

# Financial Sustainability in Social Franchise Programs

October 2, 1 – 4pm | Coral Room 3

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## Session Objectives

- Identify opportunities, and effective approaches, to increase financial sustainability
- Discuss the benefits and risks of prioritizing financial sustainability in social franchise programs
- Discuss the role of donors in supporting programs to reach financial sustainability

## Lunch

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12:00 – 1:00 Buffet served in Coral Room 2

## Welcome and Introductions

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1:00 – 1:15 **Introductions and Opening remarks**  
Sir Richard Feachem, Global Health Group, UCSF

1:15 – 1:30 **A donor's questions around sustainability**  
Billy Stewart, DFID

## Should sustainability be a global goal for social franchises?

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1:30 – 2:00 ***What are the pros and cons of pursuing financial sustainability?***  
Dominic Montagu, Global Health Group, UCSF  
Rashmi Pillai, Living Goods  
Juan Carlos Negrette, JHMI

2:00 – 2:30 ***Discussion***  
Moderator: Cynthia Eldridge, IPPF

## What opportunities and approaches exist to reach financial sustainability?

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1:30 – 2:00 ***What do these approaches mean for the social franchising model?***  
Julie McBride, PSI  
Easter Dasmariñas, Well Family Midwife Clinics  
Eduardo Banzon, Asian Development Bank

2:00 – 2:30 ***Discussion***  
Moderator: Cynthia Eldridge

## What is an effective role for donors in supporting financial sustainability?

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3:30 – 3:50 ***Facilitated discussion***  
Cynthia Eldridge

3:50 – 4:00 **Closing remarks**  
Sir Richard Feachem