

Tier 3

EPR Agency Leadership Programme (EALP)

DURATION

FORMAT

BATCH SIZE

CERTIFICATE

PRICE

WHO IS THIS FOR?

CEPC holders ready to build or scale an EPR compliance agency

PROGRAMME OUTCOME

Launch and scale a profitable EPR compliance agency capable of serving enterprise clients.

PREREQUISITES

Active CEPC certification (Tier 2) with at least one real consulting client. Applications reviewed by Vijay Kawale.

| #  | Module Title & Learning Objective                                                                                                                                 | Duration | When    |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|---------|
| M1 | <b>Agency Foundation &amp; Business Setup</b><br>Legally establish and brand your EPR compliance agency — company registration, GST, MCA filings, brand identity. | 1 week   | Month 1 |
| M2 | <b>Service Productization</b><br>Package EPR compliance services into scalable, priceable products with clear deliverables and SLAs.                              | 1 week   | Month 1 |

| #         | Module Title & Learning Objective                                                                                                                          | Duration | When      |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-----------|
| <b>M3</b> | <b>Team Building &amp; SOPs</b><br>Hire, train, and manage an EPR compliance team with standardised operating procedures.                                  | 2 weeks  | Month 2   |
| <b>M4</b> | <b>Enterprise Client Management</b><br>Onboard, manage, and retain large enterprise producer clients — contracts, escalation, QBRs.                        | 2 weeks  | Month 2   |
| <b>M5</b> | <b>Technology &amp; Automation</b><br>Implement compliance tracking tools and automate client reporting workflows.                                         | 1 week   | Month 3   |
| <b>M6</b> | <b>Financial Management for EPR Agencies</b><br>Manage agency cash flow, invoicing, profitability metrics, and partner revenue sharing.                    | 1 week   | Month 3   |
| <b>M7</b> | <b>Growth &amp; Scale Strategy</b><br>Develop 12-month growth roadmap, identify expansion opportunities, and build referral networks.                      | 2 weeks  | Month 4–5 |
| <b>M8</b> | <b>Agency Capstone &amp; Mentorship</b><br>Present agency business plan, receive expert mentor feedback, and demonstrate readiness for EALP certification. | 1 week   | Month 6   |

|                           |                                                                     |
|---------------------------|---------------------------------------------------------------------|
| <b>Month 1 Assessment</b> | Agency business plan review & service catalogue evaluation          |
| <b>Month 3 Assessment</b> | Client simulation — onboard & manage a mock enterprise producer     |
| <b>Month 5 Assessment</b> | Agency P&L; review, team structure, and growth roadmap presentation |
| <b>Final Assessment</b>   | Full agency pitch to Vijay Kawale and guest evaluators              |

- > Exclusive cohort — maximum 10 learners per batch
- > Direct mentoring from Vijay Kawale (IIM-B Alumni)
- > 4 milestone assessments with structured feedback
- > Agency launch support — branding, legal, operations

- > Access to eprseva.com partner network for client referrals
- > EALP certificate — highest EPR professional credential in India
- > Listed as Certified Agency Partner on eprseva.com
- > EMI available — Rs. 20,000 + Rs. 15,000 + Rs. 15,000

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**Rs. 50,000**

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