

Notes from meeting with leads trainers
Chilean Forum
1/27/18

Summary of agreements:

- For programs starting in 2019, all programs in Chile will charge a matriculation fee so that they have all the royalties earlier. And they will still pay on the date of the last module. They will pay for who took the course, not who certified (based on actually money collected).
- Confirmed – 10% to KRI should start with all courses that started in 2017.
- Confirmed –there are several years of the 5% due to APKY from some programs.
- Confirmed – all students should be members of APKY now. Some details still to be worked out between APKY and trainers
- Masters Touch book is a requirement and must be part of the training – given to every student. Everyone agrees to start using this for all courses starting in 2018, if they aren't already.
- Nam Nidhan has 6 of the Master's Touch DVDs subtitled in Spanish. She will share with the trainers and with Amrit
- Level 2 lead trainers need to supply letters of completion to all students to finish each module (those at the meeting have been doing this)
- KRI will support trainers (in level 1 or level 2 courses) setting certification requirements above the contractual minimums if they:
 - Get KRI approval first, and
 - Ensure that they inform students before they register of the additional requirement(s)
- The lead trainers are responsible for all of the administrative and financial functioning of their courses – including the timing of the royalty payments to KRI.

DETAILED NOTES

Timeliness of payments – Amrit framed the challenge – they are the only place that can pay at the end, and they are still late.

- Feedback – people here pay by module, so they don't have money early.
- There is a difference between the end of the contract and the end of the course. This is the misunderstanding. Example – they finish their courses in December. They pay at the latest in March. That's when they close the accounting for the year. Could they agree for annual courses to pay by Dec 31st? And for those with courses with a year and a half schedule, maybe they agree to pay in August?
- When they met with Nirvair, they agreed to pay after certification, not at the end of the contract. After the process of certification, is how they've been doing it.
- Prabhu Nam brings money to NM every June – for her courses that go from April to the next July. Her challenge is that in Bolivia, they only pay by module. In Chile they have a contract that if people leave, they still have to pay a certain amount. In Bolivia, people disappear and we never see them again.
- Maybe pay to KRI the 10% of what is actually paid? What is actually being paid to KRI – for students who withdraw? They thought that it was logical that they didn't pay for students who don't finish. So maybe there is a registration that can cover paying KRI.

- The principle is that KRI asks for the royalty at the beginning. So people need to charge up front to the students the cost of the royalty, the books, and the cost of the first weekend or module.
- Deductions from the 10%. Accommodations are deductible. Food is not, but then they could just charge for it separately. In Chile, taxes are built into the price of things, so they should know that taxes are deductible from the royalties.
- When Inderjit Kaur starts talking this way, about how to pay KRI as little as possible, she feels a poverty consciousness. All the translation work is expensive, so why not accept the royalties and pay them? Have more global agreements and clear.
- But there are a lot of expenses for the larger courses. We aren't trying to not pay, but trying to figure out what is fair. Everyone would like to pay the 2nd month and be done with it.
- We need to be practical. Would I have to pay one time, and not twice. If I discount the taxes in Chile, and if everything
- Can we agree on a date when KRI would get all the payments from Chile? Could we just agree to paying by the end of the course, not certification date? Yes – everyone agrees. Pay on \$ received, whether the student finishes or not.
- Can we do this same policy in all of South America? Each country has it's own issue. Taxes early, people dropping out. Can't you charge them more up front.
- Example, in 2016 Inderjit had a program with half the people in Santiago and half somewhere else. The first module was done in retreat. One person got sick there with a serious ear illness. And she decided to retake the course when she was better. Eventually, she couldn't make it back. So she was still paying the course, even though she was attending. Now she is asking for a refund. But they realized that the 1st module was about half the total cost of the course. So now they need to make a contract with the students that outlines the refund policy.
- Could they work on getting contracts with students that outlines the timing of the payments and what the refunds would be – keeping enough money to cover royalties, books and all initial expenses
- Prabhu Nam – she collects the books back from students if they don't finish
- Agreement – For programs starting in 2019, all programs in Chile will charge a matriculation fee so that they have all the royalties earlier. And they will still pay on the date of the last module. They will pay for who took the course, not who certified (based on actually money collected).

APKY money

- Yes, the 5% and the new association memberships were agreed at the last forum. So these should be paid now – for courses starting in 2017. NNK has included that cost in her courses. The issue with the membership is that – is it useful while they are students?
- But the same issue is here – how to deal with payment from students that leave.
- Has the 10% to KRI already been decided? Yes. And APKY gets money from the books and the memberships.
- Need to talk with Jai Gopal about can the students have votes within APKY before they graduate? If not, why pay? They need to talk with Jai Gopal tomorrow
- Guru Darshan proposed that it be function and a help. The important thing is that they use APKY after they graduate to keep in touch.
- Confirmed – 10% to KRI should start with all courses that started in 2017.
- Confirmed –there are several years of the 5% due to APKY from some programs.

- Prabhu Nam agrees – and she has an agreement – as does Agni Yoga

MT Book

- Agreement – everyone will use MT book starting in 2018 (if they haven't already).
- NNK has 6 of them translated into Spanish – she will share with the group here and with Amrit.

Level 2 certifications

- KRI needs a spreadsheet with the names and info for everyone who has completed level 2s.
- Amrit reviewed the process how it should work
- Gurudev and Nam Nidhan K are the only ones here leading level 2s. Gurudev does give letters of completion, as of 2015. NNK is now doing it – since 2016.
- They can send spreadsheets of student lists. But they think that KRI already has them.

Other questions

- Some level 2 trainers ask for more than requirements than KRI's minimums. Is that ok? What are the requirements for this? For example, TTK asks students to teach a workshop on the topic. KRI will support trainers from going beyond the minimum requirements as long as you get KRI approval first, and notify the students before they register.