

NAVAMAZE
Navigating Through Life's Maze

NEW CONSULTANT SUCCESS GUIDE



The NAVAMAZE Opportunity

NAVAMAZE was founded to provide ethical guidance to people in all stages of life as they navigate through life challenges they are facing. NAVAMAZE seeks individuals who genuinely enjoy helping others find solutions as they navigate through life's maze.

The NAVAMAZE opportunity is for ambitious, motivated individuals with an entrepreneurial, business mindset. This is an opportunity to grow your own business under the NAVAMAZE umbrella of guidance, training, marketing and referrals.

The NAVAMAZE Mission

The mission statement of NAVAMAZE is “We are committed to ethical consulting and coaching services during life transitions.”

Code of Ethics

NAVAMAZE consultants are expected to hold themselves to a high ethical standard.

The NAVAMAZE Code of Ethics:

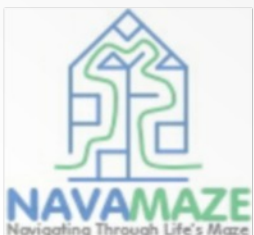
1. I will treat our clients, fellow consultants and affiliates with the highest degree of dignity, respect and courtesy.
2. I will listen carefully to a client to understand their situation and needs so that I can advise them on the best course of action.
3. I will not take that which is not mine, either from a client, a fellow consultant, or from NAVAMAZE.
4. In public, I will speak positively of NAVAMAZE, its consultants and affiliates. If I have a grievance, I will take it up privately with a manager.
5. When meeting with clients, I will strive to be punctual, be prepared, and present a professional appearance.

Our Services

NAVAMAZE provides a wide variety of consulting, training and coaching services to individuals, businesses and organizations.

Our Clients

NAVAMAZE clients are individuals and organizations facing challenges at any stage in their life, or seeking to improve or grow in some way.



Resources For Your Success

NAVAMAZE will provide you with the guidance, training, tools and resources required to be a successful consultant. Some items, such as business cards and other materials, are offered to you by NAVAMAZE for a reasonable fee. See Success Supplies later in this guide for more information.

Getting Started

In order to be considered as a consultant candidate with NAVAMAZE, you are expected to submit a current resume containing relevant work experience, education and non-family references. After careful review of your resume, a series of phone and in-person interviews will be scheduled to assess your potential as a NAVAMAZE consultant.

Once an offer to join NAVAMAZE has been given, and a consulting agreement signed, your training steps will be outlined and explained.

About CSA Certification

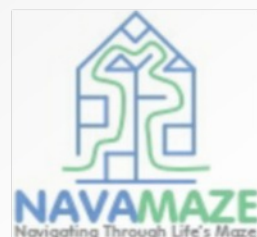


If you will be dealing with seniors, you are encouraged to pursue the Certified Senior Advisor designation. The Certified Senior Advisor is a certification for professionals serving seniors. To be a CSA, an individual must pass a rigorous exam and uphold the highest ethical standards for the benefit and protection of the health and welfare of seniors.

Typically, CSAs have expertise in professional discipline, for example, home care, senior housing, law, real estate, healthcare, insurance services, financial planning, or are supporting businesses wishing to better serve the senior clientele.

To maintain certification, CSAs must meet continuing education requirements, disclose any new legal or regulatory issues, reaffirm their pledge to uphold the CSA code of Professional Responsibility and comply with certification policies.

Visit www.csa.us for more information.



A well-prepared NAVAMAZE consultant candidate possesses the following:

- **Sales and marketing skills and experience**
- **Entrepreneurial sprit**
- **Several years of experience working with seniors in the senior housing or home health industries**
- **Clean background check**
- **Reliable transportation with liability insurance if transporting clients**
- **Knowledge of the details of being an independent contractor or self-employed**
- **CSA Certification or plans to become CSA Certified**
- **Strong interpersonal skills**
- **Willingness to pursue continuing education**

Success Services Offered By NAVAMAZE

- | | |
|---|--------------------------------|
| ● Customer Relationship Manager (CRM) | \$99 / month |
| ● Monthly training opportunities | no charge |
| ● Initial side-by-side training and evaluation with a Navamaze trainer | no charge |
| ● Professional headshot photo | set by
photographer |



Success Supplies

NAVAMAZE currently offers the following marketing items to consultants:

Business Cards

\$44 per 500

Personalized with your contact information and photo.

Rack Cards

\$20 per 100

Informational cards personalized with your name and contact information. Great for leaving at places that allow marketing materials to be displayed.

Name Tags

\$35 each

High quality plastic NAVAMAZE name tag with your name and title. Your choice of magnetic or pin clasp.

Post Cards

price varies

Custom designed postcards to promote an event or NAVAMAZE services. Mailing services optional.

Presentation Folders

\$80 per 50

High quality glossy presentation folders for NAVAMAZE client agreements.

Price Sheets

\$58 per 100

Full color sheets describing NAVAMAZE services and prices.

Forms Packets

\$56 per 50

Printed client agreement and forms.

Additional NAVAMAZE promotional materials available. Please email jim@navamaze.com to learn more. CSA materials are available for sale directly from the CSA store at www.csa.us.

Prices do not include shipping. Additional design fees may apply.

