



Techniques to Increase Sales volume of Micro Finance

Feb 20-21, 2023
9:00am-5:00pm
NIBAF, Lahore

CONTENT

Microfinance – Perspective and Regulatory Framework.

Consumer Insights and basic structure.

- Dynamic of Client Demand
- Customer Due-diligence
- Credit Evaluation / Appraisal

Products offered by MFBs with practical dimensions.

- Business Products
- Secured Products
- Housing Products
- Finance Lines (Group Lending/Workers financing Products / Sector-Financing

New Product Development and Market Research.

Trainer

WAQAR AHMED

SME & Housing Specialist

Khushhali Microfinance Bank Limited

Who Should Attend

Micro finance Officer having experience of more than 1-year, front end sales and Risk Department officers are encouraged to participate

REGISTRATION:

Mr. Mubashar Tayyab
mubashar.tayyab@sbp.org.pk
Mr. Asad Jan (051-9269850)
asad.jan@sbp.org.pk

Course Fee
Rs. 6,000 + tax