

Weekly Agenda for Visitors

Welcome

Our Purpose

This group is here to develop a trust circle of individuals from various industries, building a *network* of relationships and *sales leads* within our circle. If you are here today you have made a commitment to each and every one of us to help us grow our business through leads, referrals and testimonials.

Attendance

Approval of last week's minutes

10 - Minute Presentation and Questions

60-Second Commercials

Board Reports

Networking Educator

Information and Updates

Referrals, Testimonials, Leads Moments

Leads Groups Tips:

- The 60 seconds should be 45-60 seconds.
- Stand and face your audience.
- State your name, company name and title clearly and concisely.
"My name is Vicki Ellis, Director of Membership for The Chamber. My ask today is..."
- Be specific when describing what services or products your company offers.
- Provide a brief description of the product or service you want to educate the group about and ask for what you are looking for.
- Re-state your name and business, and tagline (if you have a tagline).
- You are looking to Inform the group, don't push for the sale.
- It's ok to stumble through your 60 second, no one expects perfection – It's your first time.
- Due to time constraints, we ask that if you have additional information you would like to add, please ask the chair if there is time at the end of the meeting for you to speak. Or ask a member if it is ok to reach out to them to discuss things in more detail.
- Each group has 60-90 minutes to conduct their meeting. Please be considerate of everyone's time commitment, and try to keep comments to a minimum.