

BECOMING AN OPDI BUSINESS PARTNER

Enjoy helping people succeed.

Become a self-employed contractor of OPDI implementing the only science-based technology of organizations such the governance benefit and the staff benefit.

Building client success in increased results while lifting team member work life satisfaction and fulfilment.

Deciding to make a difference

OPDI business partners are self-employed contracted to OPDI to deliver the science-based organization development and human capital management technology in clients.

Commercial businesses implementing OPDI enjoy 20-40% increase in net profits after all costs while increasing staff satisfaction.

As an OPDI Business Partner you will enjoy an income at the upper end of the range typical of your market, You must accept self-responsibility, your income dependent on your reputation in your market. If the idea of making a difference with clients in your market, income in direct relation to effort and success, working for yourself, then take the next step and explore what is involved.

Deciding to become a business partner

Begin by assessing the claims. Scan the home page of the background science, www.spiritualmodel.com, particularly read and understand items 11 and 12. Read the web site on OPD-HCD™, www.opdcoach.com. Read carefully, the brochures on the home page. In particular ensure you understand [OPD Theory system overview](#) and [Why does OPD-HCD deliver a better result than other systems](#). Read the small, medium and corporate brochures, and grasp why implementation is different in each.

Reflect on your strengths and understanding, we provide full training, but do you naturally gravitate to any market segment.

If the idea of making a difference working for yourself is still exciting, then move to the next phase, which is preparation of the first business plan for yourself, beginning where you are and where you intend to be in 3 years. We estimate that preparing this first business plan will take 10-15 hours, we suggest spread over at least a week. You need find the depth of reflection and insight in yourself and prepare your first business plan which must be at least 2 pages and no more than 4.

To become a business partner email

info@opdcoach.com

Becoming an OPDI Business Partner

Preparing your first business plan. We regard this exercise as very important demonstrating your insight and depth of your current business understanding.

This information must be drafted into a business plan of at least 2 pages and no more than 4. Focus on the first 6 months, and how you will support yourself without an income. First sales expected in 5 months and steady growth thereafter, but ensure you have funding to secure yourself and family as appropriate beyond 5 months.

1. Provide a CV.
2. Summary of your situation, current job, income, family, children.
3. How many hours per week will you devote to the project?
4. Where you live, population, main business activities.
5. Market assessment: Number of companies you could access with 30-90 staff. List of companies in the target market staffing range where you judge you can quickly get an appointment with CEO/governance. Preferably 5-7 on list. Use family and friends to assist you build list. Your business plan must list the name, staff numbers, locations, CEO/Governance and the nature of the association you will use to get access.
6. Economic value: Trading currency of those companies, and value of the trading currency in relation to the NZ dollar.
7. Assessment of what is a 'good' daily charge rate for a business coach in that market.
8. Short summary of what you expect to gain. Answer question ... what income do you wish to be on in 3 years?
9. **Preselection study**, Expected 10 hours of study. Aim, fluency with web site www.opdcoach.com, and brochures. Statement the pre-selection study completed.

Our decision: On receipt and understanding provided by the business plan, we may have discussions with you, we may not. Within a week, we will decide whether to proceed. If not, our decision is very unlikely to be reversible.

The operational agreement: OPDI will provide the Business Partner Agreement as the framework of the OPDI-Business Partner working relationship. This agreement is accepted electronically, it is not negotiable, and describes working structure of the contracting operations. You have the choice of whether to proceed, if you do proceed, you are expected to achieve the business plan you provided.

Achieving OPD Quality Facilitator (OPDQF) certification

Expectation is to achieve initial fluency building on completed reading and self-study. Select and close the first 2-3 clients from the list in the business plan.

1. **Pre-selection assessment.** Must exhibit fluency and understanding of initial study materials of web site and brochures. No progression until the pre-selection assessment to standard.
2. **Introduction to the implementation manual.** 1 zoom session. (Note, a zoom session is 1.5 hours)
3. **Preparing for initial sales:** 4 zoom sessions plus 10 hours of self-study. Coaching on (1) securing appointments to present to governance. (2) presenting a business case, (3) gathering data to complete a business case spreadsheet. (4) completion of a business case. (5) presentation of the business case and close of the sale.
4. **Selection of initial prospects from list.** 2 zoom sessions.
5. **Appointments, business case preparation and presentation. Successful close to get first clients.**
6. **Implementation in initial clients:** Ongoing zoom sessions on implementing the technology in the client. Likely some 20 zoom sessions, over 10 weeks, then a zoom session every month prior to any client contact that month.
7. **Assessment and issue of OPDQF (OPD Qualified Facilitator) Certificate.**

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Appointment to the Regional Board

The OPDI Board of Directors governs business functions of Contract Client Services, OPDI Workshops, Marketing and Client Satisfaction, Internal Administration and IT.

OPDI facilitation units ... companies, partnerships, individuals... report to the OPDI Board of Directors via the Regional Management Board. A Regional Board member is by NZ law a shadow director of OPDI and accepts all the responsibilities of a Director under New Zealand Law. A brief is provided, and all Regional Directors must acknowledge they have read and accept it.

Membership of the Regional Board is by invitation only at the discretion of the OPDI Board. OPDI CEO is permanent chairperson of the Regional Board. Meetings via zoom or similar, at least quarterly, and as needed.

Regional Board members will be significant leaders in OPDI Business Partners, preferable with multiple Business Partners within a region.

The purpose of the Regional Board is to coordinate OPDI activities globally, ensuring all opportunities are served, and ensuring quality standards maintained in all operational activities. To seek and recruit Business partners and exercise ongoing oversight on their operations for which the Regional Board member receives a portion of Business Partner client revenues To oversee quality of facilitator caching in Business Partners where they have oversight. To support OPDI client services contractor to ensure all clients are . receiving the sales promise as per the sales business case.

For example, if OPDI market monitoring notes a fall in client satisfaction in a region. Or, if one region is short of OPDQF facilitators and another region has OPDQF facilitators not fully engaged. Note, all OPD-HCD™ facilitation is via zoom or similar. Hence client and OPDQF facilitator do not need be one same continent. It is the Regional Board who approve cultural ‘fit’.

All recommendations approved by the OPDI CEO, as Chairperson of the Regional Board, acting within the parameters authorized by the OPDI Board.

Agreement to be a shadow director under NZ company law

Regional Directors must acknowledge they have read this brief and acknowledge acceptance of appointment to the Regional Board as becoming a shadow director of OPDI. This responsibility due the Regional Board oversees all operations of OPDI. The Regional Board is formally chaired by the CEO of OPDI.

The *Corporations Act* regards a shadow director as a person who has the obligations toward the company, shareholders and clients exactly as a formally appointed director.

Shadow Directors have the same general duties as Directors, including the duty to:

1. exercise their powers with the care and diligence of a reasonable person in the same circumstances. This requires you to remain properly informed about the financial health of the company and to avoid trading while insolvent.
2. Exercise their powers in good faith, in the company's, shareholders, and client's best interests and for a proper purpose.
3. Not improperly use their position to benefit themselves or someone else, or to harm the company.
4. Not improperly use information obtained by virtue of their position as director to benefit anyone, or to harm the company, shareholders or clients.
5. Oversee the OPDI CSR Policy and apply it in addition to any duties expected as a Regional Director.

Directors must also not allow the company to engage in insolvent trading. This means that you should be very clear about the company's financial situation before allowing it to incur any debts.

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