Thank you for your interest in becoming an IAP2 licensed trainer! We continue to experience continuing demand for our courses around the world, and we welcome your interest in learning more about the process to become licensed to deliver IAP2 courses.

We have prepared this fact sheet about the IAP2 Federation training program to help you decide whether this opportunity is right for you. **Becoming an IAP2 licensed trainer is a rigorous undertaking that takes several months of study and preparation.** In the spirit of Core Value 6, the following paragraphs provide answers to many commonly asked questions: Where can a trainer provide the course(s)? Who schedules IAP2 courses? Who is responsible for marketing, recruitment, and event management? Who pays the license fees? What business model does IAP2 use?

As with all business decisions, it is important to carefully consider the personal and legal requirements of managing a full range of business activities as well as how this opportunity fits into your current work/life situation.

**Where Can IAP2 Licensed Trainers Deliver the IAP2 Courses?** An IAP2 license allows trainers to deliver our courses in any location where there is sufficient interest. This can be in the trainer’s home location or anywhere in the world. The license enables each trainer to decide when and where to hold courses. Most IAP2 trainers are public participation (P2) practitioners first and trainers second, and this policy allows each trainer to schedule course deliveries after considering their other obligations.

**Who Schedules IAP2 Courses, Who Manages Logistics, and Who Pays the License Fees?** Most IAP2 courses are scheduled and delivered by IAP2 licensed trainers to the public. The trainer is responsible for all pre-course marketing, recruitment, and event management, and the trainer pays IAP2 a license fee for each student attending the course. Some courses open to the public are sponsored by an IAP2 Affiliate or a Chapter. In these cases, the Affiliate or Chapter usually takes responsibility for pre-course marketing, recruitment, and event management as well as paying the license fees. All courses that are open to the public are listed on the [IAP2 Training Calendar](https://www.iap2.org) at www.iap2.org.
Some courses are not open to the public. When an organization such as a government agency or private-sector consultancy sponsors a course, attendance may be limited to that organization’s personnel. Occasionally, the organization may make a few seats available to allied organizations or to the public. For these private “in-house” courses, the sponsoring organization usually is responsible for marketing, recruitment, and event management. Private courses are not listed on the IAP2’s training calendar, but course information is provided to IAP2 staff for management purposes.

Some organizations that sponsor courses have an employee on staff who is licensed to deliver IAP2 courses. These “institutional trainers” primarily deliver private courses inside the organization. Some institutional trainers are allowed to deliver courses outside the organization, although this option may be limited by the organization because of conflict of interest or other concerns. Some organizations may provide financial assistance to individuals seeking to become an IAP2 licensed trainer.

Other variants on public and private courses also exist. For example, an Affiliate may contract with specific trainers to deliver courses both privately and to the public. In each case, whether public or private, the individual trainer who delivers the course must ensure that everything is well organized to ensure a successful learning experience for course participants and that all license fees and paperwork are properly completed and submitted to the Federation.

**What Business Model is Used by IAP2?** Historically, IAP2 Federation has used an entrepreneurial business model. Under this model, IAP2 licenses individual trainers, and the trainers then find and develop their own markets for IAP2 courses. Some licensed trainers own their own business and add the ability to deliver IAP2 licensed courses to their business portfolio. Other trainers develop teaming arrangements, and the team members decide the extent to which they will collaborate on the business and whether to deliver IAP2 courses individually or as a team. A few licenses are held, as noted above, by institutional trainers. You can learn more about the variety of IAP2’s licensed trainers and their businesses by reading the biographies of our [Foundations Licensed Trainers](https://www.iap2.org) and our [Outrage Licensed Trainers](https://www.iap2.org) posted on the IAP2 website (www.iap2.org).

As with starting or adding to any small business, you should carefully weigh the benefits and challenges of this opportunity. Please check your local laws and regulations. Some countries require trainers to obtain a license or meet other requirements before they can deliver training. If you currently work for an organization that wants to add training to its business, you should carefully consider the opportunity and constraints of licensing. Consult legal and accounting professionals before starting a business.

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