



# The Mandt Student Academy

**Explore the possibilities...**



## Mandt Student Academy

### An ROI approach to Mandt System Certification

Unlike many vendors, the Mandt System® does not seek to restrict organizations with active Mandt Certified Instructors from delivering our 'student level' proprietary content to individuals or entities outside the ones listed on our Copyright Release form.

Teaching individuals outside your Copyright Agreement form is predicated on fidelity to Mandt standards and the provision of a small intellectual property fee to the Mandt System. We can discuss your opportunity to become a 'Mandt Student Academy'.

This Mandt System, Inc. program enables you to teach and certify individuals not included on your Copyright Release form through a Mandt Training Storefront Agreement. When the Mandt System® certification is performed outside of the organization or agency, it is important to ensure adequate insurance coverage. This requires the contract between the two

organizations rather than the instructor and the entity requesting student level certification.

A Mandt System® Certified Instructor must contact Kevin Mandt at [kevin@mandtsystem.com](mailto:kevin@mandtsystem.com) to request a Mandt Student Academy Agreement. The contracts, one for the instructors' organization and one for each of the

instructors providing the instruction will be drafted by the Mandt System, Inc.

These agreements must be signed and signed copies be in possession both by the organization and the Mandt System, Inc.

Meeting the satisfactory requirements of the Mandt Training Storefront Agreement allows and confers onto the organization the status of 'Mandt Student Academy'. This permits the organization to use branding and logos as per Mandt branding guidelines. The status of 'Mandt Student Academy' will be valid as long as an active Certified Instructor and agreement requirements are in place.



## Requirements & Fees

An intellectual property 'seat fee' of \$25.00 per student is due for all students taught from other agencies. The fees include the provision of a student workbook (plus shipping and handling), certificate and event training processing. The fee that the Mandt Student Academy can levy to the students' purchasing organization cannot exceed \$170.00 per person for a 2 day class or \$85.00 for a one day class. This represents a \$145.00 to \$25.00 revenue share between the training organization and the Mandt System, Inc. A lesser fee per student per day can be ordered but the \$25.00 IP fee to the Mandt System, Inc. is still due.

Mandt Student Academy numbers will need to be shared with the Mandt System office ahead of training and purchase of IP seat fees made to ensure timely delivery of materials and event support from the Mandt System, Inc.

Organizations that already have External Instruction Agreements can be transferred to this new model and are encouraged to contact Kevin Mandt at [kevin@mandtssystem.com](mailto:kevin@mandtssystem.com) to discuss their revised Mandt Training Storefront Agreement.

## Example of ROI

Bringing the 'Training Center of Excellence' into your community can bring you an extra source of income.

Here is a scenario to consider:

Classes held per year	6
Average class size	10
Total students per year	60
<b>Total additional revenue</b>	<b>\$8,700</b>

**Consider this potential for  
additional revenue stream**



**The Mandt System**  
Building Healthy Relationships since 1975

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