



Membership Rules

Where and When

The Friday Networking Club will be held at Salomons Centre, Broomhill Road, Southborough, TN3 0TG on the first Friday of every month. Visitors should arrive promptly at **7:00am for a 7:20am start**.

Our Aim

The main aim of the club is **to give local business people the opportunity to help each other generate more business**. The club enables members to meet on a regular basis to provide referrals to other club members and promote their own business to club members and guests. Informality will be the key.

Fees

There will not be a membership or joining fee, the only on-going cost will be a **£7.50 charge for breakfast and companies wishing to join will be asked to pay six months in advance plus a £30 fee to cover the administrative costs** of running the club. Invoices will be issued to members in January and July each year. Guests will also be asked to pay £7.50 for breakfast.

Membership Rules

- **Any trade, business or profession cannot be represented by more than one member.** Similarly, an invitation to a guest who is in the same industry as an existing member will not be allowed, although other guests who would not conflict with an existing member will always be welcome.
- **Members who miss three consecutive meetings, without sending an apology, will automatically lose their membership.** (After missing two consecutive meetings without prior notification, members will be contacted to remind them of this.) If a member is unable to attend any meeting, they may send a substitute to represent their company if they wish, advising the club administrators in advance.
- **Each member is encouraged to invite a minimum of three guests within a 12-month period.**

Guests

Each guest may attend two meetings – at which point they will be asked to join the club if they wish to attend further meetings.

Meeting Format

Each member and guest will be given the opportunity to promote their business at each meeting with a **sixty-second presentation**. Members and guests are encouraged to keep their slot relevant to their business, reminding everyone what their business is about and the type of customers they are looking for.

There will also be **one ten-minute presentation** slot at every meeting, providing an opportunity for members to provide more information about their business. (Members only, on a rota basis.)

Business cards should be freely available for other members or guests to take at the meeting.

The **meeting chairperson** will change every three meetings. The current chairperson will nominate the next at the end of their three months.

Referrals can be passed either at the meetings or in the periods between. **Quality, not quantity is the name of the game**, as we would all like worthwhile leads to follow up. The club is not about 'leads for leads sake'.
