

AGENDA

The agenda will typically be in the following format:

- Open networking 7:30 – 7:45 A.M.
- Welcome visitors
- Call meeting to order (Talk about focus on referrals)
- Share success stories
- Recognition for outstanding contributors (Thank you for Referrals)
- Introduce new members
- 60 Second commercials:

(We explain what problems we fix or services we offer. Who we help, and what a good prospect or lead looks like to us.)

(Optional for guests)
- Spotlight Presentation (A member not a guest) Will give a 10-15 minute spotlight presentation on the nature of their individual business, and teach us details about what the profile of an excellent lead looks like to them and how to quickly identify potential prospects for them.
- Close with a reminder focus on referrals
- Any membership's special announcements or promotions.