



## TAKING ACTION





## STEPS TO BECOMING A GDI PARTNER



### Step 1: Review GDI Satellite Information Package

Reviewing this initial package will help you determine whether a GDI Satellite is a logical business proposition for you and your local market.



### Step 2: Submit a Pre-Application Biography and Financial Statement

Applicants must have an appropriate net worth to pursue this venture. If you are not in the financial position to solely pursue this business venture, partnerships are an acceptable business structure. There is a \$500 non-refundable application fee.

### Step 3: Application Review and Final Processing

After we receive the completed application, we prepare background, character and credit checks to verify all submitted information. If these reports are favorable, you will receive preliminary approval and we will begin the process of determining the feasibility of a long-term business relationship.

### Step 4: Formal Telephone Conference

At this meeting, you will learn more about the GDI Satellite System and the support we offer (such as site selection, construction, training, marketing, administration, bookkeeping, training curriculums and more). We will discuss your responsibilities to the GDI system and your personal qualifications and business objectives. You will also be invited to contact any of our other partners. Take some time to thoroughly review this business opportunity and discuss the GDI concept with your partners/advisors. Call us with any additional questions you may have during this step.

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### Step 4: First Personal Meeting: Executive Approval Meeting/Discovery Day

A second meeting is scheduled at the GDI Headquarters in Bryn Mawr, Pennsylvania. The applicant will meet with the President/CEO, as well as other members of GDI's Executive Staff. This time is also used to thoroughly review specific questions about the GDI Satellite System Master Agreement. Development and construction issues along with territory discussions are also covered. At some point after this meeting we would anticipate executing a Partnership Agreement. Also, at this time, we would expect to see a full business plan outlining your intentions.



### Step 5: Identify a Facility for Your First GDI Location

Next, we will select a site at which the region's flagship training center will be built. Additionally, proposed locations for summer camps will also be submitted. As a partner, GDI will assist in finding and approving a location suitable for the GDI Satellite System within the region. All locations, including centers and camp locations, are subject to GDI Headquarter approval.

### Step 6: Formal Commitment for Financing, Entering into a Partnership Agreement

Once a location is selected and the terms have been negotiated, you will then enter into the Partnership Agreement and make the \$50,000-\$250,000 initial investment.

### Step 7: Strategic Planning Session

Prior to launch, a telephone conference is scheduled. This is a Strategic Planning Session which normally lasts 2 hours and involves an individual planning session with each GDI department head. The expectations we have of each other are discussed in order to achieve clear communication and objectives.





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### Step 8: Training

You are then scheduled to attend our management training program, which involves 3 days of training with GDI President Ian Clark. This is predominantly classroom training held in Dallas, Texas. At this point, as the managing partner, you will receive operations manuals, including a first-year operations handbook which will take you step-by-step through the first year of operation. You must also attend, as a partner apprentice, a 1-week GDI NDC (National Development Center) camp. This allows you to see and participate, firsthand, at a GDI camp.



### Step 10: Construction of Center and Execution of First Programs

After you have successfully completed your training, and construction concludes, you prepare for the launch, with the help of your GDI team of Operations and Marketing personnel and other company representatives.

### Step 11: Continued Support

GDI will assist you with one of the best support systems in the hockey industry. We will support you in the areas of purchasing, marketing, development, construction, research and design, human resources, administration, etc.

### How to apply

To receive a GDI Satellite Information Package, please contact GDI at (610) 525-8669, by fax at (610) 525-5585 or email at [support@hockeygoaltender.com](mailto:support@hockeygoaltender.com).

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