



ZiglarWorldwide

The international market is quickly becoming a source for multinational corporations to outsource jobs to several growing economies at a substantially lower cost. Business Process Outsource (BPO) has offered an almost irresistible way for corporations to generate greater profitability while still maintaining a high level of service and quality products. As a result, many countries have become willing and eager participants in providing those low cost alternatives to American corporations.

This exportation of jobs has created a gap in the training and development of those indigenous personnel and as a result, has exposed a great need which Ziglar Worldwide (ZW) is poised to address.

ZW, a wholly owned subsidiary of The Zig Ziglar Corporation, was created to specifically address a growing demand in the international community for principled training. With a depth of knowledge and foundational principles espoused by our founder, Zig Ziglar, the company seeks to improve the lives of those we are honored to serve. A diverse curriculum developed by the most respected content specialist in the training industry, ZW has amassed principles and technique that allow participants to grow in their personal and professional lives. Staff development, sales technique, presentation skills, personal development, customer service, global transitioning, change readiness and managerial technique are critical areas that require diligent attention.

Developing skills in any or all of these areas is key to being more effective, a greater value to your company, a better spouse and parent, and to attracting increased advancement opportunities and enjoying a more balanced, fulfilled life. As the need for advanced training becomes more critical in our world community, ZW is prepared to address those needs and help individuals across the globe become all they aspire to.

It is our goal to help you go from Success... to Stability... to Significance.

Ziglar Worldwide International Opportunity

Over the last three decades Ziglar Worldwide has grown from a small organization serving as a support mechanism for Zig Ziglar's speaking activities into a full-fledged training and development company. The presence of our programs and services in over thirty languages in many locations around the world has prompted a new and innovative strategy that will allow us to reach even more people.

Ziglar Worldwide Is Looking For Qualified International Licensees

In the pursuit of excellence and with the deep-rooted desire to have our philosophy available in the four corners of the world, Ziglar is taking a more personal approach to making the programs and processes available globally. Our existing training affiliations are designed to cater to the training companies in foreign locales that have the infrastructure and the capability to support a replica of what we do in the United States. This model, though successful for some, is not feasible for others who operate in smaller markets. These individuals who want something smaller, simpler and easier to manage will now have that opportunity for the first time.

Becoming a Certified Trainer

Ziglar Worldwide is proud to announce a system where an individual who completes a two-day international training session (*Train the Trainer*) conducted in Dallas, Texas, will now qualify as a Certified Independent Ziglar Trainer in the country where he/she chooses to operate. The criteria for being selected for training includes:

- Pre-registration screening, which includes taking a sales survey to assess compatibility with Ziglar Worldwide sales procedures.
- Background information relative to relationships cultivated locally, which would give the individual a head start in that marketplace.
- The ability to pay the registration and certified trainer fee of \$25,000 to become a non-exclusive licensee in your country. This will include certification for one individual only, and no exceptions will be made. Additional trainers registering under the name of the same company will be required to pay a fee of \$1,495.00 per person.
- A 15% royalty on gross sales is due quarterly on all programs conducted locally using the content of Ziglar Worldwide.
- Character references from at least three reputed local entities who can vouch for the individual seeking to become a certified independent Ziglar Trainer.
- Knowledge of Ziglar philosophies and foundation.
- Experience in sales and marketing.
- The ability to cover the expenses of travel to Dallas, including airfare and accommodations and other incidental expenses not included in the registration fee.
- The availability of resources to translate the materials into local languages including, but not limited to, leaders guides, student guides, CDs and DVDs (where applicable).
- The desire to operate as an independent contractor with comfort, confidence and competence as they represent the Ziglar brand.
- This certification is only offered by Ziglar Worldwide and is not transferable to any party. Trainers certified under this process cannot re-certify and/or sub-contract anyone else.
- Other stipulations regarding code of conduct and approved Ziglar business operating do's and don'ts will be covered in the actual Agreement to be signed after the preliminary screening is completed.