



Business Referral Network ...

Your key to business success

Before meeting members should:

- Place business cards, flyers, brochures on exchange table
- Network, Network, Network

Meeting Agenda

Welcome Guest	Guest introduce themselves and what business category they would like to represent
Member Introductions Than You	Members introduce themselves and briefly describe their business Members share their leads, referrals, and business that has transpired over the last week
Member Spot Light	One member spotlights their business with a 15 minute presentation <ul style="list-style-type: none">• Brief profile of the member• Describe their business• Provide key information to educate members to help them refer their business
Spotlight Referrals Announcements	Members share idea and give new leads, referrals and business to spotlight From members and officers/schedule spotlights and after hours
Raffles	50/50 Money goes to general fund (Spotlight may provide an item for raffle)
Adjourn Meeting	Remind members to pickup all of their own materials at the exchange table

After Meeting all members should:

- Retrieve all their own materials
- Network, Network, Network