



INTRODUCING LAB TEST FLIGHT

YOUR PATH TO LEADERSHIP & PROFESSIONAL GROWTH

A CONTRIBUTION-BASED PATHWAY
FOR LAB INTERNS



WELCOME TO LAB TEST FLIGHT

LAB Test Flight isn't a job or a wage—it's an opportunity.

This contribution-based pathway gives you access to premium tools, wellness support, and exclusive resources as you grow. Your efforts in hosting discovery calls and recruiting speakers directly unlock new tiers of benefits. This is your chance to develop real leadership skills, build professional excellence, and shape your future while making a meaningful impact in the LAB ecosystem.

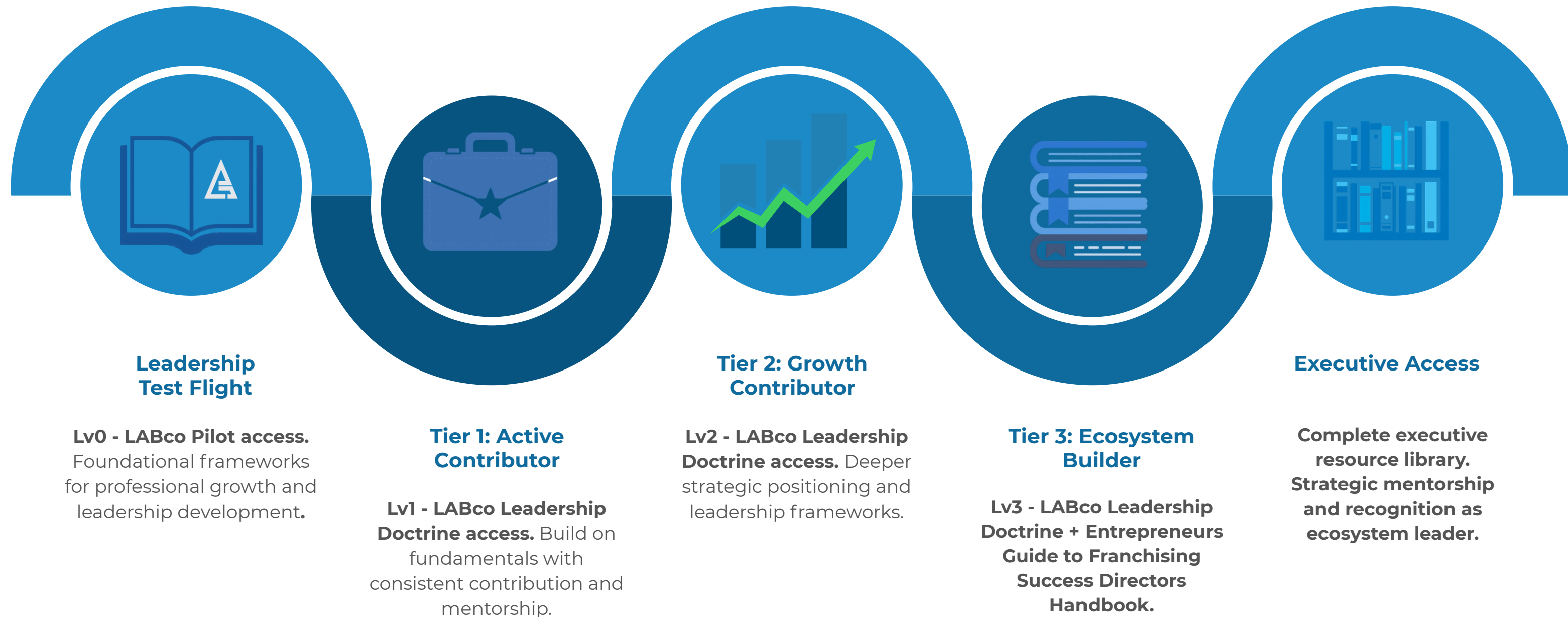


YOUR OPPORTUNITY AWAITS

Contribute. Grow. Lead.



THE LEADERSHIP ACCESS LADDER



PILOT TEST FLIGHT

Commitments

- **Host 2+ LAB Discovery Calls per week**
- **Convert 1+ contact into webinar/event speaker**
- Maintain communication and compliance standards
- Keep tracker updated with accurate, timely entries
- Demonstrate professionalism in all interactions

Rewards

- **@leadersareborn email forward**
- **Access to LABco Leadership Doctrine**
- Mentorship from LAB leadership team
- Foundation for advancement to Tier 1
- Professional development support



Pilot Test Flight

1 - 3 Weeks

Complete initial commitments, host discovery calls, and demonstrate compliance standards.

TIER 1 – ACTIVE CONTRIBUTOR

Commitment

- **Host 2+ LAB Discovery Calls per week to engage potential speakers and partners.**
- **Convert at least 1 contact monthly into event attendance or speaker participation.**
- Maintain professional email standards and keep your tracker updated with accurate, timely entries.
- Demonstrate consistent reliability and communication excellence.

Rewards up to \$250/month

- **Official LAB email address for professional communications.**
- Platform Package including Calendly, Canva Pro, LinkedIn Premium, Google Workspace, and Slack with optional add-ons.
- **Wellness Support of up to \$50/month** (approximately \$12.50/week) for fitness and wellness expenses.
- Continued access to LABco Leadership Doctrine resources.



Tier 1: Active Contributor

6 - 9 Weeks

Consistent contribution with regular calls and conversions. Access to platform tools and wellness support.

TIER 2 – GROWTH CONTRIBUTOR

Commitment

- Host 4–5 LAB Discovery Calls per week
- Convert 2+ contacts monthly into attendance or speakers
- Ensure 1+ verified speaker attendance monthly
- Support pod pipeline growth and team development
- Maintain tracker hygiene and professional standards

Rewards up to \$500/month

- **Enhanced Platform Package:** Calendly Pro, Canva Teams, LinkedIn Sales Navigator, HubSpot CRM, Monday.com, Zapier, Loom, Notion Plus
- **Wellness Support: Up to \$150/month (~\$37.50/week)**
- Leadership mentorship and strategic guidance
- Continued access to LABco Leadership Doctrine



Professionals

Lead, mentor, instruct, and grow through LAB.



Tier 2: Growth Contributor

9 - 12 Weeks

Higher call volume, stronger conversions, and pod pipeline growth. Enhanced tools and mentorship.

TIER 3 – ECOSYSTEM BUILDER

Commitment

- Host 5+ LAB Discovery Calls per week
- Convert 2+ contacts monthly consistently
- Demonstrate repeat speaker sourcing and pipeline strength
- Support ecosystem growth across multiple pods
- Contribute to system improvements

Rewards up to \$900/month

- **Executive Platform Package:** Calendly Business, HubSpot Professional, Salesforce Essentials, Gong.io, Outreach, Adobe Creative Cloud, Canva Teams, LinkedIn Sales Navigator, Zapier Premium, Notion Enterprise + more
- **Wellness Support: Up to \$360/month (~\$90/week)**
- **Exclusive access to extended LABco leadership and entrepreneurial guides**
- Strategic mentorship and recognition as ecosystem leader



Tier 3: Ecosystem Builder

Ongoing

Leadership role supporting ecosystem growth across multiple pods. Executive resources and strategic guidance.

FITNESS REIMBURSEMENT AT A GLANCE

LAB Test Flight rewards your commitment to wellness alongside your professional growth. As you progress through the tiers, your wellness reimbursement increases to support a healthier, more balanced lifestyle. Submit receipts monthly for approved fitness and wellness expenses, and receive reimbursement based on your verified contribution level.



Tier 1: Up to \$50/month

Approximately \$12.50 per week. Covers basic gym memberships, low-cost fitness apps, and light fitness classes. Ideal for 1-2 workouts per week.



Tier 2: Up to \$150/month

Approximately \$37.50 per week. Enables stronger gym access, class packs, and recovery tools like massage or spa sessions. Supports 2+ workouts per week.



Tier 3: Up to \$360/month

Approximately \$90 per week. Unlocks premium club memberships, personal training sessions, and wellness coaching. Designed for 3+ workouts per week.



HOW REIMBURSEMENT WORKS

LAB Test Flight experience offers a straightforward monthly reimbursement process to support your professional growth and wellness journey. Each month, submit your receipts for approved expenses.

LAB then verifies your tier status, call activity, and conversions to ensure you meet the contribution requirements. Once approved, you'll receive your reimbursement via direct deposit, LAB credits, or expense reimbursement. ***Reimbursement is contingent on verified contributions and monthly caps based on your tier level.**



Submit Receipts

Gather and submit your monthly receipts for approved categories including professional tools, platforms, and fitness & wellness expenses through the designated submission process.



Verification Process

LAB reviews your tier status, discovery calls, and conversions. Approval or denial is based on your contribution level, category eligibility, and monthly reimbursement caps.



Receive Payment

Once approved, receive your reimbursement via direct deposit, credit, or expense reimbursement. Approved categories: professional tools/platforms and fitness & wellness.



FOUR STAGES OF LAB TEST FLIGHT

WHAT WE'RE LOOKING FOR



Consistency

Reliable, regular activity is the foundation of success. Show up consistently for your discovery calls and webinars, maintain your tracker, and be dependable in all your commitments.



Professionalism

Clean communication, tracker hygiene, and compliance standards matter. Represent LAB with integrity, humility, and confidence in every interaction.



Conversions

Real outcomes drive progress. Focus on converting contacts into speakers, securing attendance, and contributing to measurable growth for the ecosystem.



Growth Mindset

Embrace learning and improvement. Be open to feedback, seek development opportunities, and continuously evolve your skills and leadership capabilities.

COMPLIANCE & PROFESSIONAL STANDARDS

As a LAB Test Flight participant, you represent Leaders Are Born in every interaction. Maintaining the highest standards of professionalism and compliance is essential to your success and the integrity of our ecosystem.

These guidelines ensure we operate ethically, protect our community, and build trust with every contact.



Communication Standards

Always use your official LAB email for all professional correspondence. Maintain courteous, prompt communication with all contacts. Never share personally identifiable information (PII) or provide individualized legal, financial, or tax advice.



Tracker & Documentation

Keep your tracker updated with accurate, timely logging of all calls, contacts, and conversions. This documentation is essential for tier verification and demonstrates your commitment to transparency and accountability.



Integrity & Support

Represent LAB with integrity, humility, and confidence in every interaction. For questions or issues, reach out via **Slack #32-help-desk-or-issues** or contact your pod leads directly for guidance and support.



LAB Test Flight



THANK YOU

START CONTRIBUTING AND GROWING TODAY!

Questions? Reach out via Slack or contact your pod lead



THE LAB TEST FLIGHT FORMULA



Ready to get started?