



TM

equip TM

Equipping Believers To Transform Societies™

Potential **equip** Client Characteristics

Criteria for selecting Client Businesses

- 1. It must be an existing business: we do not do startups other than in the Community Track.**
- 2. Leaders characterized by:**
 - a. Receptivity
 - b. Reputation
 - c. Referral.
Key scripture is Luke 10, a “man of peace”
- 3. The leader and the business must have a commitment to:**
 - a. Preparation
 - i. Complete 10-P Profile
 - ii. Complete Impact Assessment
 - b. Participation
 - i. Be at seminar
 - ii. Participate fully in weeklong training
 - iii. Have key management and staff as part of initiative
 - iv. Give the team the time that they need to be able to serve the business
 - c. Accountability
 - i. Willing to develop a 10-P Scorecard™ with the team
 - ii. Keep it updated each week initially, and after a quarter, each month
 - iii. Prompt responses to emails, communications, etc.
- 4. The business must have a kingdom potential:**
 - a. The leadership team wants to see the business re-purposed for the kingdom, whatever that might mean in their situation.
 - b. There must be the potential for upside growth
 - i. No immediate ceilings on revenue generation (such as a rate per hour service business with one proprietor).
 - ii. No legal limitations to growing (whether labor laws or corporate structure).
 - iii. There must be the potential for “10-fold” growth with the right opportunities or inputs.
 - c. The leader and corporation must understand and be open to the potential of society-wide transformation.
 - d. The leader must be a “multi” thinker: multi-generational, multi-gender, multi-racial, multi-national.
- 5. It should ideally be a mid-market company:**
 - a. The directors have the discretion to introduce change, albeit in a non-religious manner.
 - b. The company employs enough people to have an influence, or
 - c. The company is recognized leader in its field, even if it is not large.