

MEMBERSHIP & RENEWAL APPLICATION



DATE: _____

APPLICANT NAME: _____

COMPANY NAME: _____

COMPANY ADDRESS: _____

APPLICANT EMAIL: _____

APPLICANT PHONE: _____

PROFESSION: _____

SPECIALTY: _____

PLEASE DESCRIBE THE PRODUCT OR SERVICE YOU PROVIDE

ADDITIONAL NOTES:

PERSONAL OR BUSINESS REFERENCES:

NAME: _____

EMAIL: _____

PHONE: _____

RELATIONSHIP: _____

NAME: _____

EMAIL: _____

PHONE: _____

RELATIONSHIP: _____

NAME: _____

EMAIL: _____

PHONE: _____

RELATIONSHIP: _____

SOCIAL MEDIA USERNAMES/HANDLES









OTHER: _____

HAS ANY PROFESSIONAL LICENSE OR CERTIFICATION OF YOURS EVER BEEN REVOKED?

YES:

NO:

ARE YOU ABLE AND WILLING TO MAKE THE COMMITMENT TO ABIDE BY ALL REQUIREMENTS OUTLINED IN THE CURRENT B2B NETWORK APPLICATION AS WELL AS B2B MEMBER'S MEMBER POLICIES, GUIDELINES AND NETWORKING CODE OF ETHICS?

YES:

NO:

ARE YOU A PART OF ANY OTHER NETWORKING ORGANIZATIONS? E.G. CHAMBER OF COMMERCE, SERVICE CLUB/S, SPORTS CLUB/S, ROTARY CLUB, BNI ?

YES:

NO:

IF YES, PLEASE LIST:

ARE YOU PREPARED TO INVITE PEOPLE FROM YOUR PROFESSIONAL AND SOCIAL NETWORKS TO B2B NETWORK?

YES:

NO:

DO YOU BELONG TO OTHER REFERRAL NETWORKING GROUPS?

YES:

NO:

ALL MEMBERS ARE EXPECTED TO CONTRIBUTE TO THE RUNNING OF THE CHAPTER. WHICH OFFICE COMMITTEE CHAIR WOULD MOST INTEREST YOU?

CHAIRPERSON

VICE CHAIR

ADMIN DIRECTOR

FINANCE DIRECTOR

MEMBERSHIP COMMITTEE



PARTICIPATION FEES

	FEES:	APPLICATION FEE:	TAXES:	TOTAL:
RENEWING MEMEBER:	\$350	\$0	\$0	\$350
NEW MEMBER:	\$350	\$100	\$0	\$450

ONE ON ONE

MEMBERS OF B2B ARE REQUIRED TO SET UP CONSISTENT AND CONTINUOUS "1 ON 1" OUTSIDE MEETINGS WITH OTHER BUSINESS PROFESSIONALS IN B2B. THESE MEETINGS ARE GEARED TOWARDS CREATING A DEEPER LEVEL OF UNDERSTANDING, TRUST AND COMMUNICATION FOR ONE ANOTHER'S BUSINESSES IN B2B. ONE ON ONES ARE REQUIRED TO HELP DRIVE NEW BUSINESS OPPORTUNITY AMONG MEMBERS, CREATE AN ENVIRONMENT FOR MEMBERS TO DELVE DEEPER INTO THEIR BUSINESSES DETAILS AND ALSO HELP MEMBERS BECOME MORE COMFORTABLE PASSING LEADS/REFERRALS TO NEW PEOPLE IN THE GROUP. THE GOAL IS THAT EVERYONE IN THE GROUP HAVE AT LEAST ONE, ONE ON ONE WITH EACH MEMBER IN THE GROUP ANNUALLY, ALONG WITH TRYING TO COME PREPARED WITH ONE LEAD FOR THAT MEMBER AT THE ONE ON ONE OR SHORTLY THEREAFTER.

INITIAL:

ATTENDANCE POLICY

PUNCTUALITY AND REGULAR ATTENDANCE IS ESSENTIAL TO ACHIEVE MAXIMUM SUCCESS IN THE BUSINESS2BUSINESS GROUP. EACH CHAIR DIRECTOR WILL BE REQUIRED TO ATTEND WEEKLY MEETINGS, OR THE NETWORKING MEETING THAT WOULD BE IN PLACE OF THE WEEKLY MEETING. SOCIAL EVENTS ARE NOT A REQUIRED EVENT FOR ATTENDANCE. FOR THE GROUP AS A WHOLE TO SUCCEED, THE VICE CHAIRMAN WILL BE RESPONSIBLE FOR COMMUNICATING, RECORDING AND KEEPING CHAIR DIRECTORS APPRISED OF THEIR ATTENDANCE STANDING.

INITIAL:

WEEKLY MEETINGS

THE WEEKLY MEETINGS TAKE PLACE ON WEDNESDAY MORNINGS AT 7:45AM AND END AT 9:00AM. THE MEETING STARTS AT 7:45 WITH OPENING NETWORKING BETWEEN DIRECTORS AND VISITORS. THE BUSINESS PART OF THE MEETING WILL START AT 8:00AM WHEN THE CHAIRMAN CALLS TO ORDER. EACH DIRECTOR SHOULD BE IN ATTENDANCE AT 7:45AM. THE MEETINGS ARE HELD AT FOX TITLE COMPANY 270 W. DIEHL ROAD NAPERVILLE.

INITIAL:

ABSENCES

IF A CHAIR DIRECTOR IS UNABLE TO ATTEND A SCHEDULED WEEKLY MEETING, THEY MUST SEND A SUBSTITUTE IN THEIR PLACE. WHEN A SUBSTITUTE IS SENT IN THE CHAIR DIRECTORS PLACE THIS WILL NOT COUNT AS AN ABSENCE. A SUBSTITUTE IS ANYONE THAT IS NOT A CURRENT MEMBER OF BUSINESS2BUSINESS. A CHAIR DIRECTOR WILL BE ALLOWED 4 ABSENCES PER YEAR OF MEMBERSHIP. (NOT CALENDAR YEAR). AFTER A FORTH ABSENCE YOU MAY BE REMOVED FROM THE GROUP AND YOUR CHAIR WILL BE OPENED BY THE VICE DIRECTOR OR THE DIRECTOR CHAIR MANAGEMENT COMMITTEE. THE CHAIR DIRECTOR WILL HAVE ONE APPEAL TO THE BUSINESS2BUSINESS OFFICERS.

INITIAL:

TARDINESS

THERE WILL BE A 5 MINUTE GRACE PERIOD TO BE CONSIDERED ON TIME FOR THE MEETING. THE MEETING STARTS AT 7:45AM, EACH CHAIR DIRECTOR WILL BE REQUIRED TO BE IN ATTENDANCE BY 7:50AM. AFTER THREE TARDIES THE DIRECTOR WILL BE GIVEN ONE ABSENCE THAT COUNTS TOWARD YOUR 4 TOTAL FOR THE YEAR. ALL TARDIES ARE SUBJECT TO REVIEW BY THE B2B OFFICERS.

INITIAL:

BUSINESS INSIGHT POLICY

EACH DIRECTOR WILL HAVE A ROTATING OPPORTUNITY AT LEAST ONCE EACH QUARTER TO PRESENT A TWO-MINUTE "BUSINESS INSIGHT" TO THE GROUP SUCH AS WAYS TO GROW YOUR BUSINESS THROUGH THE B2B NETWORK, TECHNIQUES TO IMPROVE YOUR NETWORKING SKILLS, TIPS FOR A MORE EFFECTIVE 60-SECOND INFOMERCIAL OR FEATURED PRESENTATION, OR ANY OTHER IDEAS TO GROW, EDUCATE AND SUSTAIN OUR B2B NETWORK.

INITIAL:



CHANGES OF MEETING

IN THE EVENT THAT A MEETING HAS TO BE MOVED TO A NEW LOCATION FOR THE WEEK, THE CHAIRMAN MUST GIVE AT LEAST 24 NOTICE TO ALLOW FOR DIRECTORS TO MAKE CHANGES IN MORNING SCHEDULE. IF LESS THEN 24 HOURS NOTICE IS GIVEN AND THEN THE DIRECTOR IS TARDY, THAT TARDY WILL NOT COUNT IN THEIR TOTAL.

IN THE EVENT THE MEETING HAS TO BE CANCELLED THE CHAIRMAN MUST TRY AND LET THE DIRECTORS KNOW BY 630AM OF THE MEETING DATE.

IN THE EVENT THE WEEKLY MEETING IS REPLACED BY A NETWORKING MEETING AT A DIFFERENT PLACE AND TIME OF THE REGULARLY SCHEDULED MEETINGS THAT THE CHAIRMAN MUST GIVE AT LEAST 30 DAYS NOTICE. IF 30 DAYS NOTICE IS NOT GIVEN AND THE DIRECTOR CAN'T ATTEND THE MEETING IT WILL NOT COUNT AS AN ABSENCE

NOTE: A SOCIAL EVENT IS AN OCCASION ON WHICH PEOPLE CAN ASSEMBLE FOR SOCIAL INTERACTION AND ENTERTAINMENT. (EXAMPLES: SUMMER POOL PARTY, CHRISTMAS PARTY)

A NETWORK EVENT IS AN OCCASION WHEN BSB MEETS OUTSIDE OUR REGULAR MEETING TO INTERACT WITH MEMBERS AND FUTURE MEMBERS TO BUILD RELATIONSHIPS WITHOUT THE MEETING STRUCTURE.

60 SECOND INFORMERCIAL

INITIAL:

EACH WEEK MEMBERS AND GUESTS WILL PRESENT A CONCISE 60-SECOND INFORMERCIAL INTRODUCING THEMSELVES, THEIR COMPANY, NICHE IN THEIR INDUSTRY, A BRIEF UPDATE ON THEIR INDUSTRY OR COMPANY AND IMPORTANTLY END THE PRESENTATION CLEARLY DEFINING WHO IS AN IDEAL REFERRAL FOR THEM. THESE INFOMERCIALS ARE DESIGNED TO PROVIDE EACH MEMBER AND GUEST AN OPPORTUNITY TO HELP THE GROUP BETTER UNDERSTAND THEIR BUSINESS, PRODUCTS OR SERVICES OFFERED MEMBERS CLIENTS, FAMILY, FRIENDS AND ACQUAINTANCES MAY BENEFIT FROM. THIS ALSO OFFERS AN ONGOING OPPORTUNITY FOR MEMBERS TO GET TO KNOW EACH OTHER BETTER AND DEMONSTRATE THEIR PROFICIENCY AND ACTIVITY IN THEIR INDUSTRY TO BUILD RAPPORT AND CONFIDENCE THEIR VALUABLE REFERRALS WILL BE SERVICED WELL. IDEALLY THESE 60-SECOND INFOMERCIALS IN THE END WILL FACILITATE MORE AND BETTER REFERRALS BETWEEN MEMBERS TO ALLOW EACH MEMBER TO GROW THEIR BUSINESS AND INCREASE THEIR INCOME, THE PRIMARY OBJECTIVE OF B2B.

INITIAL:

PRESENTER

EACH CHAIR HAS A ROTATING PRESENTATION OPPORTUNITY. EACH WEEK THERE ARE TWO FIVE MINUTE SPOTS FOR PRESENTATION. DEPENDING ON THE NUMBER OF DIRECTOR CHAIRS THIS CAN BE COMBINED AS A TEN MINUTE PRESENTATION.

INITIAL:

PRESENTATION

THE PURPOSE OF THE PRESENTATION IS TO EXPOUND UPON THE DIRECTOR CHAIRS BUSINESS. THIS SHOULD BE DONE THROUGH STORIES, EXAMPLES, CHARTS AND GRAPHS OR OTHER MEDIA MEANS TO HELP THE OTHER MEMBER CHAIRS BECOME MORE FAMILIAR WITH THE BUSINESS THE PRESENTER OWNS OR IS INVOLVED IN. THIS SHOULD BE INFORMATIVE AND SHOW THE EXPERTISE THE INDIVIDUAL HAS WITHIN THEIR BUSINESS.

SIGHTING EXAMPLES OF HOW THE PRESENTER CAN BE REFERRED OR WHO WOULD BE A GOOD REFERRAL TO THE BUSINESS SHOULD BE INCLUDED DURING THIS TIME.

AT THE END OF THE PRESENTATION THERE IS TIME FOR QUESTIONS AND ANSWERS TO HELP CLARIFY INFORMATION THAT HAS BEEN SHARED.

INITIAL:

VISITOR POLICY

A VISITOR IS AN INDIVIDUAL WHO PRACTICES A PROFESSION THAT WOULD FIT INTO B2B NETWORK'S GOAL OF BUSINESS CATEGORY EXCLUSIVITY. A VISITOR CAN BE INVITED BY A MEMBER OF THE B2B NETWORK OR REQUEST TO ATTEND. A VISITOR CAN ATTEND UP TO 3 TIMES BEFORE A CHOICE IS REQUIRED TO BE MADE TO APPLY FOR AN AVAILABLE SEAT WITHIN THE NETWORK. IF MULTIPLE APPLICANTS ARE COMPETING FOR A DIRECTOR CHAIR, VISITS CAN EXCEED THE 3-VISIT RULE UNTIL A DECISION IS REACHED BY B2B NETWORK.

INITIAL:

LEADS

INTERNAL LEAD: IS A LEAD PASSED BETWEEN DIRECTORS OF B2B.

EXTERNAL LEAD: IS A LEAD FOR BUSINESS TO A PERSON THAT IS NOT A DIRECTOR IN B2B.

A QUALIFYING LEAD IS EXPECTING A CALL FROM THE RECEIVING DIRECTOR OR HAS THE DIRECTOR'S CONTACT INFORMATION AND IS EXPECTED TO CONTACT THAT DIRECTOR.

THE LEAD MUST HAVE A NAME, PHONE NUMBER, AND EMAIL IF POSSIBLE.

THE LEAD MUST BE FOLLOWED UP ON WITHIN 2 BUSINESS DAYS.

INITIAL:

DIRECTOR VOTING POLICY

EACH DIRECTOR SHALL HAVE ONE (1) VOTE ON ANY MATTER RAISED DURING A MEETING OF B2B NETWORK. THERE SHALL BE NO ABSENTEE OR PROXY VOTING WITH RESPECT TO ANY MATTER. ALL MOTIONS RAISED IN A MEETING REQUIRE AN AFFIRMATIVE VOTE OF A SIMPLE MAJORITY OF THE DIRECTORS TO BE EFFECTIVE. ANY MATTER MAY BE DECIDED BY EMAIL WITHOUT A MEETING IF THE ACTION PROPOSED IS UNANIMOUSLY APPROVED IN WRITING BY ALL THE DIRECTORS. THE RULES CONTAINED IN THE CURRENT EDITION OF ROBERT'S RULES OF ORDER NEWLY REVISED SHALL GOVERN MEETINGS OF B2B NETWORK IN ALL CASES TO WHICH THEY ARE APPLICABLE AND IN WHICH THEY ARE NOT INCONSISTENT WITH ANY SPECIAL RULES OF ORDER B2B NETWORK MAY ADOPT.

INITIAL:

CLOSED BUSINESS

CLOSED BUSINESS IS REPORTED AS THE TOTAL AMOUNT OF COMMISSION THAT THE DIRECTOR'S COMPANY RECEIVES FROM A LEAD.

EX: BARRY SELLS A LANDSCAPING JOB AT ABC LANDSCAPING COMPANY FOR \$10,000 TO A LEAD FROM DOUGLAS. ABC LANDSCAPING PAYS BARRY A 50% COMMISSION. THE REPORTED CLOSED BUSINESS IS \$10,000.

THE REFERRER AND THE REFEREE WILL BOTH GET CREDIT FOR THE CLOSED BUSINESS.

EX: BARRY \$10,000 IN CLOSED BUSINESS RECEIVED. DOUGLAS \$10,000 IN CLOSED BUSINESS REFERRED.

INITIAL:

Applicant's Statement

I AFFIRM AND CERTIFY THAT ALL THE INFORMATION AND ANSWERS TO QUESTIONS HEREIN ARE COMPLETE, TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF. I UNDERSTAND THAT ANY MISREPRESENTATION, FALSIFICATION, OR OMISSION OF ANY FACTS CALLED FOR IN THE APPLICATION MAY RENDER THIS APPLICATION VOID AND WILL BE CAUSE FOR TERMINATION, WHENEVER DISCOVERED.

I AUTHORIZE THE COMPANIES TO CONDUCT ANY INVESTIGATION IT DEEMS APPROPRIATE CONCERNING MY APPLICATION. I HEREBY AUTHORIZE AND REQUEST FORMER EMPLOYERS AND PERSONAL REFERENCES TO DISCLOSE EMPLOYMENT AND ANY OTHER INFORMATION THAT MAY BE SOUGHT IN CONNECTION WITH THIS APPLICATION. I HEREBY RELEASE ALL OF THE ABOVE MENTIONED FROM ALL LIABILITY IN CONNECTION WITH THOSE DISCLOSURES.

I FURTHER AUTHORIZE THE COMPANIES TO DISCLOSE TO OTHERS ANY INFORMATION IT MAY HAVE CONCERNING MY EMPLOYMENT, CHARACTER, AND QUALIFICATIONS, INCLUDING INFORMATION GAINED FROM THIS APPLICATION AND THE INVESTIGATION OF THIS APPLICATION. I HEREIN RELEASE THE COMPANIES FROM ALL LIABILITY IN CONNECTION WITH THOSE DISCLOSURES.

IF ACCEPTED, I AGREE TO ACQUAINT MYSELF WITH AND TO ABIDE BY ALL RULES, REGULATIONS, POLICIES, AND PROCEDURES OF THE COMPANIES. I ACKNOWLEDGE AND AGREE THAT THE COMPANIES HAVE THE ABSOLUTE UNFETTERED RIGHT TO CHANGE ITS RULES, REGULATIONS, INSTRUCTIONS, POLICIES, PROCEDURES, PRACTICES, BENEFITS OR COMPENSATION ARRANGEMENTS UNILATERALLY, AT ANY TIME, WITHOUT PRIOR NOTICE.

I HAVE READ THE ABOVE STATEMENTS, I UNDERSTAND THEM, AND I AGREE TO THEM. I UNDERSTAND AND AGREE THAT ALL THESE TERMS ARE REASONABLE, FAIR, AND ACCEPTABLE TO ME. I HAVE NOT BEEN COERCED, THREATENED, OR INTIMIDATED INTO SIGNING THIS STATEMENT; INSTEAD, IT IS OF MY OWN FREE WILL.

NAME OF APPLICANT: _____

APPLICANT'S SIGNATURE: _____

DATE: _____