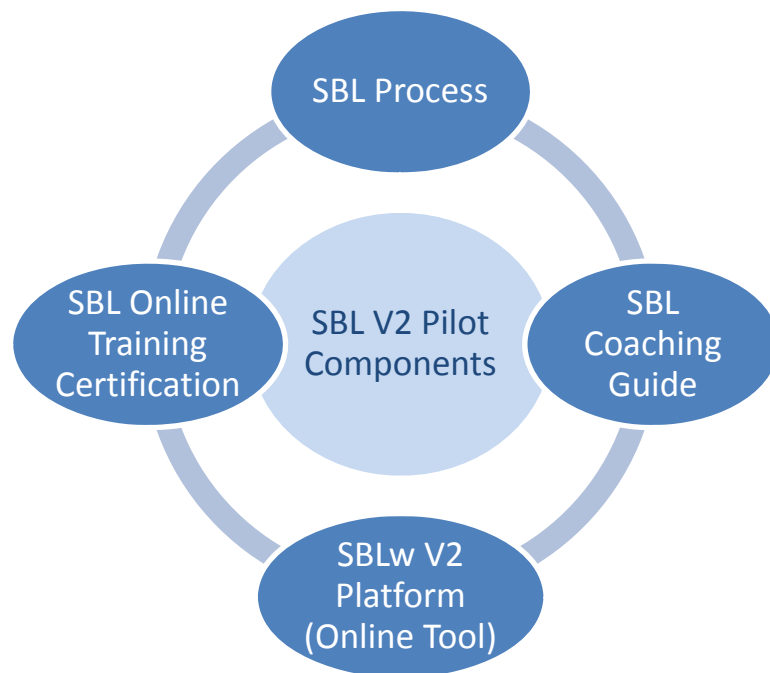


SBL V2 Test Pilot Components - Summary

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 1st 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**