


# ZUWA NEWSLETTER

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"A true champion can adapt to anything".  
- Floyd Mayweather, Jr.



## Mass recruitment of agents

Throughout the quarter Zuwa energy embarked on a journey in recruiting agents. The team initiated several pieces of training to sensitize the agents on how to penetrate the market and turn the prospects into sales.

## ACTIVITY HIGHLIGHTS

Zuwa Energy introduced new products to meet the customer's needs. Zuwa introduced kwacha 3 which comes with 3 bulbs, a Zuwa solar fridge, and a Zuwa Smart Home System which can power a number of appliances such as laptops, Tv, Camera etc.



## Partnership with traditional authorities

In the first quarter of 2022, the Zuwa team focused on approaching the market by partnering with Traditional Authorities. T/As called for community meetings where the team shared about our products and services. A good number of attendees have been recruited as sales agents.



## CUSTOMER FEEDBACK



The pay as you go for me is a win-win for as a business man, I use my earning to pay my installments without divesting my business money.

"Gone are the days of charging my phone in town. I can use my phone all day without a worry of my phone battery dying



"With the soccer season or when people just want to pass time, I make quite enough to sustain my family every day. I don't lack salt or soap anymore. Food is available in my house."

## HIGHLIGHTS OF OUR VALUES



Honesty means being truthful and trustworthy to yourself, your fellow employees, and even customers.

Honesty promotes openness, empowers us and enables us to develop consistency in how we present the facts

### Honesty



- All staff must be honest and accountable to each other, our clients, and stakeholders.
- Thou shall not lie or overpromise
- We will not mislead our customers through misrepresentation and partial truths
- When trust requires it, we will supply relevant information and correct misapprehensions of facts.
- We will supply products that are reliable and genuine. We will tell customers when a product is refurbished
- We will be honest in our pricing as well as customer service

Do you have an innovative idea that you would like Zuwa to pursue? Feel free to book an appointment with the MD to discuss or email him directly at [innovation@zuwaenergymw.com](mailto:innovation@zuwaenergymw.com)

## FIRST QUARTER ACHIEVEMENTS

### Best performing agent in the first quarter



We'd like to congratulate and acknowledge the tremendous success Daniella Chirwa has achieved. Humble beginnings and difficult challenges are the foundation of every great accomplishment. Thank you for shining through.

### Best performing intern in the first quarter

Zuwa is amazed every day by your dedication and good work. You are a great addition to our team. Your willingness to deliver high-quality work is really admirable. Thank you Atusaye!



## Best performing employee of the first quarter



Congratulations Dominic Chibotha. Your ability to take every task with utmost sincerity has left us all stunned as we try to derive inspiration from you. Your diligence and detailed approach towards work has set a benchmark for the rest of the workforce. Cheers!

## second best performing employee of the first quarter

Congratulations Dingie Sumphi. You do everything with great diligence and energy. Your dedication has resulted in your well-deserved award. I hope you find many more achievements ahead. Congratulations.



## The Solar Champions of the month

Congratulations to July Chitsulo for being the solar champion of the month again. Your dedication and hard work has left everyone in utter amazement in the company, and here I take this moment to convey my heartiest wishes and best of luck to you



## Employee of the month



**MEMORY BANDA**

**YOU  
DID  
IT!**

#TeamZuwa  
Congratulates you  
on your  
Graduation!

*Bachelor of Business  
Administration*

