



GRCC Leadshare

Generating sales leads is the key to any business success. Leadshare acts as your expanded sales team, providing introductions and “warm referrals” to individuals and companies you want to do business with. Through the professional relationships and rapport established between members over time, Leadshare members support each other’s business initiatives as referrers, customers, suppliers and mentors. Participation in Leadshare can help grow your professional network, sharpen your sales presentation skills and increase the centers of influence supporting your operations.

Membership Requirements and Expectations:

- 1) Membership in a Leadshare group is *an exclusive benefit* to Greater Reston Chamber of Commerce members, in good standing (with all dues current) only.
- 2) One representative per industry/profession may participate as a member of a group. Members may only represent the business/industry their seat is designed to represent. The Chamber will maintain a waitlist for members whose seat is not available in any group.
- 3) Applications to join a group will be subject to review by that group’s designee(s) to determine eligibility to join.
- 4) A company may only be a member of one Leadshare group.
- 5) Chamber members interested in joining a group may visit all Leadshare groups once with a second visit to any of the groups before applying for admission.
- 6) Participants are required to submit at least two “warm” leads per quarter.
- 7) Participants are required to participate in at least 1 one-on-one meetings each month. You will also agree to meet with each member of the group at least one time within your first year of joining the group.
- 8) More than two absences in any six-month period will be reason for dismissal from the group unless special circumstances apply as determined by the Chamber Liaison.
- 9) A substitute may be sent in lieu of an absence no more than twice in a six-month period. The use of a substitute during an absence will constitute attendance. A substitute does not have to be from the Member’s business but may not conflict with another business in the group.
- 10) *Respect and courtesy to all attendees, regardless of membership status, is always expected during the meeting.* Any concerns regarding the presence of a visitor or group member should be discussed with the group leader and/or staff liaison.
- 11) Non-Chamber members who are interested in LeadShare may be invited to attend one meeting, for one Leadshare group, in any six-month period. It is discouraged to invite non-Chamber guests whose industry competes with an existing group member. *If such a non-Chamber guest is invited, they may attend an observer only and may not solicit referrals.*
- 12) It is understood that Chamber membership is one aspect of a comprehensive business development strategy. Leadshare will not prohibit participation of its members in other similar business referral groups. All active members, however, must meet the requirements for attendance, lead generation and one-to-one meetings.



Leadshare Application	
Which group are you applying to (check one)?	
	Tuesday 11:30 AM – 12:30 PM 1 st and 3 rd
	Wednesday 11:30 AM – 12:30 PM 2 nd and 4 th
CONTACT INFORMATION	
Name	
Title	
Company	
Phone	
Email	
Industry/Category	
Company Description	
How will you contribute to the Leadshare group?	
What do you expect to get out of being part of Leadshare?	
Are there any industries/professions that you would be prohibited from referring business to?	
If yes, please describe	

I have read the GRCC Leadshare Membership Requirement and Expectations and, upon approval of my application, will abide by the terms outlined. I understand that the Greater Reston Chamber of Commerce may update these conditions in the future.

Signature _____ Date _____

For more information, please call 703.707.9045 or email PhilipA@RestonChamber.org.