

**WP 4 strategy for Estonia up to year 2008
(Networking in micro credit groups and/or other financial solutions for women entrepreneurs)**

The principle of the WP 4 strategy is the same as the principle of the strategy of development of female entrepreneurship in Estonia, to reach the objective through the development of human resources (entrepreneurs) and the creation of a balanced entrepreneurial environment.

Studies have shown that the access of female entrepreneurs to financial resources for financing their company activities is worse than for men. It is more difficult for women to get enterprise supports and bank loans, since they operate in very competitive field of activity (services) that generate little profit. Therefore, greater attention needs to be paid to the development of a support system for female entrepreneurs and to offering more available loan opportunities.

The goals of the strategy are:

- For improvement of loan conditions for women entrepreneurs to work out new loan products with flexible guarantee requirements and repayment conditions;
- To change attitudes towards women's needs;
- To make easier women access to small loans to help women to be better suited to get a credit and/or join a networking group;

Target groups:

- “Warm up” - women who are unemployed or unhappy with their current jobs, mothers at home with children, young women studying in vocational or higher education institutions;
- “Start up” - women with plans to start businesses, women who have just created businesses;
- “Follow up” - developers and expanders of businesses

Activities:

1. For improvement of loan conditions for women entrepreneurs to work out new loan products with flexible guarantee requirements and repayment conditions:

1. Make survey about the women's loan situation in Estonia, MS 1;
2. Study experiences of other partners, MS 2;
3. Work out networking program document for Estonia and suggestion it with the target groups members and micro credit groups members, MS 2 – 3;
4. Start the process of discussions about the Women Credit Union idea, MS 3;
5. If there are enough interested women, then work out Women Credit Union establishment documents, MS 4 and 5;
6. Start and coordinate networking program, MS 4 – 6.
7. Start work of Women Credit Union, MS 6.

2. To change attitudes towards women's needs:

1. Make survey about the attitudes of women's needs, MS 1;
2. Organize meetings with representatives of banks and public, MS 3 - 6;
3. To participate by the organizing national and international seminars for representatives of public sector, entrepreneurs and politicians, MS 1 – 6;
4. To share information about the women needs via media and to edit info materials, MS 1 - 6

3. To make easier women access to small loans to help women to be better suited to get a credit and/or join a networking group:

1. work out training program for process leaders, MS 3;
2. work out process leader's portfolio, MS 4;
3. to participate in the process of working out female entrepreneurship strategy for Estonia, MS 2-3;
4. to organize set of seminars and trainings for micro credit groups members and networking groups, MS 3 – 6;
5. To share information about the different loan possibilities and experiences, MS 1 - 6;

Results:

1. Survey about the situation;
2. Networking program document for Estonia;
3. Established Women Credit Union, MS 6;
4. 4 national seminars;
5. 4 meetings with bank people and public;
6. Worked out guidelines for process leaders – process leader's portfolio;
7. 5 process leaders are trained and acting;
8. 5 networking pilot groups are working;
9. 25 group's members participated 4*2-days seminars and trainings;
10. 5 groups have sister groups in partner countries;