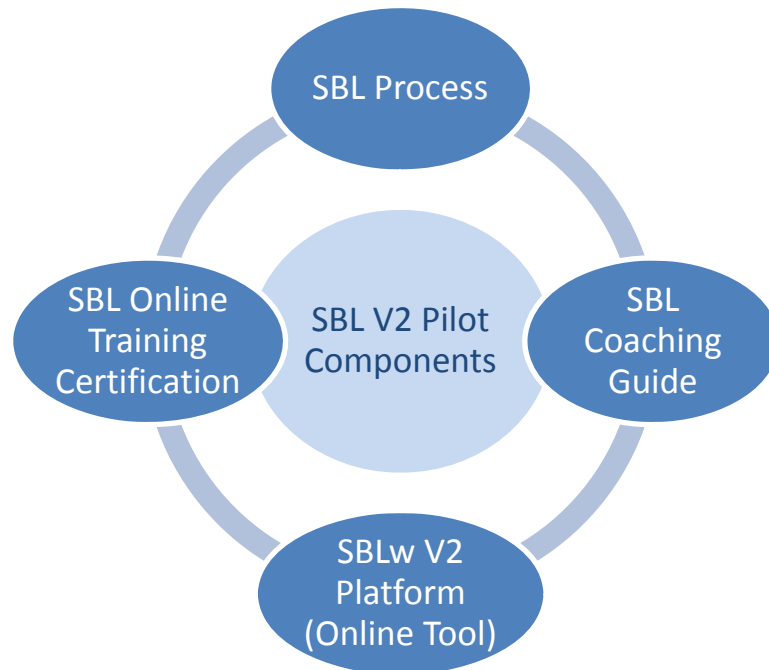


## SBL V2 Test Pilot Components - Summary

*This commitment time is estimated generously, and may take less time. Please consider before committing whether, if needed, you can make this level of commitment.*

### Commitments by Test Pilot Facilitators – 3 Month Commitment

- Commit to exclusive use of SBL yourself for your own TAB business.
- Complete the SBL online certification course and provide feedback.
- Read the manuscript, read the coaching guide (recommended TAB SBL Coaching process) and adhere to TAB coaching protocols.
- Use the SBL process *and* SBLw tool for own business for the duration of the pilot.
- Commit to participate in the training and use with at least one member. Of course, more member use is also very desirable.
- Provide consistent and ongoing feedback to TAB Corporate about the tool through surveys, self-reported metrics (TAB will provide the metrics and dashboard) and regular teleconference calls with other test pilot facilitator/coaches.



### Formal Test Components

1. SBL Process Online Certification Course
  - a. *Includes reading SBL training materials & completing SBL Certification online course. The course does not need to be completed in one setting.*
  - b. Anticipated Time – Approximate **8-12 hours – Total**
2. SBL Process & Effective Communication of Process & Benefits to TAB Members
  - a. Anticipated Time – Approximate **1 hour – Month 1**
    - i. Present improved SBL opportunity to board *Preferred*

- ii. Reinforce and follow up in coaching sessions (No additional time, but completed within 1<sup>st</sup> month of pilot launch *Required with at least minimum number of 1 member*)
- 3. SBL Coaching Guide
  - a. Anticipated Time – *Approximate*                    **2 hours Month 1 + active use of protocols during coaching sessions for the length of the 3-month pilot program**
- 4. *Option.* SBLw V2 (Online Tool)
 

***Pilot Testers are encouraged to test the revised online tool, but it is not required. You may test the certification course, review the coaching guide and SBL process only.***

  - a. Anticipated Time – *Approximate and not including coaching sessions themselves*
    - i. If building own TAB Company plan from scratch – **1-2 hours initially, Month 1**
    - ii. If no plan but importing customizable TAB-provided SBL plan – **1 hour, Month 1**
      - 1. Business Development
      - 2. Marketing
      - 3. Retention
    - iii. If already using SBLw in TAB business – **.5 hours initially, Month 1**
    - iv. Additional coaching preparation, protocol review, additional coach follow up, and pilot feedback/documentation – **0 - .5 hours per SBL member, Ongoing**
- 5. *Optional.* Conduct SBL Talk/GIM presentation campaign (with TAB providing at no cost campaign support)
- 6. Feedback and Pilot Tester Teleconference Meeting Commitments – ***Approximately 1.5 hours per month***

**Total Anticipated Facilitator Time Commitment for Full Pilot Test:  
18.5 – 23.5 hours total commitment over 90 days**