

Approve one hour a week.

Get a partner motion that runs without heroics.

This is a one-page approval request for the AI-Era Partnership Operator Certificate — an 8-week live working cohort for quota-carrying partnership operators. It is not a video library. Every week the operator builds a real artifact against their own partner book, and brings it back into the business. \$1,500 all-in. 1 hour live per week. 20 seats.

INVESTMENT

\$1,500 USD

All-in · no upsells · L&D stipend eligible

TIME COST

1 hr / week

Wed 12–1 PM ET · all sessions recorded

DURATION

8 weeks

Sep 23 – Nov 11, 2026 · certificate on completion

COHORT

20 seats

Curated for seniority · private Slack

THE BUSINESS CASE IN FOUR NUMBERS

TIME RECLAIMED

4–8 hrs / week

Reporting, prep, recaps, and partner comms compressed with AI workflows

LOADED COST OF THAT TIME

~\$14K–\$28K / yr

At a \$110K fully-loaded IC rate, reclaimed hours alone dwarf tuition

BREAK-EVEN

1 deal or 3 weeks

One partner-influenced deal — or three weeks of reclaimed time — repays it

COST PER WORKING HOUR

~\$188

Live, hands-on, senior-led. Less than one hour of GTM consulting

What the company gets back (not just the person)

- A **weekly operating system** for the partner book that survives vacation, reorg, and turnover.
- Executive-ready partner updates** in minutes — fewer "where are we on partners?" fire drills.
- A documented, **repeatable partner playbook** the rest of the team can run without this one person.
- A credible **co-sell motion** with one anchor partner, prepped to AE standard.
- Signal-based prioritization** — partner decisions defended with data, not vibes.

What it costs the company (the honest version)

- One hour per week**, on the calendar. Wednesdays, 12–1 PM ET, for 8 weeks.
- Zero travel, zero backfill.** Fully remote, camera-on working sessions.
- Miss up to 3 of 8** and still graduate — recordings and Slack keep pace with a real quarter.
- \$1,500 one-time.** Receipt and syllabus provided for L&D or expense approval.
- No renewal**, no seat license, no SaaS line item to defend next year.

WHAT 500+ ALUMNI ACROSS 26+ COHORTS HAVE PRODUCED

500+

Operators trained across 26+ cohorts

+45%

Lift in account-mapping skill (3 yrs · 102 teams)

4.8/5

Average cohort rating, post-program survey

\$250M+

Revenue quota owned annually by the community

66%

Of ICs apply the frameworks within the first weeks

Source: thematic analysis of 117 verified alumni testimonials across 26+ cohorts, 2 seniority tiers and 12+ countries, plus longitudinal intake/exit skill deltas measured under live quota conditions. Top measured self-reported lifts: ecosystem tooling fluency +42%, data savviness +37%, driving revenue +34%, overall operator confidence +24%.

THREE GRADUATES, IN THEIR OWN WORDS

"

The frameworks completely shifted how I think about partnerships — not just who to sign, but how to actually activate them in those critical first 90 days. If you work in partnerships and you're NOT in this program, you're leaving growth on the table.

Chelsea Thorton
Exec / CXO · ZayZoon · Cohort #26.1

OVERALL EXCELLENCE AWARD

"

Clarity, structure, and actionable frameworks to elevate how I lead partnerships. The mix of mentorship, peer exchange, and practical tools not only accelerated my progress but gave me the confidence to professionalize the partnerships area at Treble.

Adoniran Junior dos Reis
Partnerships Lead · Treble.ai · Cohort #25.6

LEADER TRACK

"

The only program I've found that combines tactical, step-by-step playbooks for every stage of the partnership lifecycle with a real community of peers walking the same path. It doesn't just make you better at the job — it helps you level up into a true partnership leader.

Faris Masarweh
Partnerships IC · Cohort #25.6

OVERALL EXCELLENCE AWARD

THE 8 WEEKS — AND THE DELIVERABLE THAT LEAVES THE ROOM EACH WEEK

WEEK	FOCUS	ARTIFACT DELIVERED BACK INTO THE BUSINESS
Week 1	The AI-Era Partner Operator	AI-Era Operator Map + workflow audit with a 30-day adoption plan
Week 2	Kill the Busywork	AI-powered weekly operating system (prep, recaps, comms, reporting)
Week 3	Partner Love → Partner Revenue	Partner strategy pressure-test canvas with revenue scoring
Week 4	Internal Alignment	Executive-ready partner update + internal alignment brief
Week 5	Operate by Signal	Signal dashboard spec + partner prioritization framework
Week 6	Heroics → Infrastructure	Reusable partner playbook with AI prompts (v1), runnable by the team
Week 7	Co-Sell That Sales Respects	AI-supported co-sell prep kit for one anchor partner
Week 8	Operator Narrative	Personal operating system + certificate of completion

OBJECTIONS A BUSY LEADER RAISES FIRST — ANSWERED

"They're slammed. This is a distraction."

The work *is* their partner book. Every artifact is built against live partners and live deals — the output lands in the business the same week, not after graduation.

"We already pay for tools and enablement."

Tools don't change behavior. Almost every partner team has a Crossbeam seat; few operate it like revenue. Cohort data shows account-mapping skill up +45% over 3 years / 102 teams.

"They can just use ChatGPT or Claude themselves."

Most self-taught users plateau at "better email writer." This is the room where AI moves from drafting to prioritization, forecasting, co-sell prep, and reporting.

"What if they leave after we invest?"

The deliverables are documented, reusable assets owned by the company — playbook, dashboard spec, update template. It reduces single-person dependency instead of deepening it.

"Budget is frozen / we're in a hiring freeze."

\$1,500 one-time, no renewal, no seat license. It is roughly 1% of the loaded cost of the headcount you are not hiring, aimed at the same capacity gap.

"How do I know it worked?"

Eight dated artifacts and a 30/60/90 review below. If the playbook and exec update aren't in use by Week 8, the program didn't deliver — that is measurable.

How to measure it — proposed 30/60/90

- Day 30:** Weekly operating system live; reporting prep time down measurably; Week 1–4 artifacts shared with the manager.
- Day 60:** Partner prioritization framework applied to the full book; one anchor co-sell motion in flight with named accounts.
- Day 90:** Reusable playbook handed to the team; exec partner update running on cadence without a fire drill.

Who is in the room, and who runs it

- Hand-curated **20-person cohorts** of quota-carrying operators from modern partner orgs — including teams at Google, Amazon, Shopify, HubSpot, Klaviyo, Workday, Greenhouse, Brex, Ramp, Lightspeed, Trustpilot and Attentive.
- Led by **Chris Lavoie, PhD** — Founder & CEO, Partnership Mastermind. 26+ cohorts delivered, 4.8/5 average rating, host of the Ecosystem Masters podcast and author of *The Partnership Operator's Manual*.

COPY, PASTE, SEND — THE APPROVAL ASK

SUGGESTED NOTE TO YOUR MANAGER OR L&D

Subject: Approval request — \$1,500, 8 weeks, 1 hr/week (AI-Era Partnership Operator Certificate)

I'd like approval for the AI-Era Partnership Operator Certificate: \$1,500 all-in, one live hour a week for eight weeks (Wed 12–1 PM ET, Sep 23 – Nov 11), all sessions recorded. It's a working cohort, not a course — each week I build a real asset against our own partner book: an exec-ready partner update, a signal-based prioritization framework, a co-sell prep kit for our anchor partner, and a documented playbook the team can run without me. Break-even is one partner-influenced deal or roughly three weeks of reclaimed reporting time. The program has trained 500+ operators across 26+ cohorts at a 4.8/5 rating. Receipt and syllabus attached for L&D. I'll report progress against a 30/60/90 with dated artifacts.