

# WELCOME!



## Tips for New Members

**Networking Gurus meets every Monday from 11:45-1:00pm. Most people arrive around 11:30 to give a little time to get lunch served. Our typical meeting is structured to include time to network, 60 second commercials and two 10 minute presentations.**

### Passing Referrals

When you have a lead or referral, you write it on referral slips that are on the tables. A referral is when you know someone is interested in the service or product and you have mentioned the person's name who is receiving the referral slip or have helped to set up a meeting/phone call with your referral. A lead is when you think someone will be interested, but you have not necessarily discussed it with them. Some group members will accept leads; others have stated a preference for referrals only.

White slip – Give to person receiving referral

Pink slip – Person giving the referral – keep for your records

Yellow slip –pass to leadership team

### Attendance

You may miss up to **3** meetings per quarter without penalty. If you have a sub, you will not be counted as absent. If you miss more than 3 meetings, you will lose your seat in the group. You will then have 1 week to pay a \$30 penalty in order to remain in the group. If you do not pay the penalty within that week, you lose your spot permanently. The leadership team will take attendance each meeting.

### Roster

Each week, a roster of members is distributed by email, along with important information about the group's schedule, presentations, etc. The roster contains information on number of leads/referrals passed, one-one-one meetings, attendance, and dues paid through date.

### Substitutes

You may invite a co-worker to sub for you in case you are absent, or you may use the substitutes listed on the roster. Substitutes may state their name and company, and then give your 60-second commercial. You may also use other GMA members to sub for you.

### 10 minute presentation

Every 6 months or so, you have the opportunity to do a 10 minute presentation in front of the group. You are responsible for all aspects of your presentation, including any technology that you will need. You may borrow GMA's LCD or laptop, but you need to reserve the equipment in advance. You sign up to do a presentation on a presentation schedule that is passed around at the beginning of each meeting. When you do a presentation, you need to bring a door prize of approximately \$20 in value. Your door prize will be awarded to one person who passed a referral that particular meeting.

### One on Ones

"One on Ones" are when you meet with another member outside of our regularly scheduled meeting to make more personal connections and expand opportunities to give and receive referrals. Although one on ones can be done over coffee or lunch, we also encourage you to visit each other's places of business so you can learn even more about how your fellow members work. You may turn in your one-on-one meetings on the referral slips at each meeting.

### Cell Phone Policy

Please turn your phone off or on vibrate. If you must take a call, please leave the room discretely to do so.

### Inclement Weather Policy

If Guilford County schools are closed on a Monday for weather, then the Gurus will not meet. If schools are delayed, the Gurus will meet as scheduled.

### Inviting Prospective Members

Prospective members/guests are welcome to attend a Gurus meeting. Prospective members may attend up to two meetings. When inviting guests, please be sensitive to category conflicts with current members.

### Parking

You may park in any space marked VISITOR in the GMA parking lot. Otherwise, you may park in the metered spaces on Commerce Place. .75 per hour.

