Montgomery County Chamber CASE Group

The Montgomery County Chamber of Commerce Chamber Accelerate Sales Executives Group (CASE) were created to help members' network and grow their businesses. A CASE group is a business referral network that promotes interaction, networking and relationship building. As a CASE group member, you will have the opportunity to develop sources and contacts that can help generate sales for your business.

**PURPOSE:**

CASE Group(s) provide a direct networking opportunity through weekly group meetings for Chamber members to:

\*Generate Referrals \* Build Relationships \*Share Best Practices

**OBJECTIVES:**

* To promote and provide a means for members to exchange business leads and information.
* To encourage expansion and growth of members' businesses.
* To keep members informed about potential business opportunities.
* To encourage cooperation amongst Chamber members.

**WHAT TO EXPECT:**

Each week, each member will have a brief opportunity (60 seconds) to introduce themselves, share information about their business, products or promotions, along with their current ideal referral. We will utilize a small chime bell to indicate when your 60 seconds are up, for a smooth, continuous meeting. We will make business cards and any other member literature available each week.

One CASE member will be scheduled to present the group with a 10 -minute presentation that will help the group understand their products or services. This presentation will end with an additional 5-minutes for questions from the group. As a member of the group, you are responsible for knowing your scheduled presentation day, or finding an acceptable replacement. On the day of your presentation, please arrive 5 minutes before the start time, so you can set up. Your scheduled day can be found on our group’s active Google Doc. We will also announce the next presenter each week.

**ATTENDANCE:**

CASE is designed to be a constant rotation of referrals and relationship building; therefore, it is imperative to enforce attendance. Without attendance, there is no participation. As a member, you are allowed to miss one meeting per calendar month. Once you have exceeded this expectation for three months, you will be given a warning. On the fourth occurrence, you will be dismissed from the group. Attendance will be taken by a lead or staff member each week. Tardiness should be avoided as much as possible. Meeting begins with a 10-minute networking period. This networking time is built in for the rare tardiness that may occur. Please speak with a lead or staff member if you feel you need a leave of absence from the group.

**WHO QUALIFIES?**

Any chamber member, organization or company with an active Montgomery County Chamber membership qualifies to join a CASE group at no additional charge. CASE members must be active, positive contributors to their group. Seats are limited to one member of each industry, per CASE group. While members may be a part of another referral group, we require that a different representative from your organization, who is not in the other referral group, join CASE.

***"Think about it: everybody you know, everyone that you meet, also know about 250 people.***

***So every time you cultivate a relationship with one new person, you have actually expanded your***

***personal inventory by 250 people*** - ***every single time."***

-- ***Bob Burg, Author and Speaker***



**CASE APPLICATION**

* Applicant Name: \_\_ Todays Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Business Name:
* Contact email: \_\_\_
* Contact Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What product/service do you want to represent? Only one person per industry allowed in each group. Only one industry allowed per person. Please provide examples of your services.

What can you contribute to a CASE group?

Which group do you wish to join? Please number 1-5 for your most preferred being #1. Only select groups in which you can attend.

Tuesday 8:00am \_\_\_\_\_\_ Wednesday 8:30am \_\_\_\_\_\_ Thursday 4:30pm \_\_\_\_\_\_\_

Tuesday 4:00pm \_\_\_\_\_\_ Wednesday 12:00pm \_\_\_\_\_\_

Please list any other networking/referral groups you or your company belong to. As a reminder, YOU cannot be in another direct referral group and be in CASE.

Are you or your business a current chamber member? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you agree to abide by the CASE attendance policy explained on page 1 of the application? \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you commit to being an active member of your group by also passing referrals? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How did you hear about CASE? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Submit application to m.smith@montgomerycc.org

For internal use only:

Date approved: \_\_\_\_\_\_\_\_\_\_\_\_ Group approved: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ Industry seat held: \_\_\_\_\_\_\_\_\_\_\_\_\_

Dismissal date & reason: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_