



Grace and Steven Colon, Ms. Marsh, Senator Baldo Prokurica, Mr. Robinson, Francisca Zarate and Salam Shawky.

On the same day, they were invited to lunch by Nora Cuevas, Mayor of the Municipality of San Bernardo, in gratitude for all the help that her district has received. The gathering was attended by the Governor of the Maipo Region, the Health Director of the Corporation of The Municipality, the Education Director of the Municipality Corporation, Administrator of the Municipality, as well as other civil servants.

During the afternoon Ms. March & Mr Robinson went to the CESFAM (The Family Health Center of the district), accompanied by Maria Paz Iturriaga Director of this CESFAM Confraternidad and Vice-Director of Health. They were able to see the dental stations and all the dental instruments and materials they had donated and were being used to help out very poor people.

Thanks to all these international organizations, over the past decade, FEDES Foundation has been able to distribute more than 100 million dollars in donations. We thank USAID, Globus Relief, Direct Relief, Americares, Vida USA, Free

Wheelchair Mission, Family Care Foundation, and others. Who In addition to their work in so many countries, they had the kindness to visit us in Chile.

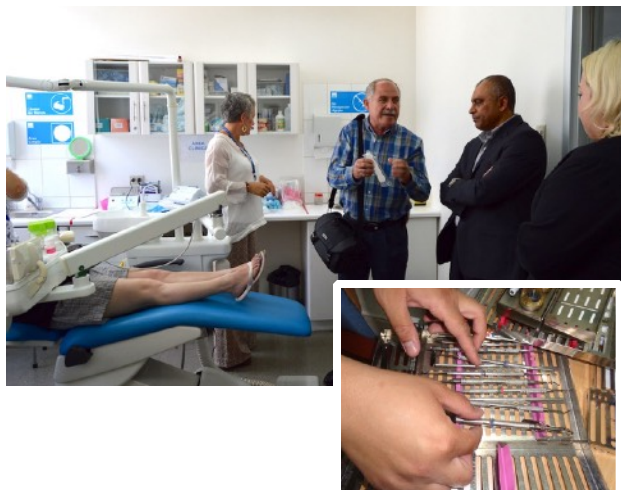
This visit by Hannah Marsh and Ashley Robinson was very important, as Chile portrays itself as a developed country, boasting a GDP of 24.000 dollars a year. But when representatives of international organizations such as theirs come to Chile they can see for themselves the massive inequality that exists in Chile, the situations of extreme poverty as well as the poor redistribution of wealth. They are convinced of the need and see that we are greatly appreciative of everything we receive. The official national statistic states that more than 70% of the population earns less than minimum wage.

Our bonds of friendship with such important organizations such as theirs, help far more aid reach people with scarce resources.

## Representatives of USAID and Globus Relief visit Chile

Hannah Marsh, Program Manager PVO Registration Limited Excess Property Program, U.S. Agency for International Development and Ashley Robinson, President of Globus Relief came to Chile to visit the Foundation and its programs, to see the fruit of their donations to Chile.

They were received by Senator Baldo Prokurica on behalf of Senator Francisco Chahuan, President of the Commission of External Relations, who could not personally be present, as he was in China on official business. Senator Prokurica extended his heartfelt gratitude for all the help Chile has received and encouraged further collaboration, after this his advisor, Ms. Francisca gave us a tour of the Senate.



Various work meetings were held with the health Directors team, doors to other projects opened, and we were explained many of the existing programs as well as opportunities for aid in Chile.



We, accompanied the Bedridden Attention team, with Dr. Veronica Fajardo and nurse Elba Huaquilaf, on their visitations.

Photo 1: Mrs. Hernestina del Carmen, suffers cardiac problems as well as other ailments. She received a medical bed in addition to other help.

Photo 2: Mrs. Transito del Carmen, aged 85, takes care of her daughter Juanita (50 years of age) all on her own. Juanita contracted polio at the age of 3 and suffers severe neurological effects. She cannot walk or talk, and is only able to produce a few sounds. They live in a situation of great vulnerability. A nurse visits Juanita on a weekly basis to carry out wound healing procedures. Juanita and her mother receive donations of diapers and they are scheduled to receive a medical bed with a proper mattress as her current bed and mattress are in a dire state. This help will improve her quality of life tenfold.



A medical bed was donated to Mr. Guillermo Carrasco aged 61. He lives with his wife and two children in the San Francisco camp of the district of San Bernardo. He suffered a stroke and is now in a state of total dependency on others. His family is greatly appreciative of the electric bed they received for him, as well as for the help provided by technical personnel from the doctor's office to adapt his home's electrical system in order to use the bed.



Congressman Jaime Bellolio, Ashley Robinson, Grace Martin, Mayor Nora Cuevas, Hannah Marshall and Greta Spivey.

We were invited by Mayor Nora Cuevas to participate in a cultural folkloric festival which is celebrated annually in the Municipality of San Bernardo. All of the districts authorities were present. As a token of appreciation, we were cordially served local beverages in traditional cups, as is the custom.





## Free Wheel Chair Mission donates container of orthopedic items, medical material and wheelchairs to the district of Cartagena.

The district of Cartagena is a beach town located on the coast of the Valparaiso Region. It has an approximate population of 30,000 people. It has no hospital, only 2 medical offices for primary treatment and 4 rural emergency stations. Eighty-two percent of the population depend on state health attention, and of these, 30% are homeless.



In a ceremony organized by the Mayor of Cartagena, Rodrigo Garcia, an important donation of orthopaedic materials were distributed to the rural areas of the district. The president of FEDES Foundation, Mr. Steven Colon; Health Director, Mr. Mauricio Garcia; and the Director of the DIDECO (Social Bureau of District Development), Mrs. Magaly Santis were in attendance, along with corresponding personnel from the Impairment area, civil overseers and Leaders of the elderly Centers.



Steven explaining to Mrs. Ana Cartagena and other wheelchair recipients, how to operate the wheelchair with its different positions and about the items included with each chair (air pump, patches, security belt and manual).

Mrs. Ana suffers from a hip dislocation that she has had since birth, and because it was never treated, it worsened, affecting the left side of her body, thus impeding her from walking. She can now use the wheelchair to move painlessly, and will be able to enjoy beachside strolls with her children.



# Donation of medical beds and material for CESFAM



**Photo: Paula Espina, Director of the CESFAM Medical Center of Cartagena along with Steven Colon, president of FEDES Foundation, presenting several of the Hillroom gourneys donated by Free Wheel Chair Mission.**

This district only has one CESFAM Medical center of primary attention, which also operates as a SAPU (emergency center), as well as four other rural emergency centers. The CESFAM gets overrun in the summer when the population in the area quadruples. It is a district of high social risk due to poverty. Paula was telling us how invalidity has been on the rise in the district due to cardiovascular disease, diabetes, depression and many accidents. Cases resulting from domestic violence and physical aggression have been on the rise. There is also a large elderly population, many of whom have been abandoned and suffer depression due to the loneliness. That is why any help, especially technical help, is greatly appreciated, along with the materials provided. Paula concluded with, "Please Keep helping, we need it."



We are still working with the collaboration agreement between FEDES Foundation and the Municipality of San Bernardo, starting the year 2016 with two new containers carrying medical material for a value of \$420,000 USD as well as 48 medical beds and 50 special mattresses.



A donation from Direct Relief International arrived to support the health program for the bedridden in the district of San Bernardo.



Another container with medical beds donated by Deseret International Foundation, in support of the bedridden program arrived. The district has more than 2100 registered bedridden people registered that require medical beds.

## Visits of different Authorities to FEDES



Paula Retamal, Mayor of Parral



Maureen McGovern, Second Secretary- Political Affairs, Embassy of the United States of America.



Pamela Prieto, Director of Disability of the Municipality of Puente Alto, and her team.

# Certification Ceremony for the Alumni of the Mas Capaz Program



The certification ceremony took place March 23<sup>rd</sup> for the 11 courses that are a part of the SENCE's (National Training and Employment Service) Mas Capaz program 2015. These included "Kitchen Manager", "Auxiliary Administrative Activities", "General and Fiscal Auxiliary Activities", "Customer Assistance Service", "Catering Service" and "Warehouse and Department Store Auxiliary". Representing the Chilean National Training and Employment Service was Mr. Juan Esteban Rubio. During the ceremony touching testimonies were shared about overcoming obstacles and about labor introduction. It made our Foundation so proud of the fruits of our work.

## He has received a new lease on life.

Diego Pons, aged 27, was accepted into the Inclusive Program due to his cognitive disability, and successfully completed the "Kitchen Manager" course. FEDES Foundation has an agreement of cooperation with McDonald's, and Diego has begun working in one of their establishments, showing great responsibility and care in every task. He joyfully received his "Kitchen Manager" certificate.



Carmen Martin, PR and Work Placement Manager; Juan Esteban Rubio, representant of SENCE's Regional Management office; Diego Pons, and Steven Colon, president of FEDES



# TELECOMMUNICATIONS



The “Telecommunications System Technician” trade program is taking an important leap forward by linking training more directly with the market.

During 2015 and so far in 2016, FEDES Training has been working in tandem with the telecom company Cobra Chile, by offering them qualified workers for their job positions.

Four courses were completed, with a total of 96 students, 85% of whom have graduated and been hired after completing their work placement.

In lieu of this experience, **Mr Enric Rius, CEO of the Telecom area of Cobra Chile said:** “Our work in tandem with FEDES is tremendously important since it allows us to hire qualified workers for our organization as well as us being able to provide job positions required in our country. FEDES Foundation does some marvellous work training them both in theory and in the field for four months. After this, the graduates can join the company for work placement for two months, thus allowing them to experience on-site work situations with their tutor, and then join the workforce as technicians after 5 months. I recommend the experience we are sharing with FEDES to other companies. I infinitely value the infrastructure that FEDES has dedicated to the training as well as the quality of it. Their participation opens job positions and therefore enriches the country.”.

*Photo sequences of the reinforcement process for technical abilities as well as safety measures being applied to the trainees.*

*A workshop was carried out involving work on posts and heights. The topics included, Use and Transportation of Telescopic Ladders, Safety Measures regarding Work at Height, Cable Placement and Effective Post Revision, etc.*



# Visit to the U.S.

- Direct Relief
- Free Wheelchair Mission
- Charity Vision
- Globus Relief
- Chicago
- Family Care Foundation

Every year, we visit our partners in the U.S. to inform them on the progress of our projects as well as to discuss new ones.



Steven with Dan Smith (above left) and Cydney Justman (above right), Directors of Latin American Programs.



**Free Wheelchair Mission®**  
TRANSFORMING LIVES THROUGH THE GIFT OF MOBILITY

Steven with Don Schoendorfer, president and founder of Free Wheelchair Mission, looking over the new model, Gen 4.



Dr. Michael Berg, Steven Colon, Doug Beck and Aaron Lock, Executive Director of Charity Vision, visiting Charity Vision's new facilities.



Steven in Chicago with Marci, Linda and Laurie, collaborators in the donations of wheelchairs to Chile and other countries.



## MEETING WITH THE AUTHORITIES

### Invitation of the US Ambassador.

We attended the invitation of the US Ambassador in honor of the delegation of Congress of The United States, where we had the Opportunity to establish relations with from the embassy representatives, business people and Chilean government representatives.



*Grace Martín and Sofia Varela next to the US Ambassador, Mike Hammer and Mrs. Margrét Björgúlfssdóttir, in their home.*

### Meeting with Assistant Secretary-General of Government, Osvaldo Soto.

In order to ensure further aid for Chile, FEDES met with the Assistant Secretary-General of the Secretary-General of Government (at the time). There were several initiatives to work as partners to obtain greater benefits for the Chileans people that need it the most.



*FEDES Foundation Board members Steven Colon, Grace Martín, Sofia Varela, next to Assistant Secretary-General of Government, Osvaldo Soto.*

### Arrangements for chair donation for Cuba.

FEDES and its donors are planning for the donation of a Wheelchair container for the Republic of Cuba. Steven Colon met with Cuban Embassy Economy Counselor Sergio Espinoza to evaluate the progress of this project. This is the beginning of a relationship that seeks to contribute to cover the need for wheelchairs in their country.



## Meeting at the Ministry of Health



**Steven Colon, with Dr. Matilde Maddaleno and Dr. Enrique Accorsi.**

In this meeting with the Minister of Health's team, per request of Minister Dr. Carmen Castillo, we presented aid programs for equipment donation to benefit and support public hospitals and medical centers in the country.



**Visit of the Minister of Health's team.**

They visited the Foundation following-up to the previous visit with the advisers of the Minister Dr. Carmen Castillo.

Photos: Grace Martin, Dr. Gladys Cuevas, Sebastian Vergara Ruiz, Soledad Bunguer and Steven Colon.

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## Meeting with the Minister of Labor

In October, President of FEDES foundation Steven Colon and member of the foundation's Board of Directors Sofia Varela, met with the Minister of Labor Ximena Rincon aiming to come up with forms of collaboration and improvement related to the career training programs.







## Donating surfing equipment

We donated surf caps and boots to Concon surf school Punto Surf, to teach surfing to children of scarce resources in schools of rural areas of the Fifth Region. The project consists of free guided-theoretical-practical surfing workshops for primary school students, with the aim of creating an educational environment towards the sea through surfing and boogie boarding.



## Donating surfing equipment for children of scarce resources in Concon.

Donated 30 surf booties and 6 caps for The Waves Company surf school, to boost the project they are working on with the government of Concon and the ENAP to bring this sport to the poorer children of the area.



## Donating clinical supplies for the Villa de Ancianos Padre Alberto Hurtado Foundation.

Thanks to Direct Relief International, we could deliver a donation of clinical supplies at Villa de Ancianos Padre Alberto Hurtado Foundation, a non-profit that hosts more than 200 elderly people that are either homeless or abandoned. We were greeted by Sister Adelina Arroyo and the Health professionals who upon receiving the donation, couldn't thank us enough since they are always in great need. Afterwards, Sister Adelina gave us a tour around the facilities where we could chat with some of the elderly folks and were moved by all the wonderful work done in helping those who are most vulnerable.

## Donación Medical Supplies to Distrit of San Bernardo - Santiago



**FEDES**, continues to collaborate with the District of San Bernardo within the collaboration agreement. This term, two containers arrived containing clinical and orthopedic supplies including 7 pallets of creams for the skin and wound care. The donation was made by Direct Relief International, and will be delivered to benefit Public health users in the District of San Bernardo.

## DONATING 60 ELECTRIC CLINICAL BEDS AND 30 WHEELCHAIRS AT THE MUNICIPALITY OF PARRAL, LINARES



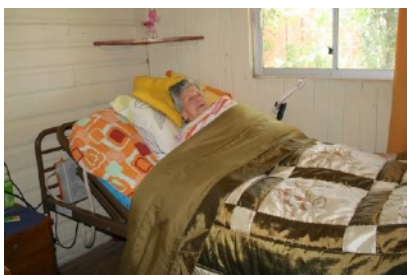
El On October 19, in the town of Parral (Linares) conducted the official ceremony for FEDES Foundation's donation of 60 electric clinical beds and 30 wheelchairs for the program of the Municipality of Parral. This request was made by Mayor Mrs. Paula Retamal in an agreement with the FEDES Foundation.

The ceremony was led by Deputy Mayor, Mr. Ivan Damino alongside President of FEDES Foundation Steven Colon, Member of Congress Guillermo Ceroni, Authorities of DIDECO (Directorate for Community Development) representatives of the Municipality, Red Cross Regional President, President of the Society of Diabetics, Damas de Rojo of Parral and beneficiaries of the donation.



After the official presentation, accompanied by Director of DIDECO Mr. Felipe Corvalan, we visited some homes to meet the people who were receiving aid through the donation. We also visited the Santa Rita de Casia Home for the Elderly, directed by Mrs. Graciela Jimenez, who gave us a tour of the center (this home received 10 beds). We also visited San Jose de Parral Home for the Elderly, whose director Esteban Zuñiga, showed us the center. We talked with a group of very nice elderly folks who were in the yard. This home received 20 Beds.

Then we went to visit different people who received a bed in their homes. One of them was Adriana Maria, who lives with her granddaughter Fabiola. "The bed has changed her life, because she was very disoriented and sad, but when we put her bed next to the window she recognized the tree which she herself had planted, and she suddenly felt comfortable and at home again".







Simon and Stefan next to Grace on their visit to FEDES.

## Donating 75 wheelchairs from the "IMPULSAR Movilidad" project and FEDES Foundation in the district of Quinta Normal.

Simon and Stefan, students of the engineering faculty of the Universidad de Chile that visited FEDES are part of a team of 23 students, who chose Impulsar Movilidad as their studies project, and social responsibility towards the community. This program seeks to raise social awareness about the necessity of Mobility. They set a goal to start delivering 50 wheelchairs. They chose the Quinta Normal district, one of the districts of Santiago with the highest disability numbers. This donation was distributed in several deliveries.



### First donation: 26 wheelchairs.

Stefan Elbl, representing the 23 students of Civil Engineering of the Universidad de Chile IMPULSAR Movilidad project, opened the ceremony by sharing with everyone present what motivated them to carry out the project.

President of FEDES Foundation Steven Colon and Mayor of Quinta Normal Carmen Gloria Fernandez attended the ceremony along with Councilors, Directors of Health Services, Physiotherapists of the Community Rehabilitation Centers and staff from the district Senior Adult Centers.

Steven Colon shared the vision of the FEDES Foundation in humanitarian aid, wheelchairs and orthopedic implements, and encouraged Mayor Carmen Gloria and authorities to work together to cover this need for wheelchairs for those in most disadvantage in this district.

The Pumayen Senior Adult Day Center choir enlivened the ceremony. Later we delivered the wheelchairs at the Community Rehabilitation Centers. entrega de las sillas de ruedas a los Centros Comunitarios de Rehabilitación.

**Mrs. Sara** was one of the people to receive a wheelchair, she was very grateful as she suffers from Osteoarthritis in her hip, and has been on waiting list for an operation for many years. The chair will allow her to go out for a stroll and enjoy being outdoors with her family.

We also personally delivered a wheelchair to **Mr. Emilio Osorio** who is very grateful to receive this gift as he hadn't been outside the house in a long time. (Pictured below next to one of the students.)





## Second 26 wheelchair donation through project "Impulsar Movilidad"

Conceived for helping people with physical disabilities by improving their concept of better living and giving them more freedom to move around. The ceremony took place in the district of Quinta Normal in the Office for Disability. We donated 26 wheelchairs to people with disabilities, in a joint effort with the municipality, to identify the beneficiaries. FEDES Foundation would like to thank the team of young people from the project "Impulsar Movilidad" (Who, this time, couldn't take part in the ceremony due to their exams period) for their vision, empathy and social commitment, and for wanting more integration in this world, helping to change the lives of these dear people and their families.



Carmen Gloria Fernandez Mayor of Quinta Normal, Directors of FEDES Foundation Carmen Martin and Grace Martin; Representatives of the Office for Disability and the Elderly, delivered the wheelchairs to the Beneficiaries.



Grace Martin next to Sara (pictured above) and Sonia (pictured below). Both poliomyelitis patients since the age of 2 and 3. They were very happy to have their very own wheelchair. Sara told us: "A Gift like this is very valuable for me. I've been waiting for a wheelchair for years. I am very grateful because it arrived just when I needed it most. A couple of years ago I got a spine operation due to my condition and I can no longer walk, my bones have deteriorated a lot and it is very painful to get around. Thank you so much, now I can go outside again"



Photo 1: Grace with Ana Raquel who suffered a foot amputation, she told us that she is almost blind because of her diabetes and other diseases. She was very happy to receive a wheelchair since after the amputation she has had trouble keeping her balance. She told us: "It is the best Christmas gift I have received, now I can go to church by myself " Photo2: Manuel Mora, had his left arm amputated due to a tumor and lost is left leg due to thrombosis. He and his mother, who accompanied him, were very grateful to for this gift. His mom told us he was very depressed and had been going through a few very rough years. "Now we can go for a stroll together and get his mind off things, we will go to see the Christmas fair. God bless you."





**DONATED 20 WHEELCHAIRS in the district of Estacion Central. In a joint effort with a group of students coursing studies in industrial engineering at the University of Chile, in Its Social Responsibility Project "SEMBRANDO LIBERTAD"**



Photo 1: President of FEDES foundation Steven Colon, addressing a few words to those present. Photo 2: Mayor of Estación Central Rodrigo Delgado and Steven Colon and all the team of the project Siembra, delivered wheelchairs to 20 people with reduced mobility. Foto3: The team from Siembra, assembling the wheelchairs at FEDES. Photo 4: Jose Robles, happy to receive his wheelchair.

A new group Civil Industrial Engineering students of the University of Chile, visited us at FEDES Foundation. They showed us their project "Sembrando Libertad", aimed towards helping people with physical disabilities by improving their concept of better living and giving them more freedom to move around. Its goal is to reach the largest number of disadvantaged people who need wheelchairs but, due to lack of resources, cannot afford to buy one. At first, they didn't know where to start, so we suggested to, just like the other group did before them, seek out the districts that are most in need.

They chose to start in the district of Estacion Central. With the help of the Office for Disability and their team of experts, we went over the list of people eligible for a wheelchair and paid each one of them a visit. In one month, they had accomplished part of their goal.

Another one of the parts they participated in was the assembly of the wheelchairs. The whole group came to FEDES to help assemble them. This allows them to get to know each part of the chair and how to operate it, which helps them to bond with the people who are going to receive this gift. They also received a CD with an instructions manual (made by professional physiotherapists of the University of Azusa Pacific in the USA) that helps professionals in Disability, as well as the recipients of the wheelchairs and their families.

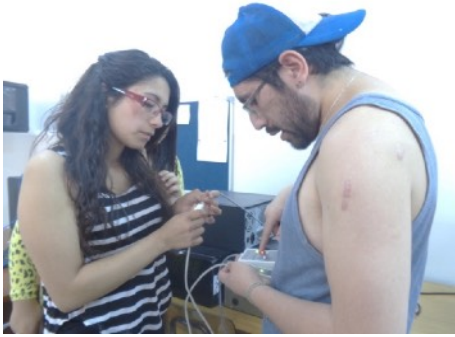
**On December 3, the ceremony was held for the donation of 20 wheelchairs at the Municipality of Estacion Central. The mayor provided us with the vehicles to pick up and bring the disabled people so that they may partake in the activity. Many of the recipients told us: "This is the best Christmas present we could wish for, having our own wheelchair to move around on our own. God bless you"**

*"Alone we can do so little; together we can do so much. – Hellen Keller*



Luis Nuñez, 50; with his mother and Grace. Four years ago, he suffered a stroke. He was so happy to have his own wheelchair as he now feels a lot better; he now plans to go out for a stroll this Christmas and continue to fight for recovery. It brought tears of joy to his mother's eyes, who wants more than anything to see her son pull through and recover from his depression. "Now that he has this wheelchair, I'm sure he will achieve it"

## NEW COURSES STARTED THIS SEMESTER



Students of the course Computer Support during wiring class

**Mas Capaz (More Capable) Program - SENCE (National Service of Training and Employment):** These courses do not exceed 300 hours and they are all boosted with a 180-hour work experience placement at the end of the studying phase, except the Clothing course which is freelance. These courses are free and come with transportation stipend, child care, and accident insurance.

- \* 1 Course in Wardrobe Design
- \* 2 Telecommunications courses
- \* 2 Computer Support courses
- \* 2 Telecommunications Logistics courses
- \* 2 Comprehensive Aesthetics Beauty courses

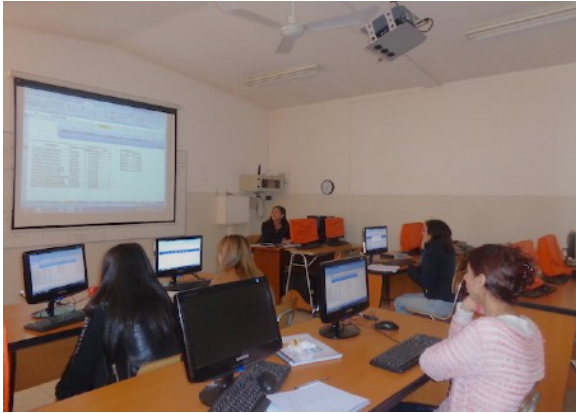
**Program Training for Work - SENCE (National Service of Training and Employment):** These courses started in the second semester and will end in February 2017. They are 405 hours long and provide freelance employment possibilities and a subsidy for tools. They also come with transport stipend and accident insurance. After the studying phase comes the follow-up phase in which the students are guided in the development of their business.



Telecommunications students during optic fiber class and ladder practice.



# AURORA TRAINING



**Business and enterprise Program - SENCE:** This program is aimed at small and medium-sized entrepreneurs or self-employed people who have started working but need training to Improve their skills in the field of their enterprise or wish to change field. These free courses, are mainly brief and are during convenient hours.

- 2 courses in Manicure and Pedicure Services
- 2 courses in Basic Pastry Operations
- 1 course in Aesthetic Massage Services
- 1 course in Office Tools for Advanced level
- 1 course in Administrative, Financial and Account management for small businesses or microenterprises.



**Tax Concession Program - SENCE:** Two courses in "Supervision and Leadership techniques, teamwork, effective communication and Conflict management", for a total of 30 male and female workers of the El Maitenal S.A. agricultural company in San Felipe.

**Work skills Development Program - PRODEMU:** 92-hour course in Bakery and Pastry making for 20 women beneficiaries of PRODEMU (Foundation for Woman's Growth and Development of the Presidency of the Republic of Chile).



## TELECOMMUNICATION COURSES CERTIFICATION



During the certification ceremony, the telecommunications students were accompanied by their families who have been their fundamental support in achieving their objectives.

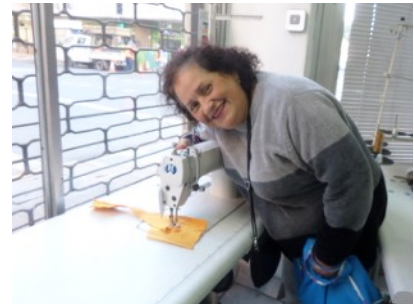


Photo 1: Cesar Vargas with his parents who were proud of his achievements. He excelled with extraordinary performance in every one of his responsibilities, showing leadership and service towards his peers throughout the course.

Photo-2: Gonzalo Felipe Madrid Contreras with his mother and son.

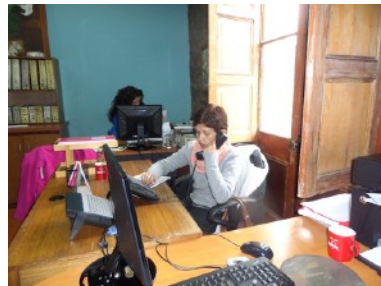
Photo-3: The entire class of System Installing and Repairing receiving their certificates.

## RECEIVING THEIR SET OF TOOLS



Students of the courses in Beauty and Wellness and Costumes collecting their set of tools (a voucher valued at 200,000 pesos) provided by SENCE (National Training and Employment Service) to acquire their entrepreneurship tools at the end of the course. Fedes guides them through every step of the process to ensure a successful venture.

## WORK EXPERIENCE PLACEMENTS



Carmen Martin, social worker and work counselor at Fedes, provides orientation and support aimed at enhancing the insertion of the students in the market through a continuous process of personalized attention to each individual. (Photo sequence of students in companies doing their work experience placement).



# PERSONAL EXPERIENCES by MICRO-ENTREPRENEURS.

## Claudia Catalán and Mitsy Del Carmen Lucero

Both very committed students in their enterprise are always organized and clean in the kitchen and when handling food gaining the customers trust. They make and decorate good quality cakes with exquisite detail.

They also cater at events: Along with their tidy appearance, the quality of service, order and hygiene are some of their strong points that make it easy to recommend them for any event whether it be in organization or production. They have become true friends since the beginning of their training course.

They made business cards and advertising flyers. On their business' Facebook page (@deliciasdemitsy) they have photos of their products and are learning to advertise using the new technologies. With the proceeds from their venture, Claudia Catalan is helping to pay university tuition for her daughter, who also helps as a waitress at catering events. They are very proactive and gather all the necessary skills to succeed.

They have initiated type II Category activities - CONGRATULATIONS!

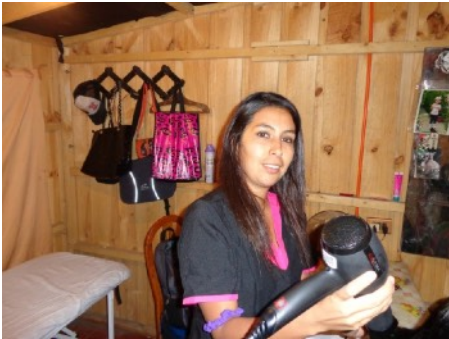


## Daniela Muñoz

Daniela lives in a shanty house, and doesn't have much space as you can see in photos; However, she organized a space to work in what she's good at: Beauty and Wellness. She bought a massage bed and supplies with own income; Her specialty is keratin hair-ironing, facials and reductive massages.

At the time of the visit she was tending to a customer. She is organized with her basic accounting records and has entrepreneurial skills to improve her business and is receiving assessment for applying to other projects and grants.

Regarding her advertising, she delivers flyers and says the fan page we set up at FEDES has given great results!



## A Healthy form of Art!

### Helping to maintain tradition, culture and family entrepreneurship

Angelina Zambrano lives in Pedro Aguirre Cerda. Now she's continuing with the business her grandfather started and that he was his passion: Mat weaving. She is happy to continue with this skill she picked up from her dad and keep the family tradition alive.

Angelina is very happy with the experience of this venture. "The trainings have served me to learn how to manage the money. You invest and sometimes you expect to see the profits immediately, but it's not like that, you need to give it time. They also teach you how to deal with people, because if you do not have the right temper or lack patience, you can go wrong. At Fedes they explain step by step so that every aspect of your business goes well"

