



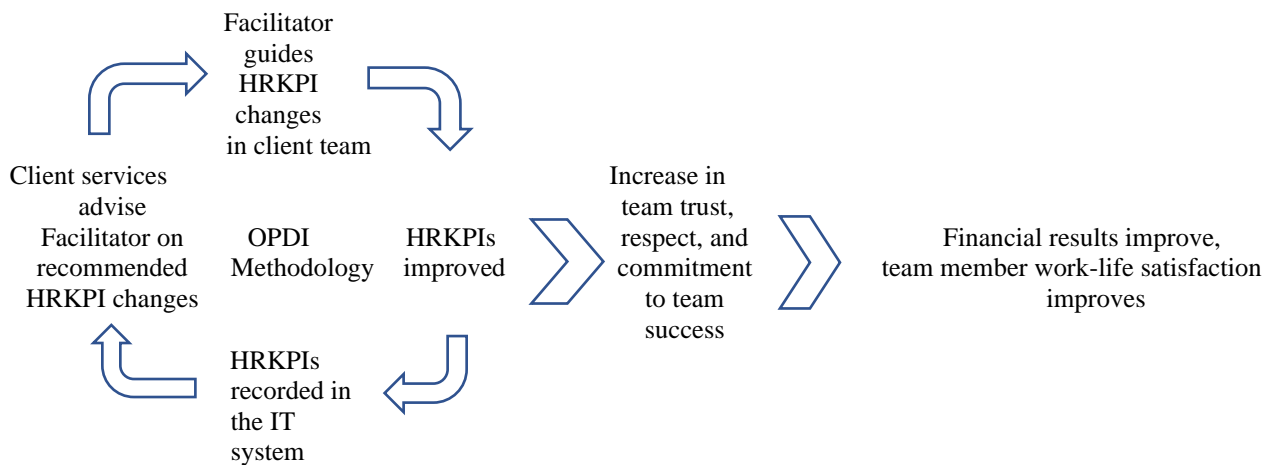
Team performance improvement to add \$500,000 profit to your business

Covid has settled down. What is here now is likely here for the foreseeable future. Clients are seeking to retain profits by improved team results, lower overheads. More efficient compliance. No unproductive spending. Implementing the OPD-HCD™ system will achieve that for clients, while building your consultancy profits via Zoom in a safe and secure ‘home’ environment.

You need clients/network with SME CEOs over 20 staff. Zoom-based consulting business. We provide methodology, training and help close the sales.

Our methodology

The only proactive HR system adding value not merely protecting the value that exists. Adds value, if and only if all other HR policy bought into line.



OPD-HCD™ is a cloud-based IT system managed by OPDI providing advice to OPDI Authorised Facilitators. Facilitators are assigned to clients to build and maintain a range of HR key performance indicators (HRKPIs) as a leading gauge of profitability and staff satisfaction. The HRKPIs are leadership team performance technology derived from the fundamental science of Dr Graham Little (refer www.ssrn.com/author=2572745). OPD-HCD™ provides access to our cloud-based system, with facilitation provided by an OPDI business partner. Web site, www.opdcoach.com. Suggest scan scientific papers behind each topic box to get impression of scientific research depth behind OPD-HCD™.

We invite you to become a business partner.

Sample business case

Download business case spreadsheet www.opdcoach.com, 6th down under **introductory brochures**, use it to explore profit sensitivity and consultancy payback. Place numbers in the green cells to see the possible results. This sample business case is based on client with approximately 30 staff and \$12,000,000 sales. Every client has a business case as the foundation of the contract. Human performance increase is a crucial sensitivity factor, Unitec HR Masters Thesis research shows OPD-HCD™ improves human performance by 12%. <https://www.opdcoach.com/testimonials.php>, OPDI typically uses 10% in business cases.

Consultancy profitability

Your consultancy will gain \$52,000 from each contract assuming a rate of \$1500 per day equalling \$18,000 for 12 days to make the business \$34,000 from the contract, covering supervision, office support etc.

Contract length

Each contract is a minimum of 18 months as it takes 10 months for client teams to ‘get it’ and ‘buy in’. In year 2, your clients make \$370,000 after all costs, lifting profit to sales from 8% to 11%.



If you have suitable clients, we will add to your profits and strengthen long term client relationships with no risk to you.

Consulting effort does not change

It takes the same amount of time to implement our technology with 15 staff as it does with 70. This is because our system works via team leaders. With 15 staff there will be approximately 4 team leaders. With 70 staff, likely 12 team leaders. But the consultant has to be with them for the same amount of time. Hence consultancy cost does not vary much from 10 to 100 staff.

Crucial criteria for success:

Solid relationships with clients having 15-100 staff, company without a strategic HR function.

Your investment

On signing agreement, Business Partners pay \$2000/month, monthly in advance. The payment recorded by OPDI as royalty in advance. On securing actual first client, no royalty is due until royalty in advance is cleared from the account. Advance royalty can only be cleared by royalty paid by Business Partner clients. OPDI success is built on making you successful. First sales expected within 4 weeks of issuing OPDQF certificate to the nominated Business Partner Facilitator, expected in the 4th month of becoming a Business Partner.

OPDI only gets paid if you do. We strengthen long lasting client relationships.

Training

There are NO additional costs for training. Training requires approximately 180 hours and is to be completed within 12 weeks. The commitment is 15 hours/week consisting of 10 hours personal study per week and 5 hours online tutoring by an OPDI Authorised Agent per week. On completion, we issue the OPDQF, OPD Qualified Facilitator certificate. Consultants may not implement their own ideas, they are to implement the systems and methodology of OPD-HCM™, derived from the only scientific general theory of psychology ever developed. Refer https://www.opdcoach.com/2019_SSRN_citations_by_category.pdf.

Consultants MUST be certified, and our methodology applied to our exacting standards, building mutual trust, respect, and an attitude of professional self-responsibility. Only then do we guarantee results for the client. Our methodology is crucial human values managed in a team via our HRKPIs.

Managing cash and fees split

Client fees are payable a month in advance. Clients pay a monthly subscription based on the business case as the agreed foundation of the contract. The combination of Facilitation and IT Client Support builds and retains the HRKPIs such that the business case goals, and staff work-life fulfilment goals are both achieved. OPDI Authorized Agents will assist preparing business cases for clients as required, at no cost. Client fees are paid into a nominated OPDI account and fees due Business Partner paid with 36 hours of fees receipted into OPDI account.

What you get

- Training Facilitators, certification OPDQF, OPD Qualified Facilitator. We also offer an Account Manager Certificate, OPDQAM. We will discuss this with you. Also free of charge.
- Online client support included in the costs.
- Response guaranteed within 24 hours (excluding weekends).
- Coaching/team development materials provided free of charge.
- Sales presentation support included in costs. All brochures provided free of charge.

For consultancy with clients with staff numbers in range of 10-100, we can add many tens of thousands annually to your profits.

Email, info@opdcoach.com to arrange a first Zoom meeting.