

Outrageous Results... Want Some... Get Some!



Business **O**pportunities **U**nlimited **N**etworking **C**oaching & **E**ducation
Getting Business To Come To YOU!

REQUEST FOR PROPOSALS

REQUEST DATE: DECEMBER 2, 2010

DUE DATE / TIME: DECEMBER 7, 2010 / 4:58PM

NEEDED: **Expert Presenters for 2011
BOUNCE Business Academy
Boot Camp**

BACKGROUND:

BOUNCE is Your Community & Business Partner Organization!

BOUNCE is The Ultimate Customizable System for GROWING YOUR BUSINESS & Getting Business To Come To YOU... But ***You Have To Participate!*** We Develop Business Opportunities in a Cooperative Community.

The purpose of the BOUNCE Business Academy Boot Camp is to provide an educational basis for entrepreneurs, multi-level marketers, business professionals, presidents, and CEOs to fix their problems in the following categories:

- Prospecting Plan
- Business Plan
- What it takes to be an Expert
- Non-Traditional Sales Education
- Contact Management
- Advertising / Marketing Education, etc.



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Business Academy Boot Camps are held on the second Monday of each month. The training schedule is from 9:02am – 11:28am. Doors open to participants at 8:32am for informal NetWorking; Expert Presenters are encouraged to arrive by 8:00am for set up and to be on hand for informal NetWorking when the doors open to participants.

EXPERT PRESENTER SCOPE OF WORK:

Training Schedule

The Expert Presenter must give a 90 minute educational presentation on the chosen business topic/subject. The Expert Presenter should facilitate 30 minutes of role-playing and / or other hands-on learning activities and should facilitate 15 minutes of questions & answers. Our members prefer an interactive session, rather than just lecture alone. Sessions must end on time.

Expert Presenters must use handouts – our members like something to take with them. Handouts must include "**Prepared For BOUNCE**"

If you want BOUNCE to print & copy the handouts for you, please attach them to an email to the Director Of Learning at bounce@popkave-coaching-and-consulting.com by the date indicated in your contract.

If using PowerPoint, Expert Presenters must arrange to bring a projector.



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Additional Paperwork required by BOUNCE:

Expert Presenters must submit an electronic version of presentation information including handouts, photo, & logo to director of learning at bounce@popkave-coaching-and-consulting.com no later than the date indicated in your contract.

Expert Presenters will be asked to sign a contract to speak, at time of scheduling.

CANCELATION NOTICE

Barring catastrophic emergency, an Expert Presenter must give at least three (3) months notice of cancelling his / her presentation.

COMPENSATION

Expert Presenters do not receive monetary compensation for their presentations. However, they do receive a complementary registration to the event and are encouraged to use this event as a marketing opportunity for their business. A table at the back of the room will be provided to display products and materials, but no selling is permitted from the front of the room. Expert Presenters are high-profile attendees and are encouraged to pass out their business cards or contact information.

At the same time, presentations are not intended to be sales pitches. Expert Presenters need to balance their marketing message with their topic which should be educational in nature and not an advertisement for their goods or services.



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PROPOSAL INSTRUCTIONS

- Proposals will be accepted from members and from non-members of BOUNCE.
- Expert Presenters may submit as many proposals as they like, but each topic must be submitted separately. They are grouped by topic during the selection process and failure to submit topics separately will disqualify your proposal.
- Submit proposals electronically as a WORD ***and*** as a PDF file.
- Submit proposals using form on pages 7 & 8 of this RFP.
- Proposal packages must include:
 - The proposal info requested on pages 7 & 8
 - Expert Presenter's BIO
 - Presentation Testimonials
- Email proposals to bounce@popkave-coaching-and-consulting.com, with the subject line **RFP – BABC**.
- **PROPOSALS DEADLINE:** 4:58pm – Tuesday, December 7, 2010.
- If you email a proposal and do not receive an email reply within 24 hours, please call 570-617-6608 for confirmation.
- RFP respondents will be notified of the Program Committee's selections during the third week of December 2010.
- Selected presenters will be asked to provide a headshot in .jpeg format for marketing purposes and a brief introduction that can be read at the event.
- Please choose from the list of 2011 BABC Proposed Programs on Pages 4 & 5 of this document. Each topic is listed by date. Please remember to submit separate proposals for each topic you are submitting.



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2011 BABC PROPOSED PROGRAMS

| DATE | BABC PROGRAM TOPICS |
|--------|--|
| 10-Jan | Goals <ul style="list-style-type: none"> • PROSPECTING PLAN • BUSINESS PLAN |
| 14-Feb | WHAT IT TAKES TO BE AN "EXPERT" <ul style="list-style-type: none"> • EXPECTATIONS ON HOW TO BE THE BEST • TIPS FOR BUILDING BUSINESS RELATIONSHIPS |
| 14-Mar | BUILD INSTANT RAPPORT WITH PROSPECTS & CLIENTS <ul style="list-style-type: none"> • COMMUNICATION SKILLS • INCREASING COMFORT & TRUST • MIRRORING BEHAVIORAL STYLE • SELLING PSYCHOLOGY |
| 11-Apr | ELIMINATING OBSTACLES TO SALES <ul style="list-style-type: none"> • SETTING CLEAR AGENDAS • CREATING MUTUAL COMFORT • MUTUAL AGREEMENT ON NEXT STEP • GETTING RID OF "I HAVE TO THINK ABOUT IT" |
| 9-May | QUESTIONS TO ASK TO FIND THE REAL ISSUES <ul style="list-style-type: none"> • COST OF THE ISSUES (ROI) • DETERMINING THE IMPACT OF THOSE ISSUES, TECHNICALLY AND EMOTIONALLY |
| 13-Jun | TECHNOLOGY <ul style="list-style-type: none"> • TOP SIX THINGS TO KEEP TRACK OF WHEN MANAGING YOUR CONTACTS |
| 11-Jul | DISCOVER THE MOST COST EFFECTIVE WAYS TO ATTRACT CLIENTS & PROFITS <ul style="list-style-type: none"> • LOW COST / NO COST • ONLINE / OFFLINE • BRANDING • DEVELOPING MARKETING PLAN |

Contracts for these dates have already been awarded.



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- 8-Aug **QUESTIONS TO DISCOVER YOUR CUSTOMERS' ALLOCATED RESOURCES FOR SPENDING**
- YOUR CUSTOMER'S BUDGET – IS THERE A COMMITMENT TO REALLY CHANGE
 - IS YOUR CUSTOMER WILLING AND ABLE TO INVEST MONEY?
- 12-Sep **HOW TO CREATE A ONE-STOP-CLOSE**
- A MUTUAL PROCESS FOR MAKING DECISIONS
 - BUYING INFLUENCES AND MODES
 - DETERMINING HOW & WHEN DECISIONS ARE MADE
- 10-Oct **LEARN HOW TO SOLVE THEIR CHALLENGES**
- STEPS TO SOLVE SPECIFIC CHALLENGES
- 14-Nov **LEARN HOW TO AVOID "RETURNS"**
- NO "BUYER'S REMORSE"
 - REFERRAL BONUSES
 - SEE THE FUTURE
 - TRANSFER TO OTHERS
- 12-Dec **LEARN THE CRITERIA TO GET A LOAN**
- GRANTS
 - CREDIT SCORES
 - PROFIT & LOSS
 - BOOKKEEPING



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PROPOSAL SUBMISSION FORM

It is acceptable to use a typed coversheet with the SAME information in lieu of this form.

| | | |
|---|------------------------------|-----------------------------|
| PRESENTER NAME: | | |
| COMPANY NAME: | | |
| EMAIL ADDRESS: | | |
| PHONE: | | |
| IS THE PRESENTER THE BUSINESS OWNER? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| PRESENTATION DATE | | |
| PRESENTATION TOPIC | | |
| TITLE OF PRESENTATION | | |

Bullet points – (Using 4-5 words and 4-5 lines below) (value-oriented for audience)

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Presentation Summary (100 words or less)

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LEARNING OBJECTIVES:

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|----|
| 1. |
| 2. |
| 3. |

- Submit proposals electronically as a WORD **and** as a PDF file.
- **Submit ALL information requested.**
- Submit **separate proposals** for multiple submissions.
- EMAIL PROPOSALS TO: bounce@popkave-coaching-and-consulting.com
- SUBJECT LINE: **RFP – BABC.**
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