CONNECT & GROW INTRODUCTION

Chamber Leads Groups provide opportunities for its members to connect with other businesses and business leaders within the community. Be ready to share best business practices, build business relationships, and generate referrals.

General Guidelines:

- Connect & Grow meets bi-monthly on the 1st and 3rd Tuesday at 8:00am.
- Connect & Grow Member companies must be current Chamber members in good standing.
- Guests are welcome to visit one time and then must decide whether they wish to join the group or not.
- The meeting starts on time. REMEMBER, you would not be late to a meeting with a prospective client and everyone in the group is a prospective client.
- If a member company representative misses three meetings in a quarter or three meetings consecutively, they will be removed from the roster and their category will be re-opened to a member on the waiting list.
- Plan to keep track of the revenue you have earned through connections made in the group – all revenue is reported anonymously.
- When joining a leads group, understand that referrals will come once members get to know you and are comfortable exchanging referrals with you. Be sure to make an effort to get to know every member in Connect & Grow. You never know where your next referral with come.

What to Expect:

- Introduce yourself and be ready to share what a good lead is for you
- Hear from members or guest speakers during the presentation
- Share "thank-you's" for business generated and referrals shared by other members

Steps to Join:

- If you decide to join (pending your business category is available), you must attend three (3) consecutive meetings before becoming an official member of that group.
    1. Visit Connect & Grow and complete the guest sheet.
    2. Second consecutive visit, receive the Connect & Grow Application.
    3. Third consecutive visit, return the signed Leads Group Application to become a member.