

BUILDING THE NEXT TOP 300 CHANNEL PARTNERS



Canada



USA



UK

MASTERMIND ELITE 300

MEMBERSHIP COMMUNITY PROSPECTUS 2018

Techn  **Planet**



What is Elite 300 Mastermind?

“It’s an exclusive members-only community of 300 companies in the country, organized into groups, each made up of 8 like-minded non-competing VARs, MSPs or ITSPs that will collaborate over a period of at least one year to grow their respective businesses.

The Mastermind collaboration process is a proven business building structure organized in a series of face-to-face meetings, virtual meetings and one-on-one sessions on a variety of subject matters that are relevant to the individual group’s members.

Six business coaches are assigned to each Elite Mastermind group to ensure the right results are achieved. You will grow and future-proof your business.”



Our Mission TechnoPlanet

To Build The Next Top 300 Channel Partners in every country!

We will select 300 companies with the passion to grow and succeed in the IT Channel and support them 100% to accelerate towards becoming a TRUE Top 300 company in their country.

To achieve this, we cannot just talk the talk. We need to help them to execute the work needed to get the job done, all year long. Members will have access to the best coaches, tools and business practices to get the job done right and fast.

The Elite 300 Mastermind exclusive member-only community is how we will do it!



Key Components

- ▶ Build strong relationships with group of 8 business owners
- ▶ Attend live and virtual Masterclass group sessions and Coaching
- ▶ Attend live and virtual private on-on-one sessions and Coaching
- ▶ Get on-going support by 6 professional business coaches
- ▶ Get support by the TechnoPlanet organization
- ▶ Access to powerful resources for improving business
- ▶ Significant reduction on variety of business expenses
- ▶ Special group benefits



Return On Investment

- ▶ Revenue growth year over year that will out-perform their competition
- ▶ Profit increase year over year is mandatory to justify Membership renewal
- ▶ Build more sustainable and predictability of recurring revenue
- ▶ Streamline operations to increase productivity and reduce costs.
- ▶ Facilitate partnerships, mergers, acquisitions, succession, selling and retirement
- ▶ Build stronger and more profitable vendor partnerships with group power
- ▶ Future-Proof of Business



Membership Levels

We offer 4 membership levels to meet your specific goals, resources and time.

Basically, the higher membership levels gets you more face-time with your peer group in Mastermind sessions and more personalized group as well as one-on-one coaching.

Membership fees starting at...

Canada: \$1,297 or \$99 per month.

USA: \$1,297 or \$99 per month.

UK: £997 or £79 per month



Standard Membership

12 Masterclasses per year (1 per month). Each 2 hour session will focus on different topic and led by an expert coach with Q& A

24/7 access to “Inner-Circle” social networking group to view lots of business building content, exclusive webinars, interviews with industry leaders, ask questions and get support.

Attend 1 Mastermind Live Conference per year.

Assessment of your business strengths and weaknesses.

Discounts to other business building tools and services.

Standard Membership gets you started without risk: \$1,997 or \$99 per month



Bronze Membership

Attend ONE Mastermind Conference with your Mastermind group.

Assessment of your business strengths and weaknesses and review with a Coach.

12 Virtual Mastermind Group Sessions per year

12 Virtual Masterclasses per year, each on a different business topic.

24/7 access to “Inner-Circle” social networking group to view lots of business building content, exclusive webinars, interviews with industry leaders, ask questions and get support.

See www.varmastermind.com for complete details



Silver Membership

Attend TWO Mastermind Conferences with your Mastermind group.

Assessment of your business strengths and weaknesses and review with a Coach.

12 Virtual Mastermind Group Sessions per year

12 Virtual Masterclasses per year, each on a different business topic.

6 Virtual Group Coaching Sessions per year

24/7 access to "Inner-Circle" social networking group to view lots of business building content, exclusive webinars, interviews with industry leaders, ask questions and get support.

See www.varmastermind.com for complete details



Gold Membership

Attend THREE Mastermind Conferences with your Mastermind group.

Assessment of your business strengths and weaknesses and review with a Coach.

12 Virtual Mastermind Group Sessions per year

12 Virtual Masterclasses per year, each on a different business topic.

6 Virtual Group Coaching Sessions per year

6 one-on-one Coaching sessions per year

24/7 access to “Inner-Circle” social networking group to view lots of business building content, exclusive webinars, interviews with industry leaders, ask questions and get support.

See www.varmastermind.com for complete details



Live Mastermind Conferences

We have revamped our conferences that we have been hosting for the past 15 years from vendor-centric to a 100% channel partner-centric model. Basically, vendor presentations have been replaced by business educational and Mastermind content delivered by the best Coaches and Experts. No sales pitches!

These 2-4 day retreats will allow you to learn and build your business with the 8 peers of your Mastermind group.

Experience the future of IT Channel Business Building Conferences today! Review the agenda in the following pages...

DAY 1 AGENDA

Time	Description
8:00 - 10:00	Registration
10:00 - 12:00	Keynotes Special Guest Speaker(S)
12:00 - 13:00	Welcome Members Lunch
14:00 - 16:00	Mastermind Sessions
16:00 - 17:00	Vendor Lion's Den (5 Min Each)
17:00 - 19:00	Speed Introductions/Cocktails
19:00 - 21:00	Welcome Dinner
21:00 - 23:00	Themed Vendor Hospitality Suites

DAY 2 AGENDA

Time	Description
6:00 - 7:00	First Thing (Group Physical Activity)
7:00 - 8:00	Breakfast
8:00 - 10:00	Masterclasses
10:00 - 12:00	Vendor Masterclasses
12:00 - 14:00	Lunch And Expo
14:00 - 16:00	Vendor Workshops
16:00 - 17:00	Mastermind
17:00 - 19:00	Perfect Pitch Game Networking/Cocktail
19:00 - 21:00	Mastermind Private Group Dinner
21:00 - 23:00	Themed Hospitality Suites

DAY 3 AGENDA (NO VENDORS)

Time	Description
7:30 - 8:00	Breakfast
8:00 - 10:00	Masterclasses
10:00 - 12:00	Mastermind Sessions
12:00 - 13:00	Lunch
13:00 - 15:00	Mastermind Action Planning Sessions
15:00 - 16:00	Farewell Reception

OPTIONAL DAY 4 AGENDA

Time	Description
7:30 - 8:00	Breakfast
8:00 - ?	Golf Tournament Or Other Vendor Sponsored Fun After-Event Activity

Want to stay back for one more day and play a round of golf or experience some other fun activity with your Mastermind peer group? We will arrange some special prices for you if you can join one of the vendor sponsored activities. Additional overnight accommodations are not included. Ask for costs.



Learn More & Ask Questions Or Sign Up

Visit www.varmastermind.com or email top300@technoplanet.com

Complete the contact form. We will schedule a personal call to answer your questions and learn everything you need to know about the Elite 300 Mastermind Community.

If there is mutual fit, you will receive an official membership application to sign. This application will include a detailed list of all activities and benefits that you will receive as well as a confidentiality agreement to keep all of the information learnt within the group.

This is an Elite Membership Group and not anyone can become a member. There are only 300 Memberships available per country to ensure we can provide the highest level of service and support to the community.



How to subsidize your Membership Fees

Vendors want partners who are capable of marketing and selling more of their products. When partners improve their business skills, they can better market and sell their products. As such, your participation in the Elite 300 Mastermind program is a direct benefit to your vendors in terms of increase sales.

Why not ask them to subsidize some or all of your membership fees?

Ask for MDF or COOP funds to be applied to your membership fees. Combine various amounts from each vendor to subsidize more of your membership fees and related costs. These funds are set aside by the vendor to support you to educate your team, market and sell their products. This may be the best use of these funds that are yours to claim!

Ask for our Vendor Prospectus that you can easily customize and present to your vendors to request funds to subsidize your membership fees.



Special recognition for the Top 50 Managed IT Companies

How does your best business practices compare to the other VARs, MSPs and ITSPs in your country? Are you one of your country's Top 50? As we build the country's next top 300 channel partners, we want to recognize the top 50 for their leadership and outstanding performance when it comes to best business practices. The 50 Best Managed IT Companies Awards does that.

Want to know if you are a top 50? Take the free test at www.bestmanageditcompanies.com

You will get a report on your best business practices that will help you to better understand your strengths and weaknesses so you can plot a course to improve.

We host an annual Awards Gala to recognize and celebrate the winners! Imagine what your employees, customers, vendors and distributors will think about your company if you win one of these?

Next up is Global Top 50! Ready for that?

