

Lima / Allen County  
**CHAMBER**  
of Commerce  
**LEADS NETWORK**

### **Eligibility & Guidelines**

*A program of the Lima/Allen County Chamber of Commerce*

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#### **Purpose**

- Exchanging quality business leads
- Building relationships with other business professionals
- Increasing involvement in the Chamber
- Strengthening your sales presentation skills

#### **Eligibility**

- Chamber members may visit each group once as a guest.
- Must be a current member of the Lima/Allen County Chamber of Commerce (membership and Leads dues must be current — no more than 30 days past due).
- Groups are exclusive by profession or specialty — only one representative per category.
- Members not meeting eligibility requirements in a quarter will be counseled regarding attendance or dues.
- Attendance: Maximum of three unexcused absences per six-month period. A substitute from your company may attend in your place. To be considered excused, the Chamber must be notified by email prior to the meeting.

#### **Cost**

- \$25.00 per quarter (includes leads cards).
- Billed quarterly.
- No additional fees are required for participation.

#### **Leads**

- A lead is a genuine, potential business opportunity.
- The primary intent of the group is to bring in referrals from outside the group to share with members.
- A lead card should be submitted for every lead shared — even if you passed the referral directly to a member during the week.

#### **Other Requirements**

- Only one business may be promoted per Chamber membership.
- If a leads group member is involved with multiple businesses, each must have its own Chamber membership and pay separate Leads dues.

## **NETWORK FOR BUSINESS LEADS!**

### **CHAMBER LEADS NETWORK**

A forum for professionals for the exchange of business leads is being expanded by popular demand to add another group.

Join the Leads Network and take advantage of opportunities to build business relationships, generate quality business leads that result in sales, and share business advice.

The Leads Network consists of up to 25 business people from diverse industries. No competitors will be placed in the same group.

We currently have three groups that meet at 8:00 a.m. on Tuesday, Wednesday, and Thursday at the Chamber office (or an off-site location selected by the group). Select the day that works best for your schedule.

The Leads Network is a members-only benefit. There is a quarterly charge of \$25 for participation. You are allowed three absences per six-month period. An alternate may be designated to attend in your absence.

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### **PLEASE TELL ME MORE ABOUT THE LEADS NETWORK PROGRAM**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Street Add: \_\_\_\_\_

City/State/ZIP \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Telephone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Type of Biz: \_\_\_\_\_

Products/Services: \_\_\_\_\_  
\_\_\_\_\_

Day of Wk \_\_\_\_\_

Email form to Deb Katzenmeyer, Director of Membership, [dkatz@limachamber.com](mailto:dkatz@limachamber.com)