

Frequently Asked Questions

Question: Why are we creating an MOU? What problem are we solving?

Answer: Our heart is to create clarity. In our history, lack of consistency and implied (but never stated) expectations led to confusion, frustration, and even broken relationships. Our goal is for trainers and participants in the coaches training to have a consistent, positive experience.

Question: What is the administrative fee for? Why is there an increase from \$25 to \$109 in this amount?

Answer: Grip-Birkman is a completely volunteer led organization, but there are expenses we must cover. As part of our effort to standardize some of our procedures, we are utilizing improved systems and upgrades. These have a cost. Also, we are now assuming the cost for credit card fees (approximately \$22) and potentially the upgrade in the reports from Basic to Signature (\$40). We also view this as the coach's one-time registration fee into our community, providing them with access to their GB portal as well as the resources and community available to them.

Question: How can I find out about ways to contribute to the community?

Answer: Be proactive. So many of you have outstanding skills which would enhance our community's ability to build unity in the Body of Christ. If you would like to do a webinar, an interview, an article, or just connect with like-minded thinkers for a conversation, reach out! We want to connect you consistently to the right people where the relationship is mutually beneficial.

Question: Why is there a price increase?

Answer: With our relationship with Birkman, we must engage in contract negotiations every 2 years. Each time we prayerfully approach how we can model Christ to our Birkman colleagues, and prayerfully are open-handed with our relationship. God continues to provide favor, and though we are experiencing an increase, we continue to be significantly below the price for Birkman in the marketplace.

Question: I'm not familiar with Here's What I Think of You. What is it, and why are we adding it in?

Answer: We believe Spiritual Gifts are best discerned through interaction with the Body of Christ. Here's What I Think of You is an opportunity for 3-5 individuals to speak into a person's life, describing how they see God powerfully use that individual. It is a wonderful tool to affirm the Holy Spirit in a person. We will be providing introductory learning videos and tools for Coaches and Trainers who may not be familiar with the tool.

Question: For trainings, do I still need to use ChurchTeams or send in information to Support?

Answer: No. Our new systems and structures are designed to allow you to engage with the participants without having to navigate the administrative challenges of a Coaches Training.



Question: It feels like Grip-Birkman is trying to take over some of the relationship with the participants. Is that true?

Answer: Yes and no. Yes, we want to become more visible as their ongoing support and a place where they can turn for questions. We want them to know that they are a part of a wonderfully deep community of passionate Body Builders. No, however, we do not want to take the relationship from you. As the trainer, you will always have a unique role in their Grip-Birkman journey, and we do not want to diminish that, rather support you as you build that with them.

Question: It feels like there is a philosophical shift happening around our coaches training, and who should attend. Is that correct?

Answer: Yes. We have historically had Coaches Training as a venue where people could be introduced to Grip-Birkman. It could be a wonderful self-discovery time, and it would often provide outstanding results in this arena. Our conviction, however, is that we should focus the coaches training on individuals who are ready to coach individuals and teams to build unity in the Body of Christ. This means we want them to have had an experience (being coached or in a team build) prior to the coaches training. This introductory coaching will not be the responsibility of the trainer. If the trainer would like to participate in that coaching, it will always be available to them.

Question: I often make exceptions to the pricing or offer discounts as I see necessary to have people involved in a training. Will I still be able to do this?

Answer: Yes. This will need to be clearly communicated with support, and we will agree to the terms together. This may be either in the form of discounts or in the necessity to create payment plans. This will be evaluated on a case-by-case basis, and our flat fee for coaches training will always be posted as \$549. The benefit to the trainer is that Grip-Birkman will assume the financial responsibility for collection, not you as the Trainer.

Our goal is that within the next year we would have scholarship funding available to some individuals wanting to take the coaches training. More to come on this when it is available.

Question: I live in a remote location and don't have any leads for a Coaches Training. I see that I am now required to lead a Coaches Training every other year. What should I do?

Answer: You have a few options. 1. Connect with other trainers to see if there is a time that might work to travel to share in a training together; 2. Connect with our Online Training Taskforce to see if that might be an option for you; 3. Schedule a training for a time when you think it may be best, and allow the Grip-Birkman community to promote it for you; 4. Pray that God would lead you to the right people in your area. He is a God of wonderful relationships and in two years' time, He may be working on a few people around you you may not even know about.

Question: If I have concerns or questions about the MOU, who should I reach out to?

Answer: John Blake. His cell is 253.347.7258, and email is John.Blake@gripbirkman.com