



Welcome to PRO Alliances, LLC Success Factors & General Policies

PRO Alliances brings a new perspective to networking which produces effective results. We facilitate traditional networking and mastermind groups, with exclusive positions, that operate independently of each other with their own unique cultures. Our members are professionals who are willing, and able, to share their experience and expertise, exchange ideas and help each other grow business in a confidential and trusting environment. This is next generation networking!

PRO mission is to assist members in growing their business through building profitable relationships and offering innovative resources including quality networking events, professional development opportunities and networking groups and forums.

PRO Values

Growth through Innovative Resources
Measurable Results through Relationship Building
Accountability through Partnerships
Integrity through Loyalty
Success through Applied Knowledge

Success Factors

- Complete a “one-on-one” with each of your group members at least several times per year to get to know them and their business. It’s all about relationships!
- Keep in touch with other group members throughout the month. Invite members to other networking opportunities.
- Follow -up with each referred prospect and then provide a testimonial at the next meeting (provide a written testimonial whenever possible).
- Educate your group members on how to identify a good referral for your business.
- Be prepared to come to each meeting with referral updates and testimonials.
- Pass business cards, bring brochures, provide samples, etc. at every meeting.
- Carry the business cards of your group members.

Membership Guarantee

As a member, if you do not receive enough referral business or derive savings from doing business with other PRO Alliances members to recover your membership fee of \$395 within one year, we will refund your money. In order to qualify for this refund you must fulfill the following requirements.

Attend a minimum of 20 meetings within the year with your group.

Attend a minimum of 8 Power Networkers Events within the year.

Attend a minimum of 2 professional development sessions within the year.

General Policies

1. MEMBERSHIP

Membership is open to entrepreneurs and professionals who are dedicated to growing their business through leveraging relationships with like-minded individuals, professional development and sharing experience and expertise in a confident and trusting environment. Our members are experts in their field.

To avoid conflicts, positions are exclusive by industry within each group.

It is each member's responsibility to voice a concern to the group leadership team if a visitor in any way competes with their classification. This should be done before the visitor is approved for membership.

If a potential for "overlapping" professions occurs AND the member notifies the group leadership team, the group leadership team may arbitrate an agreement between the two "overlapping" parties.

Members may only represent one position in group meetings.

The PRO Board of Advisors has authority relating to classification conflicts.

2. MULTIPLE NETWORK GROUP MEMBERSHIPS

Members may be a member of other business networking organizations.

A member may become a member of more than one PRO group with additional paid membership.

3. FEES

Membership fees are \$395 annually, renewable on the anniversary date by invitation only.

Membership fees are not refundable.

Individual groups are responsible for any expenses relating to hosting a meeting and/or other support materials.

4. ATTENDANCE

Attendance is critical to the success of a group. While it is understood that all of our members will not be able to attend every meeting, it goes without saying that we take our commitment to networking very seriously. Groups meet every other week and even with one-on-one's between meetings with members, we have limited time to establish a solid relationship with other group members to educate them (our sales teams) on our business.

Our culture and values of accountability for group meetings is to treat the meetings as any other sales commitment. Yes, there are life situations that do occur when you will not be able to attend a meeting however they should be rare occasions.

Members are expected to attend at least 80% of their meetings. If a member cannot attend a meeting, the member must contact a member of the leadership team. If more than 20% of the meetings are missed, the members' membership may be terminated and the position made available to a new business in the same professional classification.

5. VISITORS

Members are encouraged to invite guests and are encouraged to arrive early to greet each other and introduce their guests prior to the meeting. Guests may attend a maximum of two visits to a group meeting. In the event that two guests within same industry want to join, the first guest who takes the initiative to join via paid membership will be accepted into the group.

Members should use discretion in extending invitations to guests who either fully or partially conflicts with a current member's profession.

It is highly recommended that ALL visitors register to the group meetings so we know to expect them. All visitor registrations will be sent to the group leadership team prior to the next meeting. If a visitor arrives without registering, the Membership Chair should register the visitor within one day following meeting. (See Leadership Roles & Responsibilities)

6. REFERRALS

Referrals are leads for business opportunities given between members. **Typically business comes from outside the group** but when a member uses the service or business of another member it will be counted as a referral. It is recognized that all members do not have equal access to persons and situations that produce referrals but members are encouraged to set a **goal of two referrals a month** after they have been in the group for 3-4 months. If a member brings a qualified, prospective member, that shall also be credited as a referral.

While it is acknowledged that not all referrals will have a positive outcome, a quality referral contains enough specific information to reasonably assume the referral will lead to some business for the member receiving it.

All referrals should contain the contact's name, phone number and/or address and the area of interest or need. In addition, before giving a referral you must have made contact with the individual you are referring prior to passing the referral to a member. It is your responsibility to follow up on the referrals you receive in a timely manner. Referrals should be given any time during the week when they occur and not held until the meeting.

7. SPEAKING RESPONSIBILITIES

Each member shall periodically be required to speak before group regarding some facet of his/her business. The purpose of this speaking opportunity is to acquaint the membership with your business so that they may have the knowledge required to give quality referrals. The time allotted for each speaking assignment can be 5 - 10 minutes. 30-60 seconds will be allowed for a business info-commercial.

8. PROFESSIONAL COURTESIES

Members are asked to conduct themselves in a professional business manner, contributing in all ways possible to the furtherance of the group's success. Please respect each member by:

- Be on time for meetings.
- Listen while others are speaking.
- Stay through entire meeting.
- Come prepared for each meeting with referral/lead/tips, updates and testimonials.
- Complete a "one-on-one" with each group members several times per year.
- Follow - up with each referred prospect and then provide a testimonial at the next meeting.
- Keep in touch with other team members throughout the month. Invite members to other networking opportunities.
- Educate each member on how they may provide a good referral for your business.
- Pass business cards, bring brochures, provide samples, etc. at every meeting.
- Carry the business cards of members at all times.
- Return all calls and provide service promptly when requested.
- Use PRO professional development sessions to learn how to network, present and pass referrals effectively.

9. MEMBER DISPUTES

If a member has, or knows of, a business or ethical problem with another member, he/she should first attempt to resolve the problem with that member. If they are unable to resolve the issue, the matter may be brought to the attention of the PRO Board of Advisors, through any one of its members. **This communication must be in writing.** The board will then investigate the allegations, speaking to both members, and attempt to mediate the situation. A majority vote of the board will determine the course of action if the situation cannot be resolved.

10. PROFESSIONALISM

Members are expected to be professional, respected representatives of their industry. Concerns should be personally communicated first to the PRO Group Facilitator and if not resolved to the member's satisfaction, brought to the PRO board for final resolution.

Members acknowledge that any practice or behavior by members, that harmfully discredits the reputation or the general interest of PRO, may result in possible expulsion from membership upon the determinative decision of the PRO Board of Advisors.

11. DISTRIBUTING MATERIALS USING THE PRO NAME AND/OR LOGO

Written permission from PRO Alliances, LLC. must be granted in order to copy, modify, share or distribute the *Success Factors and General Policies*.

Written permission from PRO must be granted in order to use the PRO logo or other branded PRO materials including "PROAlliances", and "PRO", in any written or electronic articles, press releases or stories written about the organization.

12. POLICY CHANGES

PROAlliances, LLC reserves the right to make changes to *Success Factors* and *General Policies* from time to time at its sole discretion. The PRO group members will be notified when such changes occur.

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Contact

Jeanine L Dent, President & CEO
FAX:

(262) 565.3801
(262) 437.1386

WWW.PROAlliances.com

Jeanine@PROAlliances.com

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