

Prestonwood Business Networking Group Scorecard

One on Ones: A meeting with a Prestonwood member to discuss business opportunities and talk about the merits of your business offering. The membership committee will want to see at least 10 completed one-on-one meetings. At least two of your one on ones must be with members of the membership committee. The more one on ones, the more business possibilities.

	<u>Name</u>	<u>Business</u>	<u>Date</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____
11.	_____	_____	_____
12.	_____	_____	_____
13.	_____	_____	_____
14.	_____	_____	_____
15.	_____	_____	_____
16.	_____	_____	_____
17.	_____	_____	_____
18.	_____	_____	_____
19.	_____	_____	_____
20.	_____	_____	_____

Referrals Given/ Business Done: An opportunity to introduce new business by supplying contact information to each party and an explanation of the potential business opportunity. The membership committee would like to see an ongoing record of the activity of leads exchange. After all, this is the reason we are all networking.

Business Done with Members:

	Member	Date Done	Type of Business
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____

Referrals Given:

	Date Given	To Whom	Status
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____

Attendance: Each potential member should attend 3 out of 4 meetings per month and be prepared to exchange business opportunities. Five meetings are recommended before you can formally ask to be considered for membership.

Dates Attended

- | | |
|----------|-----------|
| 1. _____ | 8. _____ |
| 2. _____ | 9. _____ |
| 3. _____ | 10. _____ |
| 4. _____ | 11. _____ |
| 5. _____ | 12. _____ |
| 6. _____ | 13. _____ |
| 7. _____ | |

Guests: Each potential member must bring at least 10 guests before you can formally ask to be considered for membership. The same guest can be counted only once. Excluded from counted guests are family members (unless they have their own separate business) and individuals from your business. Try to avoid bringing guests that conflict with a current member's business. If you have a question concerning a possible conflict ask a member of the membership or leadership committee. Guests who are not in conflict are invited back for the purpose of pursuing membership.

	<u>Name</u>	<u>Business</u>	<u>Date</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____