was created in 2013 by CMC-Global to provide the opportunity for professional management consultants residing in countries where national Institutes of Management Consulting (IMCs) do not exist, to join its global network. CMC-GI is not available to individuals who are resident in a country with an existing CMC-Global-recognized IMC.



Accredited as a Training Provider to the Institute of Management Consultants, Nigeria. Our candidates can apply for membership of the Institute as well as Professional recognition as Certified Management Consultants (CMC).

# PRODUCTS AND SERVICES



Online Courses/  
Virtual Learning



Franchised  
Locations



Consulting  
Business Startup



Experienced  
Consultants Cert



Consulting for  
Coaches & Mentors





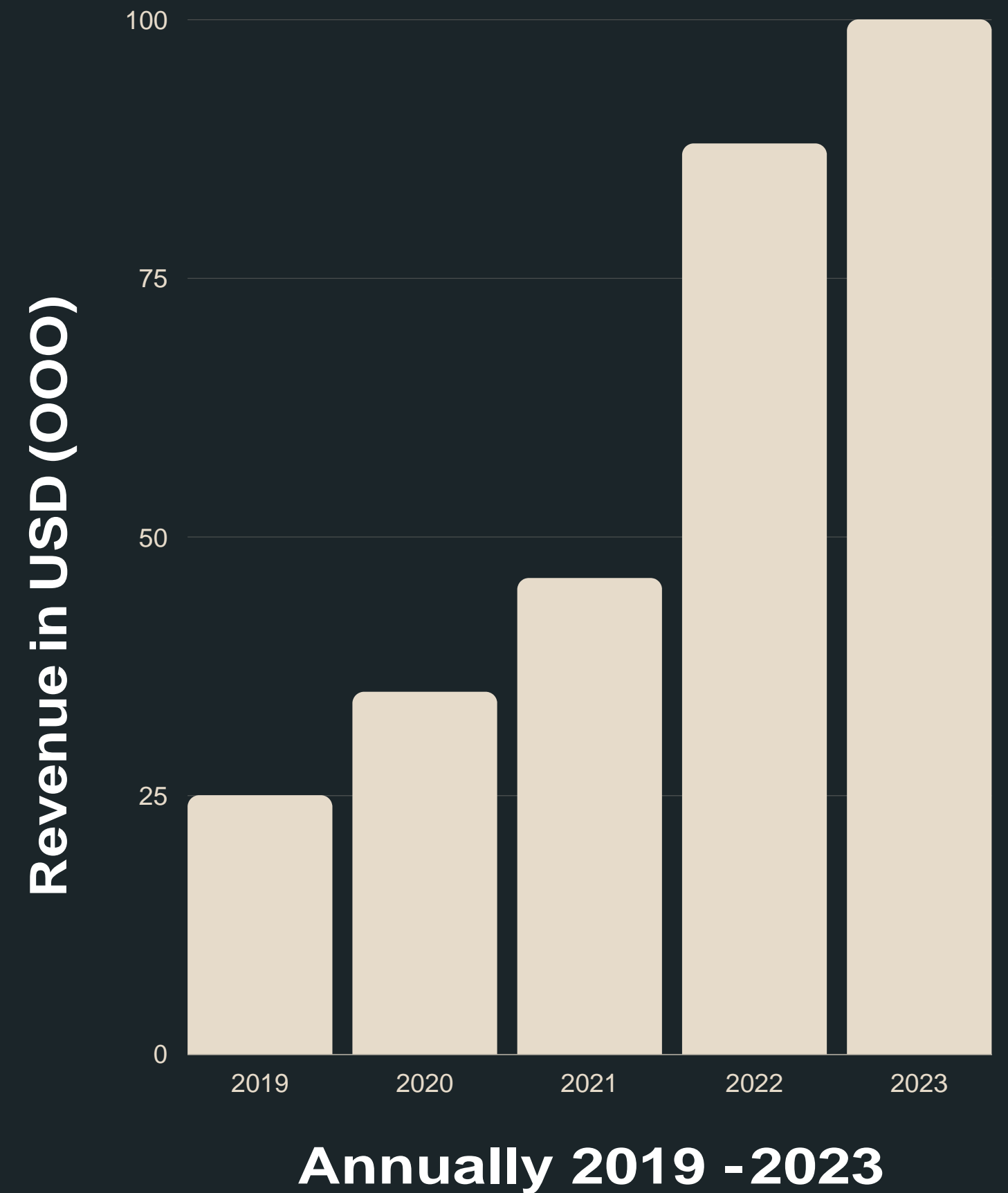
## OVERALL PERFORMANCE

**ACTUALS: JUNE 2019 - JUNE 2021**

**PROJECTIONS: JULY 2021 - JUNE 2023**

## ANNUAL REVENUE GROWTH

Yearly Growth in Revenue



# PERFORMANCE BREAKDOWN

**2019 Revenue - \$110,000**  
**2020 Revenue - \$150,000**  
**2021 Revenue - \$225,000**  
**2022 Revenue - \$297,000**  
**2023 Revenue - \$350,000 (Projected)**

**Revenue estimates projected at least 45% annual  
growth rates achieved consistently since 2019**





**GROWTH**

**Minimum**  
**45%**

CONSISTENTLY SINCE 2019



# Company Valuation

**\$2,500,000 USD**

Capital Valuation puts the Company's worth at  
\$2,500,000USD

# Shareholding Base

FRANCHISORS  
10%

The Governing Council  
hold in total 10%  
equity

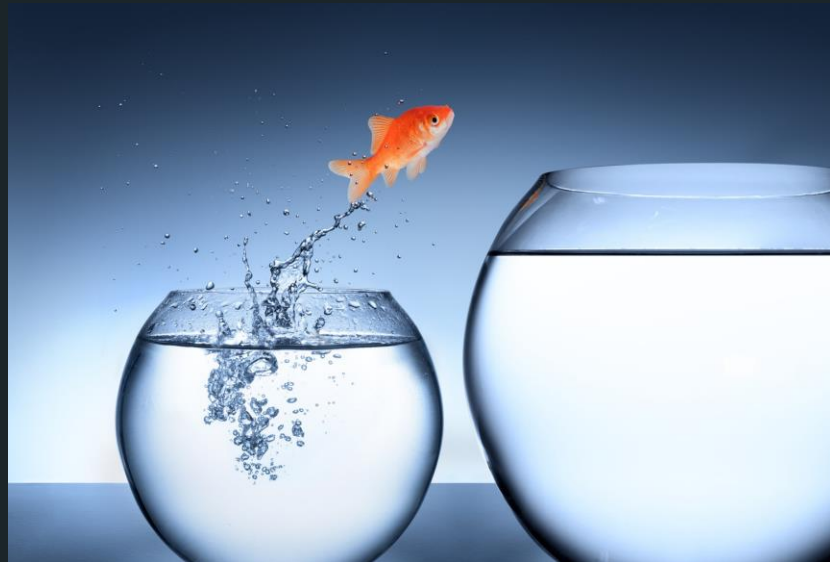
MPG GROUP  
90%

The owners presently  
hold 90% of the  
equity

SHAREHOLDERS

Opportunity to acquire  
additional shares by  
Franchisors & New  
Shareholders

# Opportunities



# OWNERSHIP

## 5 – 7 Years Exclusive License



# INCREASED INVESTMENTS

## Opportunity to increase level of investment



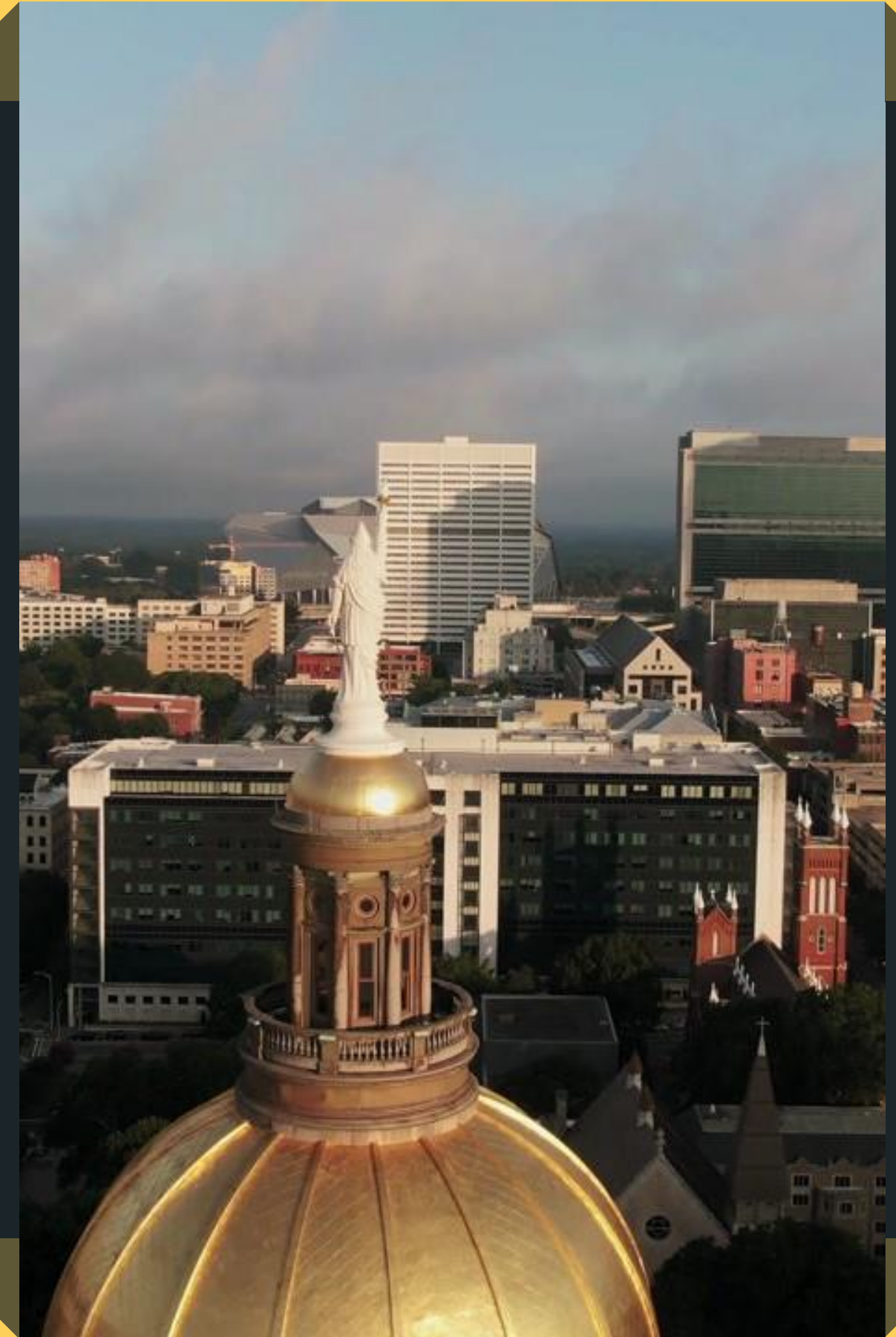
## NEW AREAS

## Middle East, Africa & South America



# LOOKING TO THE FUTURE

PLANS FOR JULY 2021 - JULY 2025





# MAJOR GOALS



UPGRADE PRODUCTS

INCREASE ONLINE PRESENCE

COLLABORATE WITH MORE ORGANISATIONS

TRAIN MORE STUDENTS GLOBALLY

# FRANCHISE TARGET



40 FRANCHISES

40 COUNTRIES

ONE FRANCHISEE PER COUNTRY

40 NEW SHAREHOLDERS



# Capital Requirements For

Investment in Infrastructures

Investment in Human Capital

Marketing Cost in New Franchise Locations

# Business Strategy - 4 Point Plan

1. Franchise Development in 40 Countries by 2023
2. Development of School of Consulting in each Territory
3. Delivery of Consulting Training with each Territory
4. Transition to Sustainable National Institutes, where possible



# FRANCHISEE FEE TERMS

\$15,000 for 5 Years  
\$25,000 for 7 Years

Acquisition Cost

Payment over 36 Months  
Payment over 60 Months  
(Pay as your Earn Model)

Over 3– 5 Years

Additional Payment  
on Profit  
(Negotiable)

10% Fee on Revenue

# PRESENT SHAREHOLDER STRUCTURE

FRANCHISEES

10%

MPG GROUP

90%

# NEW SHAREHOLDER INVESTMENT

**CAPITAL TARGET - \$1,000,000USD**

EXISTING  
FRANCHISEES

10%

MPG GROUP

50

(Reduce By 40%)



AVAILABLE

40%

# SHAREHOLDING VALUE



\$25,000

Equivalent to 1% Shareholding Value



## Franchisee Support

- We will hand over our database of Potential Students
- We will provide Training & Materials to franchisees
- We will help deliver training to Students
- We will continue to Market Training
- We will direct County Nationals to Franchisee
- We will help design other smaller Consulting Training/Courses

# REVENUE RETURNS FOR INVESTORS

TARGET PER YEAR

50 Students

Estimated

INCOME

50% of Target = 25 Students

x \$1500

**= \$37,500 Per Year**

# REVENUE RETURNS FOR INVESTORS

@ 50% OF TARGET

25 Students Per Year x 5

INCOME

\$187,500

## Investment Returns

- Ownership of Franchise to run School of Consulting Programmes
- Exclusive Country Territories
- Run Profitable School of Consulting Franchise
- Initial Investment Returns from only 10 Students
- New Shareholders to join the School of Consulting Governance Board
- Formation of Independent National Institutes - (Membership of ICMCI)

# REACH OUT



## MAILING ADDRESS

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## EMAIL ADDRESS

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