

# 2 MyNetWork

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## ERRAND RUNNING: NEW HUSTLE IN TOWN

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Annflorencia quit accountancy job to support her husband in setting up a church

# From accountant to insurance salesperson

BY WANJA MBUTHIA

When Annflorencia Makanga resigned from her job as an accountant to sell insurance covers, it was mostly to support her husband, Bishop Francis K Njoroge, nurture the young ministry he had just started. Little did she know that making that decision would change the course of her career trajectory for the better.

Ms Makanga is now an agency manager at Kenya Orient Life Assurance Limited, a position she has held for the last 10 years.

She is also an Associate Insurance Institute of Kenya finalist with the College of Insurance.

Further, together with her husband of 20 years, they founded the Christ's Assemblies Church.

"My childhood experience was quite the normal rural childhood. Born and raised as an eighth child in Laikipia County's Ol Kalou, I attended Manyatta Primary School and later joined DN Handa Secondary School in Naivasha, Nakuru County. I then transitioned to Dima and Focus College for my CPA part 1 and 2," starts the mother of two young adults.

## Impacting young people

"Venturing into the insurance industry after spending time studying accountancy in college came with some challenges as I felt guilty of letting my parents down. They had sacrificed a lot of their resources to see me through school. Luckily, they supported my change of career, which turned out to be very successful and I am glad to have taken this move which has seen me excel in so many aspects while at the same time enabling me to impact young people," she says.

Now in her late forties, Ms Makanga seeks to demystify the stereotype that selling insurance covers is impossible, while also acknowledging that it requires diligence.

"Selling life insurance and pensions is not easy, but it is a possible business. All one needs is to be diligent, aggressive, and at the same time patient. Keep in mind that days are different. Sometimes you will meet tonnes of clients while on other days you will (not be so lucky). All in all, keep pushing yourself for a better tomorrow and at the end of the day, your persistence and hard work will eventually pay off."

Before joining Kenya Orient Life



Over the years, the biggest lesson I have learnt is that sales is an art and anyone willing and passionate can do it.

Annflorencia Makanga



Assurance Limited as an agency manager in 2014, Ms Makanga worked at Jubilee Insurance from September 2006 as a financial planner before rising through the ranks to become a unit manager in 2010 and later an agency manager in 2013.

She also served for seven years at Unicover Insurance Brokers as an accounts assistant.

She also did a year as an accounts assistant at Courtyard Properties.

Her proudest accomplishments so far are founded on mentoring a number of career agents, unit managers, agency managers in

the insurance industry, "and several successful businessmen and women who were once my agents".

"Over the years, the biggest lesson I have learnt is that sales is an art and anyone willing and passionate can do it," she says.

"If I were to take back the hands of time, I would embrace technology earlier in my line of work. Today, running a successful insurance business calls for one to be well-equipped with tech knowledge. The analogue ways of running insurance businesses are gradually being phased out. The world is changing every day and young people, whom I work very closely with, prefer when work is done digitally," she says.

The changing trends in the insurance world also form part of what keeps her awake at night.

## Many gaps

"There are so many emerging issues in insurance yet the industry is not changing to accommodate them. For example, the question of whether deaths as a result of suicide or depression should be payable in case of loss of life from the onset of the policy. Also, should the waiting periods in medical cover for chronic diseases be waived since everything is changing, including the diets and lifestyles of the population we are insuring? There are just so many gaps that are emerging," she quips thoughtfully.

On the kind of leader she is, she says she is affiliative leader, a policy pegged on putting people first.

"My leadership approach relies on flexibility, which allows me to promote team spirit instead of competitiveness among my team members. I heavily centre my leadership style on emotions and thus, I gauge my success as a leader on my emotional intelligence and feedback from my team members."

For fun, she loves going out with her family and friends. During get-togethers, she also preaches.

Her future plans are to facilitate and engage in more financial training in churches and other institutions, and at the same time advance her mentorship programmes for young people and upcoming sales agents in the life insurance industry.

She urges young people to give the best of their ability in everything they put their minds to.

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## ASK HR

BY FRED GITUKU

*I have recently been appointed head of HR at a bank. It seems that the HR function is not popular in many organisations, including here. What can I do to change this perception?*

In the absence of pressing needs that necessitate interaction with the function, employees tend to shy away from HR. And yes, in some organisations, HR is snubbed altogether. HR can sometimes be perceived as an organisational police unit with a penchant for finding fault and meddling with or depriving staff their freedom.

Other times, it could be seen as a cost centre that is out of touch with the immediate priorities of an organisation.

These perceptions may arise from poor historical stereotypes, unsubstantiated biases, or indeed contemptible behaviour on the part of individuals in HR that perpetuates such views.

This notwithstanding, there are refreshing narratives of HR demonstrating and delivering value in some organisations.

Consider a few questions: How well do you understand the context and priorities of your organisation? How can you help employees to reap the best from their experiences and support your organisation to make the most of its talent? How might you isolate and share insights that improve the quality of decisions and outcomes in your organisation?

How might you nurture and sustain meaningful relationships with stakeholders? What about keeping your finger close to the pulse of employee sentiment? Do you know what your employees think about your function?

While the perception of HR may be steeped in scepticism and indifference in many organisations, it is not immutable.

As you seek to overhaul the brand of HR in your organisation, be prepared for changes that bring you discomfort.

This process may entail some heavy lifting especially as you forge the necessary rapport with stakeholders.

Remember that employees do not experience HR as an inanimate function. They experience the individuals it comprises, you included.

Fred Gituku is a HR practitioner

The Hustler

# Why we will sell two taxi cars to buy a 2pc stake in Mr Li's upcoming mascara company



BY MIKE SAFARA

“It’s nice to see you again, Safari,” I tell my cousin over a drink at the Panafric, where he’s been staying as he and his half-siblings sort out Aunt Cecilia’s probate issues in Kenya. “Hope you’ve gotten some rest after, errr, after the sen-off...”

Safari has been hit hard by his mother’s death. I can tell by the crows’ feet under his eyes and the sad look. But he is a practical guy and shrugs, getting straight to the point.

“Mike, I gather you could do with an extra buck?”

“Shilling,” I say.

“Whatever!”

“Who wouldn’t?”

“Mum left a couple of cars that were being run as cabs in those taxi apps.”

“Bolt and Uber?”

“Yeah. I want you to run them for me here in Kenya, and for that service, I will pay you a quarter of the fare per ride. How does that ring in your ears, ninja?”

“You want me to be a taxi driver of two cabs, bro?” I ask. “How does that even work?”

“No, cuz,” Safari laughs. “Just to manage the drivers daily, and send me the take-in weekly, less their driving rate and your quarter cut for management. Okay?”

“Okay,” I say.

As a hustler living on the financial ledge, I feel I have no choice.

Reading the cluck of enthusiasm in my face, Safari asks: “How is everything going with you, brother? Is business okay? Any girlfriends?”

With that, the dam pours open. I tell him about the roller-coaster of my life these past six months since I lost my job at the manure manufactur-

ing company and finally the fact that I appear doomed to work in a mascara company in the near future under some Arab dude called Ben Bella, with his “Saddam Hussein” mustachio.

“I’m done with hustling, Safari,” I say, showing him Laura’s latest WhatsApp message, where she had basically said that on top of Neo’s fees in second term, she is expecting me to buy him books, new school and sports uniform, taekwondo uniform and scout’s uniform.

“I am sure I will hate my job, but at least it will provide me with a regular salary,” I say.

“Not to forget the commission my cabs will give you weekly, Mike,” my cousin says, but that doesn’t make me feel less depressed.

“I think I need to go home now and get some work done,” I tell my cousin. I head to the bus stage near Ambassador Hotel.

Like a lot of folks suffering the blues, I don’t have much of an appetite.

I simply climb into my bed, fully dressed, and sleep.

A phone call arouses me from my restless slumber, confused dreams in which I dream that bearded Algerians were chasing me through the CBD with knives – which turned out to be giant mascaras in their hands – as they yelled in Arabic. It is my ringtone.

“Drop me a pin of where you are right now, Michael,” Safari sounds excited.

I do after he hangs up. In less than half an hour, he is at my flat.

“I saw Mr Li today at his office in Gong Dong Mall,” Safari tells me triumphantly, “and convinced him to give you a share in the coming company, Michael.”

“I’m speechless,” I say. And I am.

“I told him a small share in the company would

make you the greatest manager he could ever have, and he finally agreed to give you 2 per cent shares in the company.”

“That sounds too good to be true, Safo.”

“Oh, 1 per cent is for your name rights! I told him ‘Safara Mascara’ is a great brand name, and he agreed that it is, man. But said you need to get all two percent.”

“Safa-La Mass-Colour g-late name for kam-pan,” I mimic Mr Li, cracking up my cousin. Then, anxiously, “and what’s the condition to get the other percent?”

“You gotta raise a million shillings to buy the other percentage point, Mike. Mr Li was ‘fell-lee’ clear about that. And you have just a week in which to do it.”

I rack my head and wonder where on God’s Earth I can get a million shillings from in such a short period of time.

“I have an idea, Safari,” I say. “Let’s sell those two cars that your mum left you and raise the money for the other percentage point.”

“Christmas came early for you, Michael?” my cousin says.

“No, bro,” I say. “Since I have to own two percent, we will sell the taxis to raise the capital. But in a separate agreement between ourselves, the other one percent will be yours, brother. Who knows how much that will be worth soon, compared to mere taxi fare? A hustler has to take risks in this life, dear Safari.”

“I agree,” Safo says, an excited gleam growing in his eyes. “But how will we sell the cars so quickly, without giving them a throwaway price?”

“We will take them to the port in Mombasa, my brother. We’ll leave tomorrow.”

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Movie Review

SCOOP

Where: Netflix  
Genre: Drama

BY MICHAEL OCHIENG

*Scoop* is a riveting Netflix drama that masterfully captures the behind-the-scenes tension and triumph of journalism. The film’s narrative is centred around the infamous BBC *Newsnight* interview with Prince Andrew, and it’s a story that grips you from start to finish.

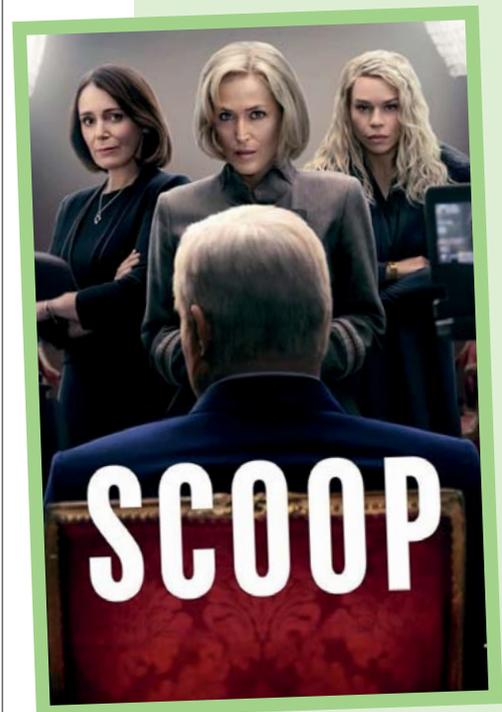
Billie Piper shines as Sam McAlister, the tenacious junior producer whose ambition and cunning secure the interview that would shake the foundations of the British monarchy. Her portrayal is both fierce and nuanced, making McAlister a character you root for despite the odds. Gillian Anderson’s performance as Emily Maitlis is equally compelling, bringing a blend of professionalism and steely determination to the role.

Director Philip Martin orchestrates the unfolding events with a deft hand, ensuring that the pacing is tight and the tension palpable. The script is smart, weaving together the complexities of the situation with sharp dialogue and a clear-eyed view of the stakes involved. Visually, *Scoop* is sleek and polished, with cinematography that captures the urgency and claustrophobia of the newsroom, as well as the opulence and isolation of the royal world. The contrast is striking and serves to underscore the film’s themes of transparency versus secrecy.

The film doesn’t just rest on the laurels of its true-story intrigue; it also offers a thoughtful commentary on the nature of truth-seeking and the power dynamics at play in media and monarchy.

The performances are top-notch across the board, with each actor bringing depth and authenticity to their roles.

*Scoop* is a testament to the courage and tenacity of journalists who pursue the truth, no matter the personal or professional cost. For those who appreciate a well-crafted drama with real-world significance, *Scoop* is a must-watch.



# Send me at a fee: Young Kenyans reaping from errands

Meet personal shoppers and errand runners paid to do the heavy lifting

BY DUDLEY MUCHIRI

Picture this: you have been invited to a friend's wedding, birthday party or other significant event, or you have an event of your own. You go through your wardrobe and you realise you need to buy new clothing! Suddenly, you start scrolling through social media and going through store catalogues to see what best suits your needs. You are short on time, and between earning a living and balancing the never-ending task you have to do, you find yourself rushing at the last possible minute and end up with an attire you are not fully satisfied with.

The question is: what if you could delegate all this hassle to someone else and just wait to be dressed for the event? You just give your vision to someone, and they help you with the styling. You give your measurements, budget, and just sit and wait for your ultimate look to be delivered to you.

We asked a few people one key element for them when it comes to shopping, and a recurring answer was convenience. The modern-day shopper is looking for value, quality, uniqueness and, most importantly, ease of access to whatever they are after.

Without a doubt, technology has revolutionised this, with access to millions of products from any corner of the globe. However, despite all this, looking for these products and going through catalogues of endless retailers can be time-consuming and challenging. This is exactly where personal shoppers come in.

Whether it is a piece of clothing, electronics, home décor, or any other product, these resourceful individuals will do the scratching and searching for you, and deliver the

product as you asked, even custom-made products. And it does not end there, as you can also get a closely related group of those running errands, who will do anything from banking, general tasks, delivering parcels or mail, cakes, flowers, gifts, or any other service tailored to your needs. In short, they are businesses bridging the gap and removing the hassle of connecting you with products and services.

**MyNetwork had a conversation with some of these individuals to shed light on their craft. How does one start? What sets a personal shopper apart from any other merchant? Is it a profitable gig? And is there a market gap for this after all? What of errand services? Is there a shilling to be made there? Among those we interviewed is a young man trying to create his brand; who identifies as an economist, personal shopper and stylist.**



## Diana Rose The Stylish Essence

Looking back, Diana says the seed that birthed her business was planted back in her university days, where she was pursuing a degree in international relations and diplomacy. Having a nose for fashion, she would get requests from her friends to purchase for them clothing items and accessories whenever they would see her with something unique. So in 2016, she had the idea of starting an online thrift store.

"However, due to challenges faced by many businesses in 2020, I had to rethink my strategy. I realised I had this huge stock of clothing that I was not selling, and if I needed to continue making a profit, I had to customise shopping for my clients, as well as add value, for instance through fashion tips. I started with making videos and advertising my services as a personal shopper, but I had a slow start."

She says because this was a new venture and she was yet to create confidence with possible clientele, it would take till June 2022 for her to secure her first client.

"I was fortunate to get recommended to a client by a friend. The client, who happens to be a public figure, was looking for maternity clothing at the time. She wanted to make a bulk purchase. I was a little bit overwhelmed when she invited me to her place to make plans for the order, but I knew I had to be confident if I wanted my business to succeed."

Diana says one of the first things she did when she was setting up The Stylish Essence was to create a structured process and pricing model.

"As a personal shopper, you need a proper understanding of your client's needs and style. So, the first thing I do is send a questionnaire to my client, just to get a basic understanding of what they are looking for. After this, I will create a mood board using Canva or Microsoft Word that I present to the client, whether meeting in person or virtually. Through this, the client is able to see a physical representation of their idea, and I am also able to offer some insights where needed. It is only after the client has approved this that I start the shopping process."

As a basic consultation and finder's fee, Diana charges Sh7,500. Sh7,500 is also the lowest shop-

Some people do not understand the consultation and finder's fee, but this is how I make a profit. I invest a lot of time and energy to ensure my clients get what they pay for.

Diana



ping budget. The amount a client spends will then be determined by the product they want — whether it is brand new, high-quality thrift, or a custom piece. For custom pieces, however, where she has to look for the materials, she says the charges tend to vary. On the question of pricing, she says, "Some people do not understand the consultation and finder's fee, but this is how I make a profit. I invest a lot of time and energy to ensure my clients get what they pay for, and that convenience is what they are paying for. I will listen to a client who feels the fee is too high and can adjust accordingly based on their needs. If it does not make economic sense to me, I do not do it."

Diana says social media has helped her grow her business a lot, both as an advertising platform and a learning tool.

She notes: "As a personal shopper, you need to have a vast understanding of fashion trends and (terminologies), understand different materials and how to match them. This is information available online and you need to keep yourself updated always. I also realised a lot of resilience is required. When I was starting off, I would feel discouraged at times, but now I get clients who tell me they saw my business as far back as 2022. Do not be afraid to market your business. Attend fashion shows and other social gatherings, give people your cards, create your network. The worst that can happen is getting a 'no'."

She says that it is also important to respect confidentiality as a personal shopper, as sometimes she will get invited to people's homes, noting that her first client allowed her to share her details on social media, which boosted her business significantly.

"I also believe it is important to promote sustainability in the fashion industry. So, despite the fact that I make more profit the more a client buys, I encourage clients to repurpose some of their clothes that are still fit for wear."

As a parting shot, she says: "Just start where you are. This is not a capital-intensive business. What you need most is to be proactive and very purposeful in marketing yourself."



For this errands runner, his business started as a favour to a friend almost 10 years ago. Karanja, who has a background in IT, got a job as an intern at a shop that sold and repaired computers.

"One day, a lady who was dealing in procurement services with several government and private entities wanted someone to send for an errand since her go-to messenger was unwell. She asked me and as I was not very busy, I agreed to do it. Later, she just paid me a small fee as 'lunch'. Then the next time she needed to deposit a cheque and she asked me if I could do it for her and I did," he says.

Karanja says at the time, the business where he was employed was performing poorly and he was looking for an exit strategy. He realised he was getting more and more requests every day from other tenants who had businesses and offices in the same building, and it's at this point that he decided to make it a professional undertaking.

"I started my errands business in 2015.

The good thing about this kind of work is that it requires very little capital to set up. My expenditure was mostly on sponsored ads which I was running mostly on Facebook back then. A friend with whom I was working at the old business helped me set up and was focused on marketing, while I focused on running the errands. All I had to do was come up with a structure and pricing. I also chose the target area and clientele."

Karanja notes that because he is not fond of motorbikes, he wanted to limit his scope to just within the CBD where he could just walk from one point to the other. He also notes this is where the gap was, as there were many other businesses offering out-of-town delivery and errand services.

"I also knew that to be profitable and to have constant dependable work, I had to target the corporate world and other big institutions. Such organisations usually ask for quotations, so I came up with a price list ranging from Sh200 to Sh1,000, depending on factors such as distance and weight of the parcel. I also limited the maximum parcel

## Karanja Wainaina Ashara Errand Services



documents and reports for motor vehicles and land, collection of security documents and processing, collection of contracts from suppliers to banks, mortgage documents, and title document search. General errands range from laundry delivery and collection...to attending tender opening ceremonies and other related errands services."

While choosing the kind of services to offer, he notes, it is good to be conscious of issues such as security, especially before taking on high-value deliveries, adding that usually he will only accept such from well-trusted clients.

"Integrity is also key as that is how you are able to grow your business. When your people trust you, they will become repeat clients and recommend to others, and you will grow your client base, which means you will never go without work."

weight to five kilogrammes then later lowered it to the current three kilogrammes."

He also notes that waiting time is a very important factor to consider while pricing errand services, such as banking errands where there might be a long waiting time, therefore taking up time for other errands.

When it comes to selecting the type of

errand services, Karanja notes that it is up to a person to choose. He says errand services can range from shopping, banking or general errands, parcel, mail and documents delivery and gifts, flowers and cakes.

"Banking errands include cheques collection and depositing, valuation



## Chris Karanja Drip by Karanja

I made it my business to go the extra mile and fill the gap of clients having to come to me. It is more work, but it is more rewarding.

Chris



sell clothes to my customers. I could customise some of the pieces I was getting, as well as offer styling services to my clients for events. That's how I crossed the thin line between just another retailer and a personal shopper. Unlike in my earlier business where clients would come and pick from what I had, I now made it my business to go the extra mile and fill the gap of clients having to come to me. It is more work, but it is more rewarding."

He also notes that the reason why he started making custom pieces is because sometimes you cannot get the exact product a client is looking for, whether brand new or thrift.

"Part of the job is making connections with other businesses like tailors or leather tanners. So, if a client wants a suit or a leather bag with certain details, they will share that information with me, then I will make sure I deliver the product to them and look for the people to make it, if I cannot make it myself. Another good example would be clothes for themed events, like the recent Barbie movie where people would go wearing Barbie or Ken-themed attire. If a client doesn't know where to start, or can't find a perfect fit, then it's an opportunity for me as a personal shopper for me to address the customer's needs."

Chris acknowledges the competition that exists in the fashion industry, and opines that the way to keep growing is by being consistent and being dependable.

"Shadowing established stylists and learning from them is also a good opportunity to learn from as well, as they can also expose you to higher level clientele. This is the dream for me, and to even open an even bigger shop," he says.

He begins by noting that even though his college major was in economics and statistics, fashion has always been his passion. "That is the only way to succeed in this field." Chris's journey began in 2018 after graduating. He got a job at a local bank, but his time there was short-lived and he found himself without a means of earning a living.

"It is at this point that I decided to go back to what I loved. I had saved Sh20,000, and this was the starting capital for my business. I rented a small stall at Roysambu and bought a small stock of 'camera' thrifts. I would hang the clothes outside and go inside my stall and hide. I could not believe how fast my life had taken a turn," he says.

Chris says he was challenged again during the Covid-19 lockdowns, leading up to the closure of his stall. It is at this point that he turned to marketing his thrifts online. He had at this point managed to build a client base.

"I also quickly realised I could do much more than just



# MyNetWork Pitchside



Alex (right) in Nakuru with one of his students.



Alex exercising with his associate Seth Atela in Nakuru.



Alex demonstrating his karate moves.



Alex Gicheru exercising with his associate Seth Atela in Mazembe, Nakuru. ALL PHOTOS | BONIFACE MWANGI

## Victory Alex participated in his first competitive fight in 2016 and easily beat his opponent

BY GEOFFREY ANENE

**Is there a particular reason why you started playing kenpo karate?**

I started kenpo karate in 2013 to spruce up my self-defence and my body fitness. I also find it enjoyable. I was introduced to it when I was in Form Three by one of my friends from kenpo karate, Sir Lemmy. I saw him play and I became interested. I decided to take it up in order to know how to defend myself from an attack. The sport also instils virtues such as leadership, accountability, respect and patience.

**How has this kenpo karate journey been?**

I feel it has been both frustrating and satisfying. I always wanted to do karate since childhood, but I never pushed myself to start until the day I was introduced to kenpo karate. I was excited but also nervous. I had a tendency to have my wrong leg in the front all the time, which made me feel awkward and self-conscious. I struggled to keep up with my classmates and felt constantly falling behind. I refused to let my disappointment consume me. I continued to work hard. I practised on my technique and I be-

# Kenpo karate: More than self-defence

lieved in myself. Then came the moment that made it all worth it — winning the championship as a novice in my division. It was a moment of pure joy and validation which showed me that all my work and determination had paid off.

**Has kenpo karate shaped your life in any way?**

It has brought out the best in me. It has sharpened me. One of the things I love most about martial arts is the focus on discipline. In order to succeed, you must be disciplined in your training, your technique, and your approach to competition. This discipline extends beyond the gym or *dojo* (formal

training hall) and into all areas of your life. I have found that the lessons I have learnt through martial arts have helped me to be more focused, organised, and goal-oriented in all areas of my life. I have learnt that kenpo karate requires mental fortitude and emotional resilience to push myself beyond my limits and overcome my fears and insecurities. I have also learnt the importance of patience, humility, and persistence in achieving my goals. In martial arts, setbacks and failures are not seen as defeats, but as opportunities for growth and improvement.

**What benefits have you got from kenpo karate?**

One of the primary benefits of learning karate is acquiring self-defence skills. Karate teaches practical techniques for defending yourself in real-life situations, increasing your confi-

## In Brief

- Alex Nduati, who hails from Nakuru, is one of the best fighters in kenpo karate in the country

- Born on April 9, 1995, Alex attended Muslim Primary school, Maweday High School and Nakuru Simba Machinery College

- The mechanical engineer started kenpo karate in 2013. Kenpo karate is a type of martial art that combines Japanese and Chinese methods

- He says it is fun and enjoyable

dence and personal safety. Other benefits include discipline, self-confidence, leadership, respect, self-control and patience. Research shows that karate offers a myriad of benefits for body and mind. While the physical benefits and advantages of karate are apparent, the mental benefits can't be overlooked. I have also got six medals and four trophies and certificates for being the best fighter.

**Does your family support your journey in kenpo karate?**

Yes, my family sees me as a good example in the community because karate is a discipline, a fitness regimen and a form of self-defence that's useful for all ages.

**What opportunities exist in kenpo karate?**

Experience in this sport can open doors, such as becoming an instructor or getting employed as a bodyguard.

**Who do you look up to in kenpo karate?**

Bobby Ware. He is the best. He is a certified martial arts instructor with over 20 years of experience. He is also the Kenya Kenpo

Federation chairman.

**Share with us those moments you deem as your best in kenpo karate.**

My best moment was in my first tournament dubbed "Returning of Titanic" back in 2016. It was my first time stepping onto the mat. I looked around myself in an attempt to gain confidence from the support of my family and friends and, thankfully, they were all there for me. Walking to the centre of the mat, my opponent and I, following tradition, bowed to the referees and each other. It was time for the fight. He lunged at me, but I swiftly avoided his futile attempt and retaliated with a jab to the stomach.

"Point!" the referee yelled. It felt great. This was my first point ever in an official tournament. The loud cheers from my supporters encouraged me even more and I felt as if I was going to actually win this fight. After a few more punches and kicks, the fight was over and I was the acclaimed victor. This was my first official victory in a karate tournament and it made me feel even more confident for my remaining fights. Against all odds, I won all of my fights against the orange belt holders. I was elated to win first place in a karate competition as a white belt against orange belts.

**Lastly, what is your big dream in kenpo?**

My dream is for everyone to know about kenpo karate, love it, embrace it and see it taught in school.

Q&A



# THE TREND

WITH AMINA ABDI RABAR

# FRIDAYS

8PM & 10PM

**GOtv**  
entertaining africa  
Channel 91

**DSBv**  
Feel every moment  
Channel 271

**StarTimes**  
ENJOY DIGITAL LIFE  
Channel 106

**zuku**  
Channel 13

**SIGNet**  
a world of possibilities  
Available on Signet

**ADN**  
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