

Dear all,

Following our brainstorming session on 18th April 2026, I am sharing a consolidated summary of the discussion, key decisions, and action items for the Risk Management Services (RMS) panel under the FinNet and TrainingCentral ecosystem. This note captures the agreed structure, responsibilities, and next steps so that we stay aligned as we move towards the end-May readiness target.

Please find the detailed summary below and feel free to share any clarifications or suggestions.

Summary:

The group is enthusiastic about the FinNet-umbrella consortium <https://www.finnet.co.in> combining training, consulting, and an expert panel (~50 risk specialists from a 650-member network). Key focus areas are structure, accountability, branding, legal safeguards, and a targeted readiness by end-May for the portal and core offerings.

Training will sit under TrainingCentral, and consulting-related services under FinNet, with clear separation of functions. The broader network will operate on a no-name basis, with LinkedIn used primarily for marketing and thought leadership, not for full individual profiles.

Key Discussion Points

- Define clear ownership, org charts, shared availability calendar, and flexible project staffing to assemble the right experts for domain-specific engagements.
- Emphasise legal responsibility, standard NDAs, capped liability (10–20% of project cost), and a freelance legal/company-secretary resource to vet contracts and mitigate litigation risk.
- Reposition Training Central from “training-only” to include consulting and broader risk solutions, with stronger brand visibility, LinkedIn-based marketing, and evidence-rich testimonials.
- Segregate Risk Management Services between TrainingCentral (training-related offerings) and FinNet (consulting-related offerings).
- Use podcasts, fireside chats, internal demos, and joint marketing activities for thought leadership and awareness, covering both internal and external marketing events.
- Consider monetisation of the panel, with remunerated contributions and optional no-charge POCs/workshops at the domain experts’ discretion.
- Plan internal marketing calendars at FinNet and external marketing calendars at Training Central for mailers, events, webinars, posts, and similar outreach.

Action Items (General Owners)

Shankar and Manoj:

- Lead the definition and documentation of accountability and deliverables, including escalation paths and role clarity for the panel.

- Coordinate the overall structure and readiness of the FinNet-based panel, with FinNet serving as the consulting-focused hub.

Manoj (with support from Narendra Deshmukh):

- Take the accountability and deliverables discussion offline and refine it further.
- Prepare and share a concise weekly status update (3 bullet points) for the group.
- Work with the Training Central team to align the portal and marketing content, targeting end-May readiness considering parallel project and renewal commitments.

Gladstone:

- Lead the consolidation of panel visibility and branding, starting with LinkedIn-based marketing and portal leadership pages, keeping in line with the no-name network approach.
- Help finalise the scope (domains/industries) of the panel's offerings under the existing TrainingCentral (training) and FinNet (consulting) structure.

Shared across the group:

- Review the Training Central course catalogue and identify offerings to include in client proposals.
- Participate in internal demos and marketing events (podcasts, fireside chats, webinars) to showcase capabilities.
- Provide input on roles and responsibilities for marketing and consultancy, once circulated.
- Share data-rich client testimonials and case-study material to strengthen credibility.

For marketing and product coordination:

- Coordinate quarterly calendars that invite product and solutions manufacturers to schedule joint events, demos, and client showcases.
- Publish these calendars in advance for the RMS group and mirror a similar marketing calendar at TrainingCentral for mailers, events, and posts.

Recording and MoU guidelines:

- The recording link will be shared with those who attend the calls which will be used for internal reference, as assured.
- MoUs will be handled on a case-by-case basis as specific opportunities arise, rather than being shared broadly at this stage.

Next Steps

- Finalize portal and marketing content for end-May deployment.
- Continue shaping internal and external marketing calendars for the RMS group and Training Central.
- Keep the group informed via WhatsApp and shared minutes, and refine the org chart and role definitions as the structure becomes clearer.