



## International Paramedic College Australia

"It is the long history of humankind (and animal kind, too) that those who learned to collaborate and improvise most effectively have prevailed."

Charles Darwin

Paramedic Specialists in Education, Business and Training Collaboration

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Registered Training Organisation 45284





## Training Partnerships Information Package

### **I**ntrouction

International Paramedic College offers a premium strategic business and clinical education partnership to selected individuals and companies across Australia and around the world. A complete “turn key” partnership that allows you and your business to grow and develop with clinical and ethical integrity, support when you need it and importantly it gives you financial flexibility and support to break into established markets.

In Australia, our team focus on ensuring our partners receive mentoring and business development guidance that help you find a real path to success, not just an inflexible fee for providing you with a certificate.

We believe business is about character and that character, empathy compassion and understanding, your inherent emotional intelligence combined with a real desire to help others is what builds great business over time and a better life for us all. These things are intertwined and inseparable when you run your own business.

While people are many things the measure of a person and their success in business, as in life is not just money. Yes, it is a yardstick, but it should be a measure of how others have shared your dreams, your beliefs, your aspirations, and the way you have wanted to share those things with them.

We do better when you do better, not just for a week or a month or a year but over a new career. Our success is linked to your success. We have with our range of high-quality training products, and a system that can reward your effort. We don't work on the approach that we take on 500 partners and if 400 fail, no problem, it cost us nothing and a few are going to succeed and make us money. I just don't think that attitude is fair on everybody

*When you do the right thing,  
even if no one's watching*



*That's called Integrity*








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We are stronger from what we say no to and we say no to many people who we don't feel are setting out with the right drive, the right potential and the right mind set to succeed in providing exceptional training and services to a growing client base to drive their business on the right side of the road.

### What do I need to develop a successful partnership?






The success of a partnership with International Paramedic College is based on 4 key commitments to common goals and structures

-  A commitment from you to help others, to share knowledge and a genuine desire to leave the world a better place than you found it.
-  A commitment from us to creating a learning and nurturing environment in how we interact and work with to provide a strategic and long-term relationship.
-  A commitment to compliance, without compliance we do not have anything, so we build compliance into what we always do.
-  An understanding that the future of work is already here
-  A desire to be thriving, not surviving

### Pre-requisites you need

To become a training partner, you will be required to complete an onboarding process that will check your qualifications and experience.

We will complete our onboarding checklist with you and ask you to provide for verification: -

-  A current Certificate IV in Training and Assessment TAE 40116 or equivalent.
-  All relevant qualifications
-  Evidence of current industry experience for the training you want to deliver
-  Evidence of Continuing Professional Development (CPD)
-  Current police check and working with children check

### Training Equipment

You will need to provide your own training equipment; a recommended list is available from us. You don't need to purchase your training equipment from us but talk to us before you buy equipment as our bulk purchasing power usually means we can get a better price for our partners.

### Sales of Equipment

International Paramedic College has developed some unique products like the "Shark Attack Pack" You will have access to a range of equipment, Defibrillators, first aid kits etc.

We will set up a system, giving discounts to your customers and you will receive a percentage of all equipment sales from your customers.



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### Key Benefits - Our complete turn-key package

Our training partnership package can be flexibly adapted to fit your location and industry and the way you need to engage with us. It can include

- 🏰 No minimum annual spend
- 🏰 Unlike a franchise there are no setup or initial fees from us
- 🏰 Our fees are set a percentage of the earnings of a course, rather than a flat certificate fee to allow you to set a local price competitively in your area or region and build your business with initial price leverage into the local market to get you going quickly
- 🏰 An exclusive area can be negotiated so you know we will not just accredited competition for you in your region
- 🏰 An initial agreement for 4 years with annual reviews
- 🏰 All training resources and systems provided
- 🏰 Mentoring, clinical and business support. Weekly meetings to work on building your business, presentation, and clinical knowledge
- 🏰 Website pages and booking system for your area provided
- 🏰 Central administration, office support and phone answering so you can focus on your business
- 🏰 Someone to answer the phone while you are teaching so you don't miss bookings

### Your Next Steps

- 🏰 Send us a copy of your TAE and a current resume if you have not done so already
- 🏰 Send us a single page outline of what area you would like to service, its population and a simple review of your competitors, their pricing and how you see yourself succeeding in this area.
- 🏰 We will then book a time to have a chat via an online meeting
- 🏰 If we are both agreed and on the same page, we will commence an onboarding process and sign a contract with you to deliver training services as a part of International Paramedic College in your area.



# Put the Whole World In Your Hands



Services ∞ Training ∞ Supplies

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