

What I learned from working in Nigeria

By [Kelly McGillivray](#)

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TheSQUAD recently had the opportunity to pitch on doing an event in Abuja, Nigeria which meant I got to travel to that country for the first time. Besides discovering that the vegetation is lush, four people can fit on a scooter and the chilli is hot (even for the chilli queen), we learned a lot about doing business outside South Africa.



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The idea of working in Nigeria for the first time meant digging deep for inner and outer resources. Even the planning stage was an excellent exercise in being open to change and doing things differently.

Knowing these things will make it even more fun the next time:

- Doing work outside of the country is not as daunting as it seems – it is all doable.
- Use your resources before travelling and network with local people who have worked in that country.
- Connecting with people with knowledge of something you don't have experience has long-term value.
- Partnering and collaborating with new people opens new doors.
- Keep an open mind when you travel; there is so much to learn.
- Don't be scared to bite off more than you can chew, because it means you are not settling, you are challenging yourself.
- Be shrewd and get contracts signed up-front.
- Being honest and transparent will serve you and your business in the long run.
- Do not being afraid to ask for remuneration on work done to date.

P.S. The goat was a little tough but edible.

ABOUT THE AUTHOR

Kelly McGillivray is Squad Leader at The SQUAD. Incredible challenges are what take us to the moon and back. theSQUAD work to outdo themselves with bigger, more authentic, lump-in-your-throat, goose-bump-inducing, pulse-raising, smile-widening, can't-believe-that-just-happened experiences. We look forward to you joining us for the ride.

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