



Ideal Coach/ “SAN Coach”

Must be competent in:

1. The engagement and explanation
2. The:
 - (i) financial models
 - (ii) business models
 - (iii) client models and engagement processes
 - (iv) personal mastery in IQ and EQ
3. The collateral provided in SAN
4. Queries that will be coming from Network Members and explanation
5. Pricing and explanation of SAN Suite fees
6. The reasoning behind the models
7. The ability to find new Network Members. It is assumed that members will come and go over a period of time.
8. Must be able to run a Network and have a high level of communication skills.
9. Must be able to add value to the SAN, plus the individual Network through contribution of IP and the skill sets that you have.
10. Must not “mess” with the hamburger, must be coachable