

Welcome to Elite Leads Business Development

The following information is to help you become more comfortable with the meeting:

- Don't forget, when it's your turn, you'll want to introduce yourself in 8 seconds.
 - Include: Your name, your business, a feature and a benefit
 - Say what a good lead is for you. Be specific.
- Pass your business cards to the left and take a card from each one coming by you.
- The workshops are attached to clipboards, if you are interested in attending, please sign up and put it in your day timer so you won't forget.
 - There are going to be a lot of things passed around during the meeting.
 - After the 2nd or 3rd meeting it will feel more comfortable
 - You will be able to make a presentation about the 3rd meeting you attend
 - The coffee meetings are designed to let the members get to know you
- Do not miss out on this opportunity, we do judge others by whether they show up or not!
- If you're not able to make the meeting, make sure you call the group you are to meet with
- The events and announcement section is a time where you can let others know events that you are aware of, accomplishments and thank you's to others in the group
 - If you know of other potential guests, please write them on a lead form
- The Power Partner List is behind the vinyl window, ask for an industry specific request from the group. You should have a new Power Partner each month so you'll be able to meet as many new people as possible.
 - Make a note of who others say they are looking for so you can develop leads for them.
 - Refer to the roster, the far right column for some suggestions
 - The lead forms should not be taken from the meeting.
- There are 4 types of leads: anonymous, you may use my name, I've already mentioned you and the Nutopian Lead where you would take someone from the group and sit down with someone that you know with the intention that they should become Power Partners or do business together. It is not necessary to have the phone number with you.
 - Remember, don't leave before you make your coffee meeting!
 - Take a look at the Policies so you'll know what to expect
- The Organization List is to help you to find new methods for developing more business. When you attend other functions, you'll create unique ways of finding new clients.
- When Elite Leads Networking is utilized to the fullest, you will see your business grow more rapidly that you might think is possible.

Leading the way for future business development!