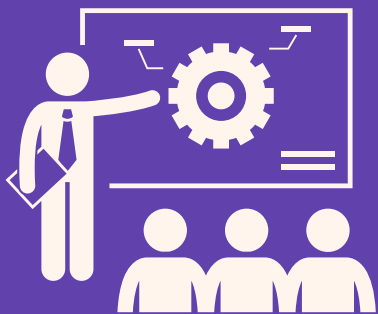


Our evaluation of a 'business support program for community health workers' in Sindh generated key insights for policymakers and program designers.

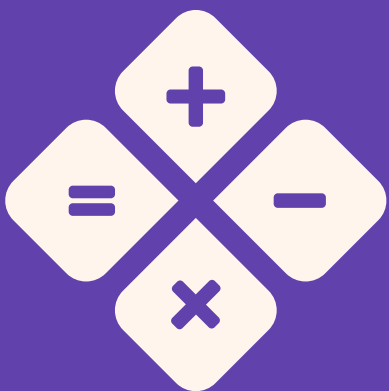
Some of the key learnings were:



On-the-job advisory is more effective in improving health worker business skills than classroom trainings.



Strong technical skills are crucial for the commercial success of health worker. Technology can and should be used to provide on-the-job advisory opportunities.



Despite years of schooling, many community health workers lack basic life skills such as effective communication or arithmetic, so commercial success is dependent on holistic support.



Self-drive and motivation are key determinants of the commercial success of a health worker.

Impact of the intervention

200%

growth in health worker incomes over the span of 3 years, from **PKR 10,000 to 30,000 per month**, thus improving standards of living.



Improved living standards allowed some community health workers to afford private schooling for their children and basic amenities like healthcare.



Prior to project support, some health workers operated clinics in roofless bedrooms. Within 3 years, improved incomes enabled some to establish fully furnished maternity centers with pharmacies and ambulance services near their homes.