



CERTIFIED ACCOUNTABILITY AGENT PROGRAM

Ready to roll up your sleeves and get to work? [Nail The Numbers](#) [NTN] is the fiercest financial training agency around—on a mission to financially empower 50,000 North American Founders over the next five years! And we're recruiting a committed and courageous crew of Certified Accountability Agents to make it happen!

As a Certified Accountability Agent [CAA], you're an essential member of our crew, one who will get our Founders to the finish line. Your mission: to ensure our Founders complete all seven steps of the [Financially Fierce Formula Blueprint](#) [FFF], and walk away with a sound financial strategy for their business.

You know numbers, have a keen ear, and sharp instincts for reading between the lines and seeing past sabotaging behaviours. Your passion for entrepreneurship makes you an empathetic coach, but your desire to ensure every Founder flourishes means you're not afraid of dishing out the tough love needed.

CAA's Duties //

- Book and deliver 12 weekly, 15-minute, 1:1 Accountability Calls with Financially Fierce Founders
- Update NTN HubSpot Account with meeting notes, questions, and feedback
- Engage in FFF Blueprint discussions as needed
- Attend weekly group coaching calls [CAA Coaching Mondays and Financially Fierce Fridays] as required
- Promote NTN using your unique CAA Link

NTN Duties //

- Onboard, orient, and train CAAs
- Onboard and orient new Founders
- Facilitate weekly Group Coaching Calls for CAAs
- Facilitate weekly Group Coaching Calls for Financially Fierce Founders
- Address questions and queries of CAA's and Founders via Coaching Calls and/or Discussion Boards
- Conduct mid-point check in with Founders
- Conduct finish-line evaluation with Founders
- Curate and maintain the Founder community [The Forge]

CAA's Superpowers //

- You thrive on building relationships and are motivated to see Founders succeed
- Ability to set clear goals, establish accountabilities, and create growth mindsets
- You're a natural with numbers, effortlessly navigating your way around excel formulas and cashflow projections
- You consistently deliver high-quality experiences despite limited time and physical proximity

The Criteria //

- Minimum five years of experience within the entrepreneurial ecosystem
- Strong financial acumen
- Excellent coaching and personal development skills
- Previous experience in banking, lending, bookkeeping/accounting or investing



The Schedule //

- The maximum number of hours CAAs can work per week are 16 [4 hrs x day, 4 days x week]
- Mondays thru Thursdays are reserved for Accountability Calls
- Fridays are reserved for HQ Group Coaching Calls
- Holidays can be taken at your discretion as long as arranged in advance with your Founders

The Capacity //

- CAAs can support up to 32 Founders per quarter, per year 128
- CAAs can coach up to 16 hours per week maximum, or 32 per week.

*Note: For planning purposes, 30 minutes is allocated for each Accountability Call, 15 minutes for coaching and 15 minutes for administration.

Certification Process //

- Week 1: Onboarding and Orientation
- Week 2: Online FFF Blueprint Training
- Weeks 3+4: Shadow Live Accountability Calls with CAA Training Agent
- Weeks 5- 17: CAA Training Agent will shadow you through a 12-Week Cycle of Accountability Calls

CAA Renumeration //

- Commission for each Founder you sign up: \$249 CAD
- Compensation for each Founder you coach: \$747* CAD
- Performance bonuses of \$50 to \$250 CAD awarded for specific benchmarks achieved

**The equivalent of \$124.50 CAD per hour*

CAA Dues* //

- Annual Certification Fee: \$2,990 CAD
- Monthly Admin Fee: \$290 CAD

**Limited time offer. Rates are in effect until December 31, 2022*

Book a no-obligation [Discovery Call](#) to speak with our Founder + CEO, Taunya Woods Richardson, and have your questions answered.