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| **Q3-5. What is one thing working well for you in providing quality ToP trainings that are economically sustainable at this point in time?** |
| **Developing long term partner organization relationships****6** | **Nurturing a local client base****7** | **Coordinating Marketing locally, regionally and nationally****12** | **Creative co-training, scheduling and space arrangements for Sustainability****19** | **Collaborating as a Network of Trainers****23** | **Quality Training and Product****11** | **A Path to becoming a trainer with access to Mentoring****10** | **Consistent****ICA Support****10** | **ICA National Registration Website****6** |
| partner organizations providing conference room space at no charge I have been fortunate to have a good partnership with a local nonprofit resource center. Internationally, a partnership with the Civil Service College of Singapore which has regularly scheduled ToP courses for the last 11 years Developing longer term clients that want annual in-house coursesSenior level staff that support the methods and getting their staff trained.Repeat in house training relationships | We have enough of a local client base to have enough students to make classes profitable. Habitat for Humanity staff that commit to using ToP methods.certain local organizations who believe in the methods and continue to get staff trainedPeople are participating in the courses being offered.Community of practice keeps participants in the loop.Facilitation projects that put me into contact with more potential trainees Support via community of practice and coaching | Coordinating regionally with other trainers in branding and marketingRegional marketingSomeone else marketingThere is a team of people working together to market the training.Having some administrative support to enter courses and to work on our CSF websiteMarketing and working together with other trainersMarketing is done through the hosting leadNational announcements to the data baseSocial media, resources on ToP websiteAn excellent course is the best way to find participants for the next courses. Solidifying that connection.... getting a sales pitch clear for " the boss". Providing reasons that happy participants should go back to their situation and motivate others to attend. Get the story clear on this and create ways to make that easier for participants. If we are relying on relationship marketing, then we need to produce incentives and support materials to assure excited participants can do the selling for us.providing one day trainings as a feeder for TFMA great group of colleagues all working to promote ToP   | Economic sustainability comes only when we have large numbers of participants in coursesI am unable to provide ToP trainings in a way that is economically sustainable.I have a co trainer who enjoys training ToP courses and has sufficient income from other work to make it feasible.if you mean for me, they are only a tiny part of my consulting business, and don't contribute much to my incomeIn house courses are the most financially viableContracts and in house I can afford to teach on a part time basis.mixing ToP methods with other methods & processes in my consulting businessI have found an adaptable facility that offers a reasonable rental rate per day for ToP courses.in-house coursesMy full-time work elsewhere with flexible scheduling. My regular employment not very much - but don't marketWe are able to use training space of a large organization in exchange for 2 complimentary seatsselling discounted training to organizationsRhythm of public courses offered, growing opportunities for in house courses, growing and expanding relationships with work concentrating my work around econ. & workforce developmentActually, sustainability is in question at the moment as the nonprofit resource center with who my partner is going through some changes.remuneration Having the opportunity to train often | Excellent younger trainers who get the depth, not just the mechanicsServing as co-trainer to others' efforts.The toolkit has been made available by the lead trainer Having a complete kit ready at all times Excellent, active, younger facilitatorsWe mainly support ourselvesworking with an experience co-trainerThe conferenceAbundant opportunities to engage with other trainersSupport from ToP trainers regionally, nationally, and internationally.Having others in the Network to talk toI take comfort in knowing that there is a network of folks who can help me with good ideas for moving forward.local colleagues/fellow ToP trainersMy CSF partner and AssociatesOur local community of trainers that support each other.Having another trainer in my area. Other trainersThere are 4 other trainers here to teach with.a supportive local infrastructure that ensures high levels of professionalism, quality, and faira ToP network that continues to grow and invite new folks into it all the time Collaborating with other trainers with the hope of becoming qualified some daya great team of ToP trainers locallyHaving a group of quality trainers to communicate with | Quality of curriculumAppropriate wiggle room in training agenda to meet attendee needsLong history of my quality training. Good materials and good colleagues.Participants rave about course by the end of itTFM training model: Demo, Theory, Practicethe methods still work :-)ToP classes are a wonderful product! Though I would have liked different images in the new TFM participant's manual, I think there have been improvements. I acknowledge and honor the work the Curriculum Team did on this. Reputation for high quality training quality of methods | Mentoring some great people who are in the trainer pipeline...it feeds my soul.Strong colleague relationships with other trainers, mentoring agreements which trade mentoring time with course participant referrals I have very good mentors and friends within the network. Having the ToP Apprentice Training path is very helpful. It allows people to know what it takes to become a trainer instead of trying to figure it out. The generosity of ToP trainers in supporting each other's learningI have been providing pedagogy for trainers in Seattle for the past 2 years.having a great mentor trainer to push me to take a risk I have a mentor A few mentors outside of my city.Hope in becoming a qualified trainer through the Chicago intensive in the next year or so. | Materials are provided in a timely manner.The manual ordering, shipping, and delivery systems are working perfectly.The payment of registration fees to the trainers has improved greatly. I have confidence that when I submit my form for payment, the money will be received on the day I'm expecting it. Sharon Rafos is doing a great job providing Top Support.Sharon Rafos is supportive, helpful, and timely with her responses to my requests and problems.Support in purchasing materials both from senior leaders and ICA.ICA's payment system to trainers sometimes means more than 1-2 months before trainer fees are paid.Sharon has helped me resolve any number of registration and payment issues.ICA's support with support staff, a national and local databaseStaying in regular communication with base  | ICA Website providing out of-area registrationsI use someone else to register at a fee. Postings and promotion on national websiteIn the US, the ICA website for registrationsThe online registration system is working well. There are usually several registrations in each course that came from the website and not from my personal marketing efforts. I appreciate this., a reliable website for registration for ToP courses,  |