



Daniel Wahome is an outspoken businessman. His message to entrepreneurs is straight-forward, "In business, you cannot afford to give up." Through his hard work and entrepreneurial ethic, he runs three Fresh Life Toilets and is looking to expand.

What has been the best part of being an FLO?

What I like most is the fact that I have money coming into my pocket from 5am to 10pm everyday. I also run a café business and sometimes we close without having earned anything that day because people did not choose to eat at my café. But in the toilet business, I have earned money every single day.

What have you learned through the Fresh Life Operator Forums?

The Forum gave me new ideas for improving my business, since I could hear how other FLOs were doing. My first toilet was located in a rather inaccessible area, so I had to work harder to bring in customers. From attending the Forums, I learned that location is very important for business. I didn't give up, though, and have even built another toilet in a better location. I am doing very good business with this toilet.

ABOUT THE OPERATOR

Name: Daniel Wahome

Location: Kwa Ruben

Open for business: Feb '12

Average daily customers: 74

ABOUT SANERGY

Sanergy's mission is to build and scale viable sanitation infrastructure in the slums of Nairobi. We franchise Fresh Life Toilets to local entrepreneurs, who run them as viable businesses. We collect the waste daily and convert it to organic fertilizer and renewable energy. In five years, Sanergy will serve 500,000 people through a network of 6,000 toilets.

