

Chamber Leads Group #4

Bylaws

I. Mission Statement

CONTINUE TO INCREASE OUR SPHERE OF INFLUENCE through our daily role of professional development.

II. Purpose

The purpose of the *Chamber Leads Group* program is to offer business networking opportunities to non-competing business owners and key managers representing select member firms of The Wichita Metro Chamber of Commerce (WMCC). Business contact is to be promoted by the exchange of both specific leads and general business information harvested from reliable print sources or firsthand information. Participants must be members in good standing of The WMCC and abide by all program rules.

III. Philosophy

The *Chamber Leads Group* program affords opportunities for new business, personal development, friendship, and the promotion of professional relationships between members in order to enhance business opportunities.

IV. Member Benefits

- Increased business
- Increased awareness of what is happening in the business community
- Professional development
- Opportunity to network with other business owners and managers

V. Membership

- Membership shall be limited to 35 members. ***Chamber Leads Group #4*** is industry-exclusive; therefore only one person from each type of business will be allowed to attend. (This is determined by how the member makes his/her money, i.e. sales, marketing, etc.) **Membership is geared for business lead exchange.**
- **Before inviting a guest, the business category should be cleared with one of the Co-Chairs.** This is to avoid any uncomfortable situations for your guests and the members of the organization.
- A guest may visit 2 meetings before deciding to join. If a guest decides to join, he/she must complete and have their submitted application approved by the Chair and the WMCC.
- Members may belong to more than one contact or leads organization (other than a WMCC sponsored leads group), provided they respect the bylaws of this and the other organizations.

VI. Rules

1. Members are to deal with each other in a professional manner at all times. Members will uphold ethical business practices and not take unfair advantage of information or membership. Unethical business practices will result in forfeiture of membership.

2. No leads shared at ***Chamber Leads Group #4*** may be shared at any other leads organization, including general information as well as specific leads. The same holds true for bringing leads from other organizations as well.
3. A *Chamber Leads Group* consists of business owners or managers of non-competitive businesses who are members in good standing with The WMCC. Group members must be the representatives in their company who should receive the leads.
4. ***Failure to attend three (3) consecutive or five meetings per quarter*** by a representative of the member firm **can** cause that firm to be asked to leave the *Chamber Leads Group*. Substitutes from the same firm are encouraged if the member cannot attend. If a representative leaves a member firm, the club slot is to remain with the company unless that company declines to fill that slot.
5. Members are encouraged to submit at least **eight** leads per quarter, otherwise their firm could be asked to leave the group.
6. New *Chamber Leads* members must be approved by the membership at large **and** the WMCC staff. If there is a competition conflict with an incoming member, ***the Chair will assign the concerned member the responsibility of contacting the applying member to discuss the issue before approval can be granted.*** If approval is not given, the applying member will be assigned to the waiting list.
7. *Chamber Leads Group* members are urged to become familiar with the other businesses represented in the group. Remember, people do business with people they know or know something about. Encourage and support your fellow members with good leads. Help them generate additional business.
8. This is a LEADS oriented group. We seek to help each other by sharing information that will lead to a Sale. Negative or harmful information is not part of the purpose of the group. If someone is having personal, professional, or financial problems, the *Chamber Leads Group* meeting is not the place to disclose it.
9. ***Confidentiality pertaining to the information used in a lead shall be respected.***
10. Attendance forms will be signed at each meeting in order to receive credit.
11. Because of the nature of business and the importance of prompt follow up, leads given at one meeting will NOT be recorded and distributed at the next meeting. You must be present to receive leads.
12. While doing business with other group members is not prohibited, it is not to be the main purpose of joining the club. **Direct selling is not endorsed.**

VII. Officers

The officers will serve for a term of one year, with terms beginning and ending in January, and consist of a Chair and one Co-Chair. Upon resignation of an officer, an election will be held to replace that officer as soon as possible, whose term will also end in January.

VIII. Duties of Officers

Chair/Co-Chairs: The Officers will preside over meetings, open sessions, put to a vote all items brought before the membership, announce results of the vote, preside over debates and enforce the observance of order and decorum of the members. These duties will be split between them, at their discretion, and will fulfill the responsibilities of each other in case of absence. The Officers will facilitate recruitment of new members and maintain knowledge regarding existing members and will negotiate decisions/conflicts between members and potential members regarding issues dealing with admittance, attendance, etc.

IX. Meeting Days & Times & Locations

Club meetings will be held at the River City Brewery on the second and fourth Thursday of every month beginning at 11:30 a.m. and lasting no later than 1:00 p.m. At the decision of the Group, meetings may reside at a member's place of business.

General Outline of Meeting:

11:30 – 12:15: Network and order/eat lunch.

12:15 – 12:45: Share leads and conduct general business of the group.

12:45 – 1:00: Adjourn general meeting, additional networking. Questions directed to specific members regarding leads given during meeting should be addressed at this time.