

# *Become a Kiva Rochester Trustee*

## *Empower local entrepreneurs with 0% interest loans.*

Trustees are people or organizations that help connect entrepreneurs in their community to the Kiva program and to support them through the lending process.

Trustees help borrowers establish creditworthiness, by vouching for their character and business, which is crucial to Kiva's qualitative process of "social underwriting." Trustees are not legally or financially liable for any borrower they recommend to Kiva, but should feel confident in the borrower's ability to repay the loan and to use it to stimulate business growth.

A trustee publicly endorses entrepreneurs in their community for Kiva loans. Below are three primary components of a trustee partnership:

### **Trustee role & responsibilities**

1. **Spread the word about Kiva!** A primary trustee responsibility is to inform entrepreneurs in their community of Kiva loans and provide information on the lending process.
2. **Vouch for creditworthiness.** A Trustee is not economically responsible for the borrower, but should be confident in the borrower's business plan and strongly believe in its viability as well as the borrower's character.
3. **Help ensure that a borrower is successful.** We lean on our trustees to ensure that borrowers are successful -- in the application, fundraising, and repayment process. The trustee will monitor the borrower's progress as they apply, provide resources and advice during fundraising, ensure that the loan is used in a manner that will help grow the business, and follow up with the borrower during the repayment process.

### **What your endorsement will do for the borrower**

1. **Create a smoother review experience.** Kiva favors borrowers who are endorsed by trustees, as it indicates that a borrower has a stamp of approval from a well-respected community member.
2. **Expand a borrower's network.** When a trustee endorses a borrower, the loan will be exposed to the trustee's larger network and its visibility will be increased.
3. **Assist entrepreneurs.** Use your own business experience and role in the community to advise borrowers and help their loan get fully funded.

### **Benefits of becoming a Kiva Trustee**

1. **Increase the exposure of your organization.** Your trustee profile page publicly showcases your organization and impact to date and is visible to Kiva's 1.3 million lenders around the world.
2. **Track your impact over time.** Trustees can track and share the data on the loans they endorse to communicate their impact. Many trustees leverage this data to demonstrate their impact to funders, investors, and customers.
3. **Invest in your community.** By helping entrepreneurs gain access to funding to start or grow a business you have the opportunity to make a unique impact in your community.
4. **Build your own social capital.** By helping borrowers to succeed, you will create relationships that outlast the length of a loan, and have the opportunity to build lasting support networks within your community.

**Trustee Goal: Support 1 – 3 borrowers per year through the lending process.**



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