

The JOHN MAXWELL **Team**

Frequently Asked Questions

1. When and where will the live 3-day training event take place?

The date for the next 3-day live training event is scheduled for March 20th, 21st and 22nd, 2017, and currently booked at the Orlando World Center Marriott in Orlando, Florida.

Should this date not be convenient for you, please speak to a Program Coordinator, to see if there are any seats still available for the August 2016 live training session, or to request enrollment now into the very next session available after March 2017.

2. Is there any discount for multiple enrollees (i.e. a Husband and a Wife, or employees from a company)?

Yes! You will need to speak directly to a Program Coordinator to find out if a person or persons qualify and how much the discount will be.

3. Do I have to be a coach, a teacher or a speaker to be a part of the John Maxwell Team?

No, you do not. As example, this program benefits those who just want to become a better leader to give value to themselves, their family, their team, their business, their company, place of worship, organization, etc.

4. Do I just have to coach and speak based on John Maxwell's curriculum or can I teach on my own curriculum? Can I integrate the two?

You do NOT have to solely teach on John Maxwell's curriculum. Yes, you can integrate John Maxwell's teachings with your own, giving credit where credit is due, to John Maxwell.

5. Am I restricted to a certain territory or can I be the sole person to teach or speak in my area, as part of the John Maxwell Team?

No. We do not restrict a person to a territory. And we do not offer a person an exclusive territory. You can coach, teach and speak to any individual, or to any

company, or to any organization, anywhere in the world, utilizing John C. Maxwell's curriculum, products and books, as outlined in the program.

6. Do I have to pay money back to the John Maxwell Team from my earnings? Do we share my income?

No. You keep 100% of your coaching, teaching and speaking fees earned. You also can keep 50% of the net profit from any re-sale you may choose to do, of John Maxwell products and books, as outlined in the program.

7. Do I have to pay a renewable fee each year to maintain my certification and/or my license?

No, you do not. However, there is a \$250 fee each year, **after your first year**, to maintain your John Maxwell branded Team Member website. Although we do not expect this price to increase after the first year, there may be a slight increase. Any person not utilizing a John Maxwell branded Team Member website will not be charged.

8. Do I have to wait for full payment or final certification in order to start advertising my association with John Maxwell and use the knowledge and materials provided?

No. You can start advertising and using the materials as they are provided to you, right away. However, a minimal deposit will allow you to start with access to certain materials and training. As you make payments, you will be given further access, until final payment is received whereby full access will be given.

Enrollment with the pay in full option, allows full access to the entire program right away.

9. What is the 100% money-back guarantee?

Complete the entire course of curriculum and by the end of the first day of your first scheduled, live training event, if you feel we did not exceed our commitment and promise to you, simply go to the back of the training room and we'll write you a check for a full refund of your investment with no hassle.

10. How are leads/prospects assigned to each John Maxwell Team member?

The Company maintains a searchable database. A prospect looking for a coach, teacher or speaker, can search for a Team Member by a postal code radius search. Or, a search can be done by name. In addition, should the John Maxwell Team receive a lead requesting services of a Team Member, it will introduce this prospect to the best possible Team Member who meets the criteria requested.

11. How long will it take me to complete the training?

Since John has made some of the training online and available 24 hours a day, the pace of each student will differ. You will need to attend the live training in order to graduate and complete the training. We expect most participants will complete the entire course in 4 to 6 months.

12. Can I charge whatever I want for my services?

Yes, as an independent certified coach, teacher and speaker you set your own fee structure. And, you will never be asked to share any portion of these fees with John Maxwell or any of his companies. You keep 100% of what you earn.

13. Can my current website be linked to my John Maxwell Team website and can my John Maxwell branded Team Member website be linked to my current website?

Yes, you can place a link from any website you currently have legal rights to, to your John Maxwell Team website and vice-a-versa.

14. How many people will be able to join the John Maxwell Team?

Our entire focus is to create and deliver the very best leadership knowledge and skill training system, and access to Maxwell resources for our Partners. We do know that we cannot possibly take everyone who would like to be a member of the John Maxwell Team. John is committed to stop taking members when he feels the program has reached the maximum number of participants. So this opportunity will be on a first come, first serve basis.

15. Is airfare, hotel accommodations, or meal expenses, in relation to the live 3-day live training event, included in the offer?

- a. Airfare is not included.
- b. Right now, this offer **“does includes”** a three-night hotel stay (standard room rate, at a Marriott or Marriott equivalent level hotel) and standard meals (defined as breakfast, lunch and dinner for 2 days and breakfast and lunch for 1 day) during attendance by Team Member at their initially scheduled International Maxwell Certification Live Training Event.
- c. Note – there is any additional **“Registration/Resource”** fee that will be due in order to attend a live event. The fee covers your registration fee to come to the event and provides you with additional resources while at the live event. The fee is currently \$495 and due at the time registration opens for the 3-day live training event, which typically can be above 2 months prior to the event date.

16. When does the program start?

You will receive access to start the program right away OR, when convenient for you. This program is a continual program, so you will never feel pressure to learn everything all at once because as a John Maxwell Team member, you have continuing, unlimited access to the live support calls and to the online university and all of its tools, training and resources, free, for life!

17. I may have a conflict with my schedule. What if I cannot be on one of the live calls, or participate in the online training, or attend the live 3-day training event?

- a. All live training calls are recorded so if you miss one, you can listen to it through the online university.
- b. The online university and all its training and resources are available 24/7 and can be done at your convenience. There is no set schedule.
- c. Should you be unable to attend the scheduled live 3-day training event; you will be allowed to go to the very next live training event offered. However, see the Commitment Form/Contract for complete terms and conditions.

18. What forms of payment for the program are accepted?

All types of credit and debit cards are accepted. You will receive instructions upon check-out.

You may also remit payment with a personal or business check, as well as by bank wire transfer, in which case, you will need to speak with a Program Coordinator for instructions and enrollment.

19. After I make a deposit to secure my spot on the John Maxwell Team, when is my first payment?

In 30 days, with remaining payments due over the next months, consecutively thereafter, until paid in full, prior to the deadline date specified in the Commitment Form/Contract for the live session you are attending.

20. What skill training and resources are included, whether I am joining for personal business or other professional reasons?

Coach training, Speaker training, Sales training, Marketing training, and Business Building training are all included. Additional resources such as mastermind guides, lunch-n-learn scripts, flyers, contracts, fee schedules, logos and so much more are also included.

21. What are the 6 core programs that I will be certified to coach, teach and speak on and will there ever be a time when these are expanded?

The 6 core programs, including coaching manuals, speaking scripts, and power points associated therewith, that John Maxwell has selected for the learning and teaching curriculum are:

Everyone Communicates, Few Connect

Put Your Dream to The Test

How to be a R.E.A.L. Success – Relationship Equipping Attitude Leadership

Becoming A Person of Influence

Leadership Gold

The 15 Invaluable Laws of Growth

John is always creating new content and will offer more materials for his team to coach, teach and speak on. When these are offered you may be grandfathered in, to teach these products, at no additional fee.

Revised on 07-26-16

(FAQ w-o dis)