

Affiliates Network

Introducing the Affiliate Network

Innovation Expedition Inc. fosters the development of innovative leaders by functioning as a catalyst to drive high organizational performance to unleash innovation in their respective organizations and communities.

From its inception the Expedition has been committed to:

- mentoring other organizations to grow and thrive while remaining a virtual global network organization with a small core team committed to demonstrating a capacity for nimble, flexible, fast responses
- supporting high quality individual consultants or small consulting groups (or key performance teams in larger client organizations) to have access to a broad community of practice and a comprehensive collection of globally competitive resources that will increase their ability to attract and satisfy clients faced with complex challenges of significant strategic importance to the organization and/or the country.

In 2006 IE Inc. introduced the Affiliate Program, a global network of high quality, experienced and thoughtful consultants who bring their own experience and valuable expertise into IE's Community of Practice.

Affiliate receive individual mentoring from IE's Core Team, the training and use of the Challenge Dialogue System™, along with access to IE's global network and its full complement of resources.

At times, Affiliates may be invited to work collaboratively with a member of the Core Team on a specific IE client project. This enables Affiliates to share their expertise and contribute their services. Affiliates may also call upon one another to help build their own business. As Affiliates gain economic benefits from their alliance with IE Inc. (delivering contracts using CDS, IE contacts and/or other resources) they in turn will continue to assist in the development of the network and the Community of Practice by paying a portion of their gained revenue. The amount is calculated on a sliding scale.

Qualities of an Affiliate

Affiliates are required to:

- be instinctive collaborators who enjoy developing a mentoring relationship with clients
- have demonstrated some expertise in providing entrepreneurial, collaborative, innovative leadership to grow an innovative, high-performing organization
- have a commitment to practicing innovation and to helping others to learn how to unleash innovation to drive improved performance
- are comfortable with an entrepreneurial arrangement in which they take lead responsibility for generating personal revenue that is dependent on their performance
- be eager to participate in and help to share the actions of the Expedition's network organization

Affiliate Fees

Affiliates arrange to undertake training in CDS and then pay an annual retainer fee that provides them with:

- ongoing access to core CDS resources
- mentoring support from members of the core Innovation Expedition team
- opportunities for presenting ideas for new products that the IE core team would include in its product development schedule
- engagement with other Affiliates in building a Community of Practice committed to building high performing organizations by unleashing innovation

Benefits for an Affiliate

Affiliates receive the following benefits:

- **CDS Training** in the use of the Expedition's processes and resources to help clients drive improved performance. (This includes online training utilizing the CDS Self-Learning Modules supported by telephone and one to two face-to-face workshop sessions.)
- **Action Learning Initiatives:** Affiliates will select a key challenge they are addressing. The CDS training will then be built around their challenge so that while they are building their capacity to apply the CDS resources to future client challenges they are, at the same time, getting help to address one of their immediate challenges.
- **Access to CDS™ Resources:** Ongoing access to core CDS resources (print and electronic).
- **Personal Mentoring:** Conversations with members of IE's Core Team (Don Simpson, Stephen Murgatroyd, Keith Jones and Dawn Ralph).
- **New Product Opportunities:** Opportunities for presenting new ideas for new products that the IE Core Team would include in its product development schedule.

- **Engagement with other CDS and IE Inc. Affiliates:** Building a Community of Practice committed to building high performing organizations by unleashing innovation.
- **Involvement in Major Change Projects** organized by the Expedition's Hub Unit.

Legal Requirements

There are no detailed legal arrangements required for an individual mentor or small firm to become an Innovation Expedition Affiliate.

Affiliates do not need to make any changes in their legal structures in order to position their relationship with the Expedition. Once they have met the requirements they are free to add the IE Logo to their calling card and to add the words "...an Affiliate of Innovation Expedition Inc."