

Business Club Organizational Document

Dues:

Dues will be charged quarterly to all members. Dues will consist of the cost of lunch, inclusive of gratuity, with two dollars / week going to the Business Club to fund activities.

Attendance:

All members will commit to 75% attendance. The Quality Chair will review attendance quarterly. If a member falls below 75% attendance, they will be given a written warning by the Club, and that member will be given 90 days to improve their attendance standing. If significant progress has not been made after the written warning, the Club may expel the member by a majority (75%) vote.

Leads:

All members must generate 1 direct lead per month, and must do business with at least 20% of the members. Lead generation and business with will be reviewed every quarterly by the Quality Chair. If a member falls below the acceptable standard, the Club will give them a written warning, and that member will be given 90 days to improve their standing. If significant progress has not been made after the written warning, the Club may expel the member by a majority (75%) vote.

Visitations

All members are encouraged to visit other members business to better understand how to give them leads. It is expected that each member will visit at least one member per month

Measurement of Value:

A Formula will be developed and published to quantify a members standing in the Business Network relating to Leads, Business With, Visitations and Attendance. This will be published quarterly by the Quality Chair

Members Qualification

Members will...

- have been in business, or have industry experience of 3 years to qualify
- Not be involved in another leads organization
- Have buying authority with their business
- Own their category. If that member changes companies, the category automatically will be declared open. The past member will have the option to reapply
- Forfeit their membership and declare their category open if the company becomes insolvent.
- Not involve the Club, or expect the Club to act as a mediator in disputes between members
- Have their membership come into question if a member is deemed to exhibit behaviour or be involved with business dealings that are deemed unethical, or detrimental to the club, and those dealings or behaviour is substantiated in writing by at least two members. The written complaint will be presented to the ethics chair (past president) and vetted. Upon recommendation by the ethics chair to the members of the club, members will be asked to vote on expelling the member from the group. A majority 75% vote will be required to expel a member.

Extended Leave of Absence

A member may request an extended leave of absence in writing to the president for a period of not longer than 1 month if that member is a member in good standing.

Membership Chair

The Membership Chair will be responsible for vetting new members to the group. If a prospect has been out to at least one meeting, and has expressed an interest in joining, the prospect will submit his CV to the membership chair for vetting. The Membership Chair will ensure that the prospect meets the qualifications of the Winnipeg Business Network as outlined above. Once the Chair is satisfied, he/she will circulate the CV to the other members for review. If, within 72 hours of receipt, one member has an issue with the prospect, he/she will inform the Membership Chair by return email. The prospect's membership will be discussed at the next open meeting, and voted on by the members. A majority 75% vote of the members present will be required to accept the prospect into membership. If the members raise no objection or issue after 72 hours of receiving the prospects CV, that prospect will be passed into membership at the next meeting.

New Members:

New members will be mentored by whoever has sponsored that new member. The sponsoring member will ensure that the new member understands his/her obligation to the Business Network, and is equipped with materials/business cards from the other members, as well as ensuring that the membership is equipped with business cards/brochures from that new member. The sponsoring member will also ensure that the new member is activated on the web site.

Sunshine Chair:

The Sunshine Chair shall be responsible for bringing greetings/condolences from the network to members that are sick, or have experienced a significant event in their lives such as a marriage, birth, death, etc. If a member knows of another member that is a likely recipient for some "Sunshine", that member will bring the matter up with the Sunshine Chair, and the Sunshine Chair will supply flowers/cards at his or her discretion. The Sunshine Chair will announce any Sunshine activity at the meeting and will email a report of monthly activities to the treasurer and president.

ITINERARY

Meetings are every Wednesday at Buccacino's Restaurant, 155 Osborne Street. (Parking behind the Urban Barn)

12:00 Roll Call; Members announce themselves and their category, advertise any special promotions for their business, present leads and business with. A fine will be levied of \$1.00 to each member who has not provided a lead, or has not done business with another member during the past week. If a member has presented a lead, or has had business with another member the week before, then that member is not fined.

12:10: Lunch Served

12:30: Business Profile Speaker (a twenty minute talk on your business. Be sure to tell us what is the best way to give you a lead)

12:50 Humorist / New business

1:00 Adjournment

Late members will be fined \$1.00