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ANSARULLAH  
USA**

# Mal/Finance Presentation

ALC 2020



# Agenda

- Mal Team
- Mal Tools/Support
- 2019 Review
- High Level AManaT Overview
- Panel Discussion
- Keep me honest (timewise, but otherwise let it go)

# Mal/Finance Team



Hisham Qureshi (Expenses)



Layeequddin Ahmad  
(Chanda)



Dr. Akbar Shah (Chanda)



# Tools/Support

- Reference Card
- Annual Plan (Responsibilities, Best Practices)
- Reimbursement Guidelines (<http://ansarusa.org/fiannce>)
- WhatsApp Group (technical questions / experiences)
- Email
- AManaT
- YouTube Videos



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# Tools You Must Have



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# Tools You can Use

Chanda Receipt Books

Deposit Slips

Computer

Pen

Phone



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# 2019 Stats

Tajnid: ~3,500

Participation Target: 2,750

Participants: ~2,550 (73% and 93%)

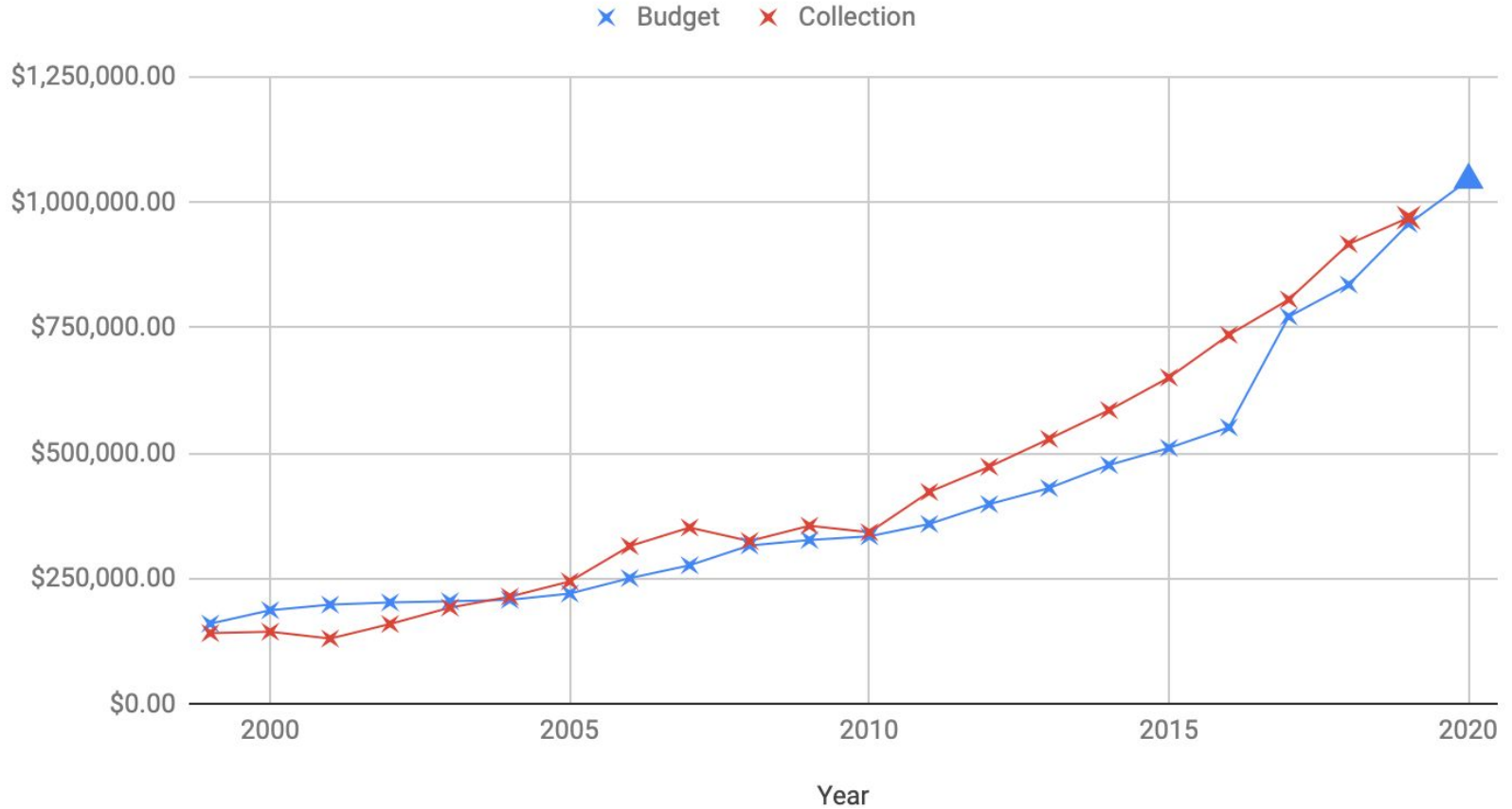
Budget: 956,139

Collection: ~ \$968,500 (101%)

What's the budget for 2020?



## Budget vs. Collection Since 1999







What Are These Numbers?

2550

2567

2477



# What Are These Numbers?

380

356

325



# AManaT Features

Manage Tajnid

Income Budgets

Donation/Receipt Entry

Amila Listing

Track Progress

Expense Tracking

Other Admin Features

Continuous Improvements based on feedback

Make sure you have official [ansarusa.org](http://ansarusa.org)

Email accounts!

At least for Zaim and Mal



# Scenarios

These scenarios are based on common experiences of either Zaim or Muntazim Mal. The goal is to help you think about how to best handle each case, but there is no right answer. The ultimate goal is provide some guidance based on positive experiences of senior administrators.



# Scenario #1

You're at Eid namaz and as you're looking around, you find a member who hasn't come to masjid in over a year. You're not sure when you'll see him and this might be the only opportunity to remind of chanda. As soon as dua is over, you dash out to greet him and ... what do you say to him?



# Scenario #2

It's December and Nazim-e-Ala is constantly reminding you about low participation. You've already met the annual budget, so you decide to pay \$2 on behalf of some members to increase participation. Good decision?



# Scenario #3

In your first year as Zaim you appointment someone as Muntazim Mal who wasn't good with computers. This caused a lot of issues with reporting and caused your Majlis to suffer in Alm-e-Ainamee ranking. In the following year you decided to replace him with someone who is great with computers. After a while the new Muntazim tells you he doesn't have time to do anything but enter receipts in AManaT, so chanda collection is now low. What should you do now?



# Scenario #4

A member is somewhat regular in Jamaat activities but weak in Chanda. He regularly gives a few dollars to local finance secretary, but local Finance Secretary puts it all in jamaat Chanda and tells you that Jamaat Chanda is more important than Ansar. What can you do to get this member to pay Ansar chanda?





# Scenario #5

Everyone tells me that as Zaim I need to make a personal connection with members, but I don't have time to contact and/or work on building these personal relationship. I have a job, a family, and other jamaat activities, etc. What are some actions that can be taken to overcome this challenge?



# Scenario #6

As Zaim, you feel you're not well-educated, but many members in my Majlis are. It's awkward for you to talk to them about Chanda and/or income budgets because you feel that you're not in their league. What can you do to overcome this fear?



# Scenario #7

Asking for income budgets is difficult. Many members don't want to disclose their income. They just say "keep it the same as last year."

What can you do make members realize the importance of providing an accurate budget?



# Scenario #8

You notice that a lot of Ansar brothers like to play “guli-danda”, a very popular sport in Pakistan. These members have recently arrived from Pakistan. As Zaim, you want to engage with them and decide to hold a tournament and invite the entire jamaat. The cost of the event is \$800, about 50% of your annual expense budget. One member objects to this expenditure. What steps can you take to ensure that expense budget is used appropriately?



# Scenario #9

You're 65 year old Zaim who has only been in the Majlis for a few years, so while you yourself have been active in Ansarullah, you don't know many other jamaat members. A couple of new MKA members have just joined Ansarullah, but you don't know them all that well. You decide to give these brothers a couple of years to relax before engaging them. Is this the right strategy? What can you do to engage them immediately?



# Scenario #10

You once sent an email to Qaid Mal and he didn't reply. You heard from someone that Qaid Mal is all about numbers. He left a voicemail for you in which he didn't show concern for your personal well-being, but instead just left a short message about the status of chanda in your Majlis. And he's also an insufferable Patriots fan, so it's impossible to really like him. You surmise that it's not worth engaging with him and begin to ignore his messages. Is this a good strategy? What can you do to resolve this?

# AManaT Demo

After Isha