



NEW MEMBER GUIDELINES

Welcome!

On behalf of the Friday AM Connection Club, I'd like to extend a warm welcome to you! Whether you are a first-time guest or a relatively new member, we know you probably have questions about our club and what the requirements are to join.

How often can I be a guest?

You are welcome to be a guest of our club 2 times. The first time we are happy to pay for your breakfast. If you decide you'd like to attend a second meeting as a guest, we ask that you pay for your breakfast (\$6). If you show up a third time, we will assume you wish to join our club. If it's determined that you are not eligible to be a member, we ask that you pay for your breakfast (\$6)

How are your meetings structured?

We start off our meetings (7:30AM sharp) with introductions of guests and members. Each person is given 30 seconds to give their "audio logo" or introduction. See the reverse of this document if you're not sure what to talk about. After introductions, we typically have one of our members or special guest make a 15 minute presentation; this allows us to learn more about what we all specialize in. At the conclusion of the meeting, we exchange leads and referrals and then spend approximately 5-10 minutes "mixing" with one another.

How do I join the Friday AM Connection Club?

Before you can join our club, you need to be a member of the Fremont Chamber of Commerce. There is an additional Connection Club membership which you'll need to sign up for through the Chamber. This membership allows you to be a member of 2 connection clubs (provided they have an opening). If you want to join our club, simply let the Chair or Vice Chair know and they will complete a membership form and you sign this as well. This form is faxed to the Chamber and indicates you wish to join and will begin paying dues immediately.

How much are monthly dues?

Effective 9/1, monthly dues (due on the 1st meeting of each month) will be \$30; however, members choosing to prepay 3 consecutive months in advance will receive a \$15 discount. Please note, pre-paid dues are NOT refundable. Members who join between the 1st and the 15th will pay full member dues; those who join between the 16th and the 31st, respectively, will pay half the member dues (\$15).

If a member is one month or more past-due, their space will become available to any interested (new) member. However, this does not excuse the member from paying their past-due dues, even if they decide to leave the club.

What if I arrive late for a meeting?

If a member arrives AFTER the introductions have concluded, without exception, they will be introduced by the Chairperson at the end of the meeting, but will NOT have the opportunity to give their 30-second introduction. Please be courteous and arrive by 7:30AM.

What if I don't attend a meeting or several meetings?

If a member misses 4 or more scheduled meetings in a row (excused or otherwise, even if dues are current), their space will become available to any interested (new) member. Our goal is to have active members (that pay their dues on time).

How can I learn more about your club?

Our Website (www.fridayconnections.com) is a great place to visit if you want to learn more about our club and what we're all about. You'll especially want to visit the Member Resource area.

Kelley Rao, Chairperson
Friday AM Connection Club
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What Do I Say During My Weekly Introduction?

If you're not sure what to say during your 30-second introduction, here are some tips:

Your introduction is your opportunity to provide information that creates interest and response from prospects. It is the prelude and the gateway to a sale.

For example, the prospect says, "What do you do?" If you're in the temporary staffing industry and you say "I'm in the temporary staffing industry", you should be shot! (Well, that might be a bit harsh)! Your reply should be "We provide quality emergency and temporary employees for businesses like yours so that when one of your own employees is sick, absent or on vacation, there is no loss of productivity or reduction of service to your customers." This will gain the prospect's attention and follow with qualifying questions such as "How many employees do you have?" or "How do you ensure that the level of service to your customers isn't reduced during times your employees are off?" Make the prospect think!

Your 30-second introduction should contain the following information:

- ◆ State who you are
- ◆ State who your company is
- ◆ Creatively tell what you do

Now, if the situation/circumstance you're in permits it, follow the remaining steps:

- ◆ Ask a qualifying question
- ◆ Follow the qualifying question's answer with a statement that would show how you can help
- ◆ End with a call to action from the prospect