

The IBC Practitioner's Agreement

Version 5

1 April 2015

This IBC Practitioner Agreement (the "Agreement") is entered into as of this the ___ day of ___, 2015, by and between the **Infinite Banking Concept LLC, ("IBC") and _____, hereinafter referred to as (the "Enrollee")**.

RECITALS:

WHEREAS, IBC has entered into a Consulting Agreement with United Services and Trust Corporation ("USTC") to develop the **IBC Practitioner's Program**, a copyrighted and trademarked educational program designed for the sole purpose of educating and training financial and insurance services professionals in the theory and proper implementation of the Infinite Banking Concept, and

WHEREAS, the Enrollee desires to register and enroll in the IBC Practitioner's Program, (the "Program") to benefit from the study of the educational materials and take the required examination (the "Exam") to become officially recognized by IBC as an IBC Practitioner; and

WHEREAS, IBC is willing to provide these educational services, grant a license for the Enrollee to use its trademarked and copyrighted materials; and

WHEREAS, upon the Enrollee successfully passing the Exam, IBC shall, at the Enrollee's option, list the Enrollee on the IBC Website, as an **IBC Practitioner**, subject to the terms and conditions of this Agreement.

NOW, THEREFORE, the parties agree as follows:

1. **DEFINITIONS.** When used in this Agreement, the following terms shall have the meanings set forth below:
 - 1.1 The "**Agreement**" shall mean this IBC Practitioner Agreement, as the same may be amended from time to time hereafter.
 - 1.2 The "**IBC Practitioner**" shall mean the title that will be given by IBC to individuals who enroll in the Program and pass the Exam and pay the applicable annual recognition and renewal fees, as described herein.
 - 1.3 The "**Program**" shall mean the IBC Practitioner's Program to educate and train financial services and insurance professionals so that they can become IBC Practitioners.
 - 1.4 A "**Person**" shall mean any entity, corporation, company, association, joint venture, joint stock company, partnership, trust, organization, individual (including personal representatives, executors and heirs of deceased individuals), nation, state, government (including agencies, departments, bureaus, boards, divisions and instrumentalities thereof), trustee, receiver or liquidator.

- 1.5 The **“Enrollment Fee”** for the Enrollee’s 90-day on-line access to the Program shall be a non-refundable \$1,295.00.
- 1.6 The **“Membership Fee”** shall refer to the annual non-refundable fee of \$520.00 (that shall be paid after the Enrollee successfully passes the Program’s final examination
- 1.7 The **“Renewal Fee”** shall refer to the annual renewal of the membership fee of \$520.00.
- 1.8 The **“Initial Term”** shall, unless sooner terminated as provided in this Agreement, be for a period of one year from the date of the registration of Enrollee in the Program.
- 1.9 The **“Renewal Term”** shall mean the one (1) year period after the Initial Term, which entitles the Enrollee to remain in the Program, subject to the payment of the requisite **“Renewal Fee”**.
- 1.10 The **“Territory”** shall mean the United States of America and Canada.
- 1.11 The **“IBC Practitioner’s Program Materials” (or Educational Materials)** means that material that IBC, in its sole discretion, includes in the IBC Practitioner’s Program and provides to the Enrollee, under this Agreement during the Term.
- 1.12 The **“IBC Practitioner’s Program Management Committee”** shall mean the four member committee that manages the IBC Practitioner’s Program made up of two members from the Infinite Banking Concept, LLC., and two members from United Services and Trust Corporation.
- 1.13 The **“Nelson Nash Institute,”** (previously the Infinite Banking Institute) shall mean the educational entity, which contains the IBC Practitioner’s Program and other educational resources for the general public.
- 1.14 The **“Nelson Nash Institute Board,”** shall mean the four member board which consist of R. Nelson Nash, David Stearns, Robert P. Murphy and L. Carlos Lara.

2. FEES.

- 2.1 **Enrollment Fee.** The non-refundable enrollment fee for the Program tuition and registration shall be \$1,295.00, which shall be paid by the Enrollee to IBC through the process outlined on the IBC Website.
- 2.2 **Membership Fee.** The non-refundable membership fee shall be \$520.00 and shall apply to all Enrollees who have successfully passed the Program’s final examination during this period in order to qualify as IBC Practitioners, members in good standing and, **at their option**, be listed on the IBC Website.
- 2.3 **Renewal Fee.** For those that enroll in the IBC Practitioner’s Program beginning April 1,

2015, the annual renewal fee shall be \$520.00, which fee may be increased each year thereafter by a cost-of-living increase tied to the “consumer price index,” but not to exceed five percent (5%) per year. The renewal fee shall be paid by the Enrollee to IBC through the process outlined on the IBC Website and shall entitle the Enrollee to a renewal of his or her continued participation as an IBC Practitioner in good standing.

3. **ENROLLEE’S EDUCATIONAL MATERIALS; TRAINING.**

3.1 **IBC’s Duties.** Beginning April 1, 2015 and upon the execution of this Agreement by the Enrollee, and prior any monies being collected from the Enrollee, the IBC Practitioner’s Program Four Member Management Committee will conduct a live video conference with the Enrollee to determine the Enrollee’s experience and qualifications before being permitted to join the IBC Practitioner’s Program. Enrollees will be notified of the results of the interview within 48 hours. If the IBC Practitioner’s Program Management Committee deems necessary certain inexperienced applicants (such as those with limited or no prior experience selling life insurance) upon their approval to join the Program will be notified that in addition to the IBC Practitioner course requirements and examination they must also enroll and complete the IBC Practitioner’s Mentor Program before becoming fully authorized and featured on the IBC website. Afterwards, upon IBC’s acceptance of the payment for the “Enrollment Fee,” IBC shall provide the Enrollee with a hard copy of the *IBC Practitioner’s Program Manual* and the required *pass codes* to permit the Enrollee to enter the designated section of the IBC Website, where the Enrollee will be able to access the Program’s Teaching Videos (Classes) and the Exam, including the testing protocol, along with instructions to his Mentor Program requirements, if required.

3.2 **IBC’s Right to Revise Educational Materials.** During the term of this Agreement, IBC may, in its sole discretion, revise, modify, enhance or update any or all of the Educational Materials in the Program. In addition, IBC may, during the term of this Agreement, in its sole discretion, delete or remove from the initial training materials any items that IBC deems appropriate; provided, however, in no event will IBC delete or remove from the Educational Materials any items that will prevent an Enrollee from being trained and educated with The Infinite Banking Concept®, as determined by IBC in its reasonable discretion.

3.3 **Exam.** During the term of this Agreement IBC will make an Exam available to the Enrollee through the proctored testing service center after the Enrollee has had an opportunity to be properly trained in the Program. In order for the Enrollee to take the exam, the Enrollee must have access to a computer that has internet access, a webcam and microphone. The Enrollee shall pay the proctored testing service center approximately twenty five dollars (\$25.00) in order to access and take the exam. The Enrollee must take the exam ninety (90) days after enrollment. Failure to take the exam within the prescribed ninety (90) day period will automatically lock the Enrollee out of the Program material and re-accessing the Program’s material must be done by request. An administrative fee of twenty-dollars (\$20.00) shall be required to re-access the Program material.. If the Enrollee does not receive a passing score on the exam, a forty-eight hour (48 hr.) minimum wait period is required before retesting. The Enrollee shall pay the proctored testing center approximately twenty five dollars (\$25.00) for each exam retest. The Enrollee is not required to take the Exam; **however**, a passing score on the Exam is necessary for the Enrollee to become officially recognized by IBC as an **IBC Practitioner**.

At **Enrollee's option**, the Enrollee will be listed on the IBC Website as an IBC Practitioner.

3.4 **Availability.** IBC will exercise commercially reasonable efforts to make the web access parts of the IBC Practitioner Program available to Enrollee. However, IBC does not warrant that the site will be available on a 24/7 basis, and IBC reserves the right to take the site offline as needed, including but not limited to for maintenance, content revision, or maintaining the integrity or security of the site. Additionally, IBC may block Enrollee's access to the site if IBC suspects the Enrollee's pass codes have been compromised or are being used in an unauthorized manner. Enrollee agrees to hold IBC harmless for unavailability arising out of or resulting from the foregoing. Furthermore, IBC shall not be liable for unavailability due to circumstances beyond IBC's control, including but not limited to Internet outages. Access to the Teaching Videos (Classes) and other portions of the Educational Materials requires Internet access. Enrollee is solely responsible for obtaining and maintaining adequate Internet access to the Educational Materials

4. **ENROLLEE'S REQUIREMENTS AND CONDITIONS.** Except as permitted by this Agreement or by IBC, in writing, (which permission, if granted, shall be for the specific situation and shall not apply to any other situation or be transferable), the Enrollee shall not, and shall not permit any Person to:

- (i) Reproduce, copy, excerpt or condense, publish, display or otherwise make available any of the **IBC Practitioner's Program's Manual, Teaching Videos (Classes)** and the **Exam** to any Person, or permit any Person other than the Enrollee to use or have access to any of the Program's Manual, Teaching Videos and the Exam, or any portions thereof; in no event shall Enrollee make any of the foregoing available to the general public in any medium.
- (ii) Charge any fee or receive any payment in connection with training third parties, (including financial professionals in the financial services industry, insurance agents or advisors, or financial services providers), to use the Program's Educational Materials and or the Infinite Banking Concept.

5. **ENROLLEE'S ACKNOWLEDGMENTS, WARRANTIES AND REPRESENTATIONS.** Enrollee hereby acknowledges, and, where applicable, warrants, to IBC that:

- (i) The Program's Educational Materials, and all information and materials made available to the Enrollee from IBC constitutes valuable property rights of IBC and the use thereof is limited by and subject to all of the terms and provisions of this Agreement; and
- (ii) Enrollee's right to use the Program's Educational Materials is as a licensee and is on a non-exclusive basis; and IBC has the absolute right to grant to any other Person, on whatever terms IBC elects, any or all of the rights or licenses granted to the Enrollee hereunder; and
- (iii) Enrollee may not transfer or assign, in whole or in part, any of the Program's Educational Materials, or any pass codes to any other Person; and
- (iv) If, after passing the Exam, Enrollee wishes to publicly advertise himself or herself as an IBC Practitioner on the IBC website, then Enrollee warrants and represents to IBC that he or she

is an insurance or financial services professional, a tax or legal advisor, or an accountant, or similar professional and holds all appropriate licenses, certifications and other permits or authorizations in good standing. Additionally, the Enrollee's biography and profile must follow the acceptable parameters outlined by IBC for all new Enrollees of the Program after April 1, 2015 and said profile must be submitted to the IBC Practitioner's Program Management Committee for approval before being placed on the IBC website.

- (v) Enrollee warrants and represents that, in the event his or her client specifically requests an "IBC," "Nelson Nash," "Privatized Banking," or "Banking Policy", or, in the event that the Enrollee recommends to his or her client such a policy, and/or the client was referred to the Enrollee for such a policy by the Enrollee's name being listed on the IBC web site, or directly referred to the Enrollee by IBC personnel, then, and only then, the Enrollee will negotiate and execute on behalf of this particular client a DIVIDEND PAYING WHOLE-LIFE INSURANCE POLICY, in accordance with the terms, conditions and the recommendations of the IBC Practitioner's Program.
- (vi) Enrollee acknowledges that the recognition and acknowledgement by IBC, which Enrollee earns as a result of passing the Exam to become an IBC Practitioner, does not constitute a certification by any federal, state and/or local governmental or licensing board.

6. **ENROLLEE'S COMPLIANCE WITH LAWS AND REGULATIONS.** Enrollee shall conduct his or her business in compliance with all applicable laws, rules, regulations, ordinances, licenses, and other requirements of any federal, state, provincial, county, municipal, local, or other governmental agency or board, as well as in accordance with standard practices and procedures of his or her profession.
7. **INDEMNIFICATION AND HOLD HARMLESS.** Enrollee hereby indemnifies and holds harmless IBC, its agents, officers, employees and consultants, against any third-party claims against IBC, its agents, officers, employees, consultants, for damages arising out of or relating to or from any breach of the terms of this Agreement by Enrollee.
8. **RELEASES, DISCLAIMERS AND LIMITATION OF LIABILITY.** IBC hereby disclaims any and all warranties, express or implied, including any implied warranty of merchantability or fitness for a particular purpose, with respect to the subject matter of this Agreement. IBC makes no representation or warranty that any particular result will be achieved by Enrollee as a result of Enrollee's participation in the Program. IN NO EVENT SHALL IBC HAVE ANY LIABILITY TO ENROLLEE FOR ANY INDIRECT, SPECIAL, CONSEQUENTIAL, OR PUNITIVE DAMAGES, INCLUDING WITHOUT LIMITATION, LOSS OF PROFITS, REVENUE OR USE INCURRED BY ENROLLEE, WHETHER IN AN ACTION IN CONTRACT, BREACH OF WARRANTY OR TORT, EVEN IF IBC HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IBC'S AGGREGATE LIABILITY FOR ANY DIRECT DAMAGES TO ENROLLEE UNDER THIS AGREEMENT SHALL BE LIMITED TO THE AMOUNT OF FEES PAID BY ENROLLEE TO IBC IN THE TWELVE (12) MONTHS PRIOR TO THE ACTION GIVING RISE TO THE CLAIM.

9. **TERMINATION.**

- 9.1 **Termination by Enrollee.** Enrollee shall have the right to terminate and cancel this Agreement at the end of the Initial Term. In the event that IBC has not received the applicable Renewal Fee for a Renewal Term within thirty days (30) after the expiration of

the prior term, then, in that event and unless otherwise agreed to by IBC in writing, Enrollee's participation in the Program shall be automatically terminated and IBC may remove Enrollee's name from the IBC Website.

- 9.2 **Termination by IBC.** In addition to the rights of IBC as set forth in Section 9.1, IBC shall have the right to terminate this Agreement upon written notice to Enrollee in the event of:
- (i) non-payment by Enrollee of any fees or other sums due to IBC under the terms of this Agreement;
 - (ii) a breach or violation by Enrollee of Section 5(v) of this Agreement, whereby a client brings a complaint directly to IBC that the Enrollee failed to negotiate and execute a Dividend Paying Whole-Life Insurance Policy to a client requesting, and or, believing he or she had obtained an "IBC," "Nelson Nash," "Privatized Banking," or "Banking Policy," and instead was contracted with another type of insurance policy or financial product.
 - (iii) a breach or violation by Enrollee of any other of the provisions of this Agreement or any other agreement between the Enrollee and IBC.
 - (iv) at the discretion of the IBC Practitioner's Program Management Committee along with a pro-rated refund on any amount remaining on the current year's Membership Fee.
- 9.3 **Procedures after Termination.** Upon termination of this Agreement, Enrollee shall immediately and permanently discontinue and refrain from the use of the IBC Practitioner's Program, including its Teaching Videos and Manual and Enrollee will be removed from the IBC Website. Enrollee will no longer have access to the Program on the IBC Website. If Enrollee has adopted the IBC Practitioner recognition into its marketing materials, Enrollee shall immediately cease any reference to Enrollee as an IBC Practitioner and remove any such designation from any of its marketing materials.

10. **PROPRIETARY INFORMATION/INJUNCTIVE RELIEF AND OTHER RIGHTS.**

- 10.1 **Proprietary Information.** For purposes of this Agreement, "Proprietary Information" shall mean any pass codes and information, supplied to the Enrollee hereunder, relating to the Program and shall include (but not be limited to) the IBC Practitioner's Program Manual, its Teaching Videos (Classes) and the Exam.
- 10.2 **Nondisclosure of Proprietary Information.** Enrollee agrees to regard and preserve as confidential, all Proprietary Information, whether Enrollee has such information in memory or in writing or other physical form. Enrollee shall not, without written authority from IBC to do so, directly or indirectly, use for the benefit or purposes, nor disclose to others, either during the term of this Agreement or thereafter any Proprietary Information. However, the Enrollee may disclose information in order to comply with any applicable laws or to comply with lawful state and/or federal government requests for information.
- 10.3 **Exceptions.** The foregoing obligations of this Section 10 shall not apply to any part of the Proprietary Information that (i) has been disclosed in publicly available sources of

information, (ii) is, through no fault of the Enrollee, hereafter disclosed in publicly available sources of information, or (iii) has been or is hereafter lawfully disclosed to Enrollee by any third party, but only to the extent that the use or disclosure thereof has been or is rightfully authorized by that third party.

10.4 **Remedies and Survivability.** Enrollee acknowledges and agrees that money damages would not be a sufficient remedy for any breach of this Section by Enrollee and that, in addition to other remedies, and notwithstanding any dispute resolution process set forth herein, IBC shall be entitled to specific performance and/or injunctive or other equitable relief, without the requirement of posting a bond, for any such breach. The provisions of this Section shall continue and survive the termination of this Agreement.

11. MISC. PROVISIONS:

11.1 **Entire Agreement.** This Agreement is the entire agreement between the Parties with respect to the subject matter hereof and supersedes all prior agreements between them with respect thereto.

11.2 **Amendment.** This Agreement may not be altered or amended except by a written agreement duly executed by both of the Parties.

11.3 **Agreement Binding.** The provisions of this Agreement shall be binding upon and shall inure to the benefit of the Parties and their respective successors and assigns, subject, however, to the provisions regarding assignment herein above set forth.

11.4 **Counterparts.** This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, and said counterparts shall together constitute but one and the same agreement, binding upon both of the Parties hereto, notwithstanding that both of the Parties are not signatory to the original or the same counterpart.

11.5 **Headings.** The headings of the several sections of this Agreement are inserted solely for convenience of reference, and in no way define, describe, limit, extend or aid in the construction of the scope, extent or intent of this Agreement or of any term or provision hereof.

11.6 **Terms.** Where the context so requires, the use of the masculine gender shall include the feminine and/or neuter genders and the singular shall include the plural, and vice versa.

11.7 **Severability.** In the event that any provision or any portion of any provision contained in this Agreement is unenforceable, the remaining provisions and, in the event that a portion of any provision is unenforceable, the remaining portion of such provision, shall nevertheless be carried into effect.

11.8 **Governing Law.** This Agreement is to be governed by and construed in accordance with the laws of the State of Alabama. Any suit brought here on, whether in contract, tort, equity or otherwise, shall be brought in the state or federal courts sitting in Birmingham, Alabama, the Parties hereby waiving any claim or defense that such forum is not convenient or proper. Each of the Parties hereby agree that any such court shall have in personam jurisdiction over it, consents to service of process in any manner authorized by

Alabama law, and agrees that a final judgment in any such action or proceeding shall be conclusive and may be enforced in other jurisdictions by suit on the judgment or in any other manner specified by law.

11.9 **No Waiver.** The failure of either Party to enforce at any time or for any period of time the provisions of this Agreement shall not be construed as a waiver of such provision or of the right of such Party thereafter to enforce each and every such provision of this Agreement.

11.10 **Dispute Resolution Procedure.** The Parties shall follow the dispute resolution process set forth in this section in connection with all disputes, controversies or claims, whether based on contract, tort, statute, fraud, misrepresentation or any other legal theory arising out of or relating to this Agreement or breach of alleged breach of this Agreement (collectively "Disputes").

- a. The Parties will use all reasonable efforts to settle all Disputes through good faith negotiations. If those attempts fail to resolve the Dispute within thirty (30) days of the date of initial demand for negotiation, then the Parties shall use all reasonable efforts in good faith to settle the Dispute by mediation conducted under the Commercial Mediation Rules of the American Arbitration Association (AAA), or other such rules agreed to in advance by the Parties in writing.
- b. Any Disputes not finally resolved at mediation shall be settled by binding arbitration conducted in accordance with the then current AAA, or other such rules agreed to in advance by the Parties in writing, by a single arbitrator. The arbitration hearing shall be held in Jefferson County at a place and time designated by the arbitrator.

The laws of the State of Alabama shall govern all issues of law. The arbitrator shall not have the power to award punitive damages, or any other damages not permitted to be recovered under the terms of this Agreement, as the Parties have agreed to exclude such damages from any relief any Party will seek as a remedy.

The arbitrator shall award to the prevailing Party all attorneys' fees, and other costs incurred in the preparation for and participation in the arbitration proceeding. No attorneys' fees shall be awarded for any Dispute that is resolved prior to a demand for commencement of arbitration proceedings.

The award of the arbitrator shall be final and binding on all Parties. Judgment on the award may be entered by any Party in the highest court, state or federal, having jurisdiction.

The Dispute resolution process set forth in this section shall survive the termination or expiration of this Agreement.

11.11 **Recitals.** The recitals set forth at the beginning of this Agreement are part of this Agreement.

11.12 **Assignment.** Enrollee may not assign this Agreement or delegate its duties hereunder without the prior written consent of IBC.

IN WITNESS WHEREOF, this Agreement is made as of the day and year first above written.

INFINITE BANKING CONCEPTS, LLC

BY: _____
(Signature)

ITS: David M. Stearns

ENROLLEE:



(Print full name)

(Enrollee's signature)

(Enrollee's mailing address)

(City and state)

Zip Code: _____

E-mail: _____

Telephone No. _____

FAX No. _____

The IBC PRACTITIONER MENTOR PROGRAM

Welcome Mentor and Mentee

The *Nelson Nash Institute* is proud and honored to have you join our Mentoring Program. Your involvement will bring many benefits to you, your colleagues, and the entire Infinite Banking Concept® Practitioner community.

As a mentor, you will be providing those in the process of becoming *Authorized* Infinite Banking Concept® (IBC) *Practitioners*, and any current member practitioners seeking additional experienced assistance, with the essentials and support required to *implement* the Infinite Banking Concept® with clients and prospects.

As a mentee, you will receive the personalized guidance you most need to take you directly from the textbooks to live interactions with the general public by a knowledgeable and experienced Authorized IBC Practitioner. You will learn from an expert coach all of the necessary steps from getting clients, learning their needs, designing an appropriate IBC policy, and including the actual delivery of an IBC policy.

We hope you will enjoy your time in this important working relationship. The future of the Authorized IBC Practitioner's Program is dependent on the moral integrity, professionalism, client focus, and mutual support among all of its member practitioners. Your involvement in this Mentoring Program solidifies this important foundation and helps guide the future of *privatized banking*.

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A. Program Description - Mentoring Programⁱ

The *Authorized IBC Practitioner's* Mentoring Program has been established in order to provide a method of introducing and encouraging *Authorized IBC Practitioners* to work together, to network and support the *Nelson Nash Institute*, and to provide a practical method of learning how to implement IBC with prospective clients. Mentors are current members of the *Authorized IBC Practitioner's Program* who have agreed to help prospective *Authorized IBC Practitioners* learn about the *Infinite Banking Concept* in general and more specifically about the implementation of IBC as taught in the *IBC Practitioner's Program*. The development of a professional mentoring relationship between the mentor and mentee is one of the many benefits of the *Authorized IBC Practitioners Program*. The long-term goal of the *Authorized IBC Practitioner's Mentoring Program* is to create an interest in *Authorized IBC Practitioners* working together to create a dynamic professional organization for educating and training of *Authorized IBC Practitioners*.

On the mentor side: Already existing members who meet the relevant criteria (listed below) should fill out the application form if they wish to apply to become a mentor. An interview with the Mentorship Committee of the Nelson Nash Institute may be scheduled before a final decision is given.

On the mentee side: Effective April 1, 2015, the Nelson Nash Institute Board will have a video-conference interview with *all* new applicants before allowing them to join the Practitioner's Program. If the Board deems necessary, they will notify certain inexperienced applicants (such as those with no prior experience selling life insurance) that before becoming fully Authorized IBC Practitioners featured on the website's Finder, not only will they need to pass the formal course exam, but they will also undergo *mandatory* participation in the Mentorship program. (This requirement will be made clear upfront, before any applicant is allowed to begin the Course.) Of course, anyone who has passed the Course exam and remains in good standing with the program has the *option* of requesting a mentor at any time, but the Board reserves the right to tell new applicants (beginning April 1, 2015) that such participation is mandatory in order to become fully Authorized.

Given a group of approved mentors and a pool of mentees, the Committee Chair will pair or approve all suggested pairing of mentors with their mentee. Every effort will be made to match mentors and mentees with similar backgrounds and in the same state whenever possible. Once paired, the mentor and mentee will be provided the necessary contact information for their initial meeting (ideally in person) and formal introduction. It is recommended, but not required, that once compatibility has been established mentors and mentees be contracted with the same insurance carriers in order to split their commissions on delivered Infinite Banking Concept® life insurance policies.

B. Mission Statement

The *Authorized IBC Practitioner Mentoring Program* is a personalized coaching program for *Authorized IBC Practitioners* to be able to learn more about *Infinite Banking Concept®* implementation, take advantage of education and training opportunities, develop a network with colleagues, and meet their individual potential with assistance from experienced *Authorized IBC Practitioners*. The Program is designed to help *Authorized IBC Practitioners* succeed, empower them to feel more confident with prospective clients, inform them of methods to improve their delivery of the IBC message, and promote a sense of fraternity.

C. What is a Mentor?

Definition

An *Authorized IBC Practitioner* mentor is an experienced financial services professional who willingly provides professional and useful advice to prospective *Authorized IBC Practitioners* in order for them to achieve success in implementing IBC with their clients or prospects.

Qualifications to Be Considered as a Mentor

1. Five (5) years of Infinite Banking Concepts® agent experience.
2. Minimum commitment of one year to the *Authorized IBC Practitioner's* Mentor Program.
3. Willingness and ability to communicate with mentee as often as necessary.
4. Must have completed the *IBC Practitioner's* course of study and be an *Authorized IBC Practitioner Program* member in good standing.
5. Practice IBC in his or her personal household or business affairs. Must be willing to share personal policy information with the Nelson Nash Institute Board at the time of submitting mentor application.

Role

1. To serve as a guide, sharing your professional experiences, learning opportunities, and networking sources.
2. To listen, answer questions, and offer tips and suggestions to improve the mentee's professional abilities.
3. Promote and encourage the importance of participation in *Nelson Nash Institute* training opportunities and conferences, including the *IBC Practitioner's Think Tank*.
4. Help build the mentee's confidence by providing feedback regarding his/her strengths and development needs.
5. In conjunction with the mentee, role play interviews and interactions with the public, from initial introduction of the IBC message to delivery of the IBC banking policy or contract.
6. Work on live cases together from initial interview to delivery of contract.
7. Contractually split commissions on all delivered cases that are used in the mentoring program.
8. Be a sounding board for ideas.
9. Assist in setting goals and strategies for improving mentee's abilities.

Benefits

1. Share knowledge and experiences.
2. Assist in the growth and education of other *Authorized IBC Practitioners*, thereby raising the excellence of the program in the public's eyes and helping all Practitioners.
3. Give back what you have gained from the *IBC Practitioner's* program training and your experience with implementing IBC with your clients.
4. Practice problem solving and listening skills.
5. Meet people with diverse experiences, skills, and contacts.
6. Collaborate with mentors/mentees who have similar career goals, interests, and job functions.
7. Strengthen the *Authorized IBC Practitioner's Program* by encouraging the mentee to stay involved.

Expectations

1. Clarify expectations with the mentee as to the extent to which you will offer guidance.
2. Become familiar with the mentee through personal interactions, phone calls and/or video conferences, and reviewing his/her resume.
3. Introduce the mentee to other *Authorized IBC Practitioners*.
4. Share pertinent information and e-mail messages.
5. Be honest and professional in all interactions with mentee by following the *Infinite Banking Concepts Practitioner's Agreement*.
6. Attempt to attend the annual *IBC Practitioner's Think Tank* Conference and provide guidance to the mentee during the conference.
7. Promote the *Authorized IBC Practitioner's* training opportunities and continue to review these membership benefits with the mentee throughout the year.
8. Submit a yearly report about the mentoring program and your relationship with individual(s) you mentored to the *Infinite Banking Institute* Mentorship Committee Chair.

D. What is a Mentee?

Definition

An *Authorized IBC Practitioner* mentee is either an already *Authorized IBC Practitioner* or a student who has passed the Course training and exam, seeking professional advice and guidance from a mentor approved by the Nelson Nash Institute in order to achieve success implementing *Infinite Banking Concepts®* with his/her clients and prospects.

Qualifications

1. Must have completed the *IBC Practitioner's* course of study (including passing the exam) and be in good standing with the program.
2. Minimum commitment to deliver and close two cases with the assigned mentor in order to learn proper implementation of IBC policies, with commissions split as agreed before the mentorship relationship begins.
3. Willingness to communicate with the mentor as often as necessary.

Benefits

1. Meet *Authorized IBC Practitioners* with varied experience, skills, and contacts.
2. Learn how to implement the *Authorized IBC Practitioners program*.
3. Practice problem solving and listening skills.
4. Network with other *Authorized IBC Practitioners*.
5. Become a future mentor for other *Authorized IBC Practitioners*.
6. In conjunction with the mentor, role-play interviews and interactions with the public, from initial introduction of the IBC message to delivery of the IBC policy or contract.
7. Work on live cases together from initial interview to delivery of contract.
8. Contractually split commissions on all delivered cases that are used in the mentoring program.

Expectations

1. Communicate effectively with your mentor.
2. Take initiative and seek professional advice from your mentor when needed.
3. Know and be able to discuss your needs and goals with your mentor.
4. Receive feedback from your mentor objectively.
5. Take responsibility for your career goals.
6. Attempt to attend the annual *IBC Practitioner's Think Tank*, or training opportunities and conferences, and receive guidance from your mentor during these conferences.
7. Submit a brief yearly report about the mentoring program and your relationship with the individual that mentored you to the *Infinite Banking Institute* Chair of the Mentorship Committee.

E. The Nelson Nash Institute Mentorship Committee Chair

The *Nelson Nash Institute* Mentorship Committee Chair will maintain, facilitate, and expand the mentorship program and its benefits to support *Authorized IBC Practitioners* as they develop within the profession and the institute.

F. Time Line

At any time, any existing Authorized IBC Practitioner who wishes to enhance his or her implementation skills may join the mentorship program as a mentee. In addition to this voluntary participation, effective April 1, 2015 certain applicants to the Practitioner Program will be told upfront that in order for them to become Authorized, they will need to not only pass the exam but also complete the mentorship program.

The mentorship program is result-oriented, rather than defined by a duration of calendar time. The formal criterion for graduation from the program is that the assigned mentor “signs off” on the mentee as being ready to join the ranks of Authorized IBC Practitioners. However, the general expectation is that the mentee will deliver and close two separate IBC policies with the mentor (splitting commissions as explicitly determined at the outset of the relationship) before the training is complete.

If they both consider continued relationship fruitful, mentor/mentee pairs are allowed to collaborate beyond the initial two cases. Naturally, even after graduating from the formal mentorship program, participants may continue to collaborate and split cases if they so desire.

G. Suggested Activities for Mentors and Mentees

1. Mentor and mentee develop goals and objectives for their year of mentoring.
2. Attempt to attend the annual *IBC Practitioner's Think Tank*, or training opportunities and conferences.
3. Mentor assists mentee in developing their Authorized IBC Practitioner profile listing as posted to the Infinite Banking Concepts hosted Practitioner Finder Database.
4. Mentor develops a case that will teach the mentee the benefits of a mentoring program.
5. Role-play client (or prospect) interviews and interactions, from initial introduction of the IBC message to delivery of the IBC policy or contract.
6. Work on live cases together from initial interview to delivery of contract.
7. Contractually split commissions on all cases that are used in the mentoring program.
8. Mentor assists mentee with developing their skills and presenting themselves professionally.

H. Suggested Activities for Mentors

1. Advise the mentee on how to best implement the Infinite Banking Concept® with clients or

prospects.

2. Show the mentee how to introduce IBC to clients and prospects.
3. Educate the mentee about the many aspects of policy design and policy loan usage.
4. In conjunction with the mentee, role-play client (or prospect) interviews and interactions, from initial introduction of the IBC message to the delivery of the IBC policy or contract.
5. Work on live cases with mentee from initial interview to delivery of contract
6. Guide mentees toward educating their clients and prospects on the Infinite Banking Concept®.

I. Frequently Asked Questions (FAQ)

MENTOR:

Q: Why are mentors so important?

A: Mentors play a significant role in the professional development of *Authorized IBC Practitioners* by serving as a teacher, coach, counselor, and role model. They provide feedback and encouragement, offer professional advice, and help others make the connection between their present performance and their future.

Q: I have never been a mentor before; do you offer any training for me?

A: There is no formal training of mentors per se, but the Nelson Nash Institute will connect new mentors with veterans to relieve any concerns. Keep in mind that the qualifications to become a mentor are generally sufficient; the mentee will have passed the theoretical hurdles through the Course and exam, and needs a mentor for the practical implementation of IBC.

Q: What if I cannot answer the mentee's questions?

A: Some questions posed to you by your mentee might not be in your field of interest or within your scope of knowledge. When this situation arises, we encourage you to share this with the mentee and forward the question on to the Membership Committee Chair.

Q: What if I'm not comfortable with my proposed mentee?

A: Please tell us! The purpose of your first introductory meeting is to see whether the two of you are compatible. The match won't be finalized until you have both approved it. Tell us frankly if things aren't working the way you had hoped. If you haven't talked directly with your mentee about issues that are causing disagreement, do so. Often, it will be a question of miscommunication that can be cleared up through open conversation. The next step is to talk with the Mentorship Committee Chair.

Q: How do I become a mentor?

A: To become a mentor you need to fill out the *Authorized IBC Practitioner's Mentor Form*. After

your form has been received and evaluated, the Mentorship Committee Chair will contact you. An interview with one or more members of the Committee may be required before a final decision.

Q: Will I be compensated for my time as a mentor?

A: There is no formal compensation involved through the IBC Practitioner Program. However, you and your mentee(s) will agree upfront on how the commissions will be split among the cases that the mentee(s) bring for joint work. The general expectation is that at least two such cases will be delivered and closed before the mentor “signs off” on a mentee.

MENTEE:

Q: Why have an *Authorized IBC Practitioner’s* mentor?

A: Work collaboratively with an experienced *Authorized IBC Practitioner* and experience implementing IBC with prospective clients. (Additionally, for certain new applicants after April 1, 2015, participation in the mentorship program will be mandatory.)

Q: Who can be an *Authorized IBC Practitioner’s* mentee?

A: Anyone who has completed the Course and passed the final exam.

Q: What if I’m not comfortable with my proposed mentor?

A: Please tell us! The purpose of your first introductory meeting is to see whether the two of you are compatible. The match won’t be finalized until you have both approved it. Tell us frankly if things aren’t working the way you had hoped. If you haven’t talked directly with your mentor about issues that are causing disagreement, do so. Often, it will be a question of miscommunication that can be cleared up through open conversation. The next step is to talk with the Mentorship Committee Chair.

Q: How long will I remain a mentee?

A: There is no set calendar duration for the mentor/mentee relationship. The formal requirement is that the mentor “signs off” on the mentee as being ready to become a fully Authorized IBC Practitioner. Generally this is expected to occur after the mentee delivers and closes two separate IBC policies with the mentor.

Q: Is there a fee for joining the *Authorized IBC Practitioner’s* Mentoring Program?

A: No, there is no fee to join the *Authorized IBC Practitioner’s* Mentoring Program. However, mentors and mentees must explicitly agree at the start of their relationship on how commissions will be split for joint cases.

ⁱ A number of items found in this document were structured after the *Florida Library Association’s* Mentoring Program.