

Frequently Asked Questions



1. Are you a for-profit company or a non-profit company?

We like to say AI is a for-profit company with non-profit motives. The leadership of AI has a rich background in both the business and non-profit world. It has always been our belief that business should care about people - a philosophy that is consistent with a for-profit strategy of offering great service at a fair price. AI aims to do this. In addition, because certain practices by non-profits in some parts of the world have created misunderstanding or questions about their motives or mission, AI Leadership believes that being a business that operates in a for-profit mode with high integrity brings a transparency and ease of understanding that remains consistent with our values.

2. It seems AI has very few employees but many volunteers. How does a business attract volunteers?

Most people want to invest their time, talents and treasure in something that will outlast them – to be a part of a legacy that benefits others. However, it is rare to have access to this type of outlet in their place of employment or local community. We find that in the United States, and increasingly in all cultures around the world, when an avenue is presented that allows them to use their personal resources to make a difference on a global scale, people are excited to invest themselves, and are able to grasp how a for-profit business model can be of benefit in accomplishing this.

3. Is AI's business model a new trend?

More and more, business enterprises are cognizant of not only being sustainable and making better lives for their employees, but also of giving back to their own community, as well as to those communities in need around the world. While we did not originate this movement, we are happy to be included with those who embrace it.

4. Looking at your website, it seems you have a strong emphasis on China. Why? Do you have plans for expansion to other countries?

AI leadership brings to the table an international network that historically is most fully developed in China. Guy Armstrong, President of AI, lived in Shanghai and has traveled extensively in China, building professional and personal relationships all over the country. AI's long-term vision, however, does call for expansion to other countries. The AI model is built on

partnerships and collaboration; therefore, as new partners emerge in new countries, AI expansion will follow.

5. *I am considering hosting a student in my company or home, but want to be sure my volunteering is not making someone in AI a lot of money. How can I be sure of this?*

As AI expands and initiates Passages' Programs in new cities throughout the USA and registers new "voluntouring" professionals for our I2L trips, our reputation and exposure will lead to an increasing number of people who come to us from outside of our personal network. This expanded base of volunteers will most likely have no prior personal affiliation with AI Leadership. As a result, AI recognizes the importance of creating an environment that is as up front as possible with regard to its finances. We desire that our volunteers can feel assured that their investment of time and energy in I2L trips and hosting students is being used to build future leaders, and not enrich the employees of AI. For this reason, AI financial statements are made available to local volunteer coordinators who are authorized to disseminate this information to volunteers in their area. Please contact your local AI Coordinator if you wish to review information on the financial activities of AI.