



1. MEMBERSHIP DUES \$80 per year* (paid on July 1st. Pro-rated throughout the year)
(*NOTE All potential members must **FIRST** be a member of the East St Tammany Chamber of Commerce. More info on back.)

2. BASIC INFORMATION

Group: _____ Date: _____ Your Sponsor: _____
Your Name: _____ Business Category: _____
Business Name: _____ Website: _____
Address: _____ City _____ State: _____ Zip: _____
Email: _____ Business Phone: _____
Mobile Phone: _____ Fax: _____

3. YOUR EXPERIENCE (Feel free to attach a resume or brief biography for additional information)

Experience in Your Profession: (be specific) _____

Length of Time in Your Business: _____ Job Title: _____
Education / Degrees OR Professional Credentials: _____
Is this business your primary occupation? (explain if not) _____

4. MEMBERSHIP EXPECTATIONS

Are you able to attend our WEEKLY meetings, arrive on time, and stay for the entire 90 mins? YES NO
Are you able to send a SUBSTITUTE if you are unable to attend a meeting? YES NO
Are you committed to bringing referrals and helping us grow our group? YES NO
Are you a member of any other business networking groups? (if yes, please list) YES NO

5. MEMBERSHIP AGREEMENT (Please read and then sign below to signify your agreement)

I AGREE that by participating in the East St Tammany Chamber of Commerce (ESTCC) Chamber ONE, I will abide by and live up to all rules, regulations and objectives of this organization / group. I hereby agree to fulfill my obligations of: paying annual dues, attending meetings, and Chamber sponsored functions organized by the ESTCC. I realize my commitment to participating in this Chamber ONE group is a privilege and is an integral part of the group's success.

I fully understand that the ESTCC's Chamber ONE is governed by the Executive Board of Directors, but is a solely separate entity of the ESTCC.

I understand that LEADS and/or REFERRALS given or received are privileged information and will remain "Confidential" between the giving and receiving parties.

In the event that I am unable to fulfill my obligations to this Chamber ONE group, as defined by the ESTCC guidelines, I agree to voluntarily withdraw my membership. BY withdrawing my Chamber ONE membership, I will continue to remain in good standing, a member of the ESTCC.

Signature Required

ADMINISTRATIVE USE:

Witness: ESTCC Executive Board Member

Membership Number

Approved? YES NO

ESTCC CEO Signature

1. COMMON CONCERNS ABOUT JOINING CHAMBER ONE

Many of our current (and past) members had the same thoughts... let us share what they discovered in response!

Weekly meetings are time consuming.

When I first considered joining a networking/referral group, I was quite concerned about the time commitment required. Of particular concern for me was that the group met during the lunch hour, a busy time for my business. I attended two meetings as a guest and found that, my time away was actually time better served. Spending time at the meeting allowed me to develop business, develop vendor relationships, and take care of personal and business transactions all at once. I can talk with my financial advisor, lawn care professional, my printer, my menu consultant, as well as get advice on a myriad of subjects that affect my business daily. In the end, I actually save time by attending meetings - time I would have spent on the phone with these professionals. And this is secondary to the added business I have developed through my networking and referral partners.

Darren Darby, owner of Creole Bagelry

I don't think I will get many referrals.

I am a mediator who provides dispute resolution services to help businesses and individuals settle their legal disputes outside the court system. I wasn't sure that a networking/referrals group could help me with what I considered to be a very unique and "difficult" referral. That has turned out not to be the case. By explaining the unique advantages that my services offer to my referral partners, they have grown to understand how I can help their acquaintances and I find that I get frequent inquiries for more information about what I can offer. And this is how I develop those inquiries into actual clients. My business growth is based, in part, on educating the general public about mediation; my referral partners are my "messengers" assisting with that process.

Mark Myers, Resolutions by Mark Myers

I don't know a lot of people to refer.

I moved back to Slidell after being away for almost 10 years. I was nervous about joining because I felt I didn't know enough people, and I wouldn't be able to contribute many referrals. I found that as I got to know my fellow members and their businesses better, THEY educated ME on how to refer business to them in ways I hadn't even considered. The first big referral I was able to give was for my sister who was selling her house. She ended up using the mortgage lender, the title company & the insurance company in our group.

Michael Bell, Menu Surgeon Marketing

I'm uncomfortable with public speaking.

This fear was very real for me. I became red in the face, sweaty palms and jumbled every word. After researching the success and seeing the potential of our group, it pushed me to join. Though the fear was still very real, the desire to grow our business was greater! The reward outweighed the risk. Not only have I been a part of helping other small, local businesses grow but I have experienced professional AND personal growth.

Jennifer Jennings, Superior AC-Electric

2. WHAT ARE THE TOTAL COSTS FOR JOINING CHAMBER ONE?

Your time and money are valuable, so let us break down those specific commitments for you.

Chamber ONE Annual Membership Fee

\$80 per year (pro-rated if you join after July 1st)
Every member renews their annual membership fee on July 1st. This has the added benefit of not having to track numerous renewal dates throughout the year.

NOTE In order to be eligible to join a Chamber ONE Group, your business ALSO must have a membership with the East St Tammany Chamber of Commerce.

ESTCC Annual Membership Fees

(All 1st-time member applications have a \$25 fee)

- **Non Profits:** \$250
- **Affiliate Investor:** \$175 (no employees)
- **Small Business Investor:** \$325 (1-10 employees)
- **Business Investor:** \$895 (11-30 employees)
- **Vice-Chairman Club:** \$1,200 (see the ESTCC for more details)
- **Chairman Club:** \$2,400 (see the ESTCC for more details)

Time Commitment

- (1) 90 minute weekly meeting
- Other optional group meetings during the week
 - M&M's (60 minutes)
 - Circle Networking (30 - 60 minutes)
 - Socials, etc...
- Optional monthly Chamber events

3. BENEFITS OF CHAMBER ONE?

A great question!

Besides all the benefits that come from membership in the East St Tammany Chamber of Commerce, Chamber ONE members can:

- Grow your business with QUALITY referrals
- Hone your speaking & presentation skills
- Join in joint marketing efforts
- Master your "Elevator Pitch"
- Make lifelong business & personal relationships
- Become a resource for your customers
- Build a strong, professional support group
- Get priceless feedback on your business
- Learn new ideas & techniques for your business
- Learn how to network the "right" way
- Get more involved in the community
- And most importantly.... **HAVE LOTS OF FUN!!!**

4. WHAT ARE THE CORE MEMBER POLICIES OF CHAMBER ONE?

Your time and money are valuable, so let us break down those commitments for you.

Every **Chamber ONE** member is expected to adhere to the following basic policies:

- Weekly attendance is critical to your success and the group as a whole.
- Send a substitute if you are unable to attend
- Only (1) person from each professional category is allowed to join a group.
- Arrive on time & stay for the whole meeting
- Members are expected to bring referrals and encouraged to bring visitors to the meetings
- Members are expected to follow-up with all the referrals that they give and receive
- Members are expected to fully participate in all aspects of the meeting and outside activities
- Members agree to hold themselves to the highest standards of professionalism, ethics, honesty and behavior when dealing with members and their referrals

• Members will maintain a positive and supportive attitude and strive to build goodwill and trust among the members and their referrals

• Referrals given or received are to be treated as confidential information

• Members will be transparent about their business practices and pricing to build confidence and credibility among members

• Members should engage and build relationships with their fellow members

• Continuing education regarding business, relationship building, networking, and referrals is a KEY component of Chamber ONE, so members are encouraged to learn from each other to improve their businesses.

• Members are HIGHLY encouraged to have **LOTS OF FUN** at all meetings and Chamber events!