

MEMBERSHIP APPLICATION

Date: _____ **Business Category:** _____

Name: _____ **Title:** _____

Business Name: _____

Business Address: _____

Phone Number: _____ **Email:** _____

Years/Experience: _____ **Date Approved:** _____

Services you provide: _____

- 1.) Which of the following best describes your level of ownership in the business?
 - a. Sole Owner
 - b. Majority Owner
 - c. Minority Owner, 25% or more
 - d. Minority Owner, Less than 25%
 - e. Not an owner

- 2.) Which of the following best describes your level of purchasing authority in the business?
 - a. I make all purchasing decisions
 - b. I make some purchasing decisions
 - c. I do not make any decisions on purchasing, but I am in a position to suggest
 - d. I do not make any purchasing decisions and I am not in a position to suggest

- 3.) On our group's information sheet, there is a list of group members and the goods and services they provide. From this list, please indicate the goods and services you have purchased, either personally or for business, in the past year.

- 4.) From this same list, please indicate the goods and services you believe you will need to purchase, either personally or for business, in the next 12 months.

5.) Which best describes your relationships with family members, friends and business associates?

- a. I frequently recommend specific goods and services providers to these contacts
- b. I sometimes recommend specific goods and services providers to these contacts
- c. I seldom recommend specific goods and services providers to these contacts
- d. I never recommend specific goods and services providers to these contacts

6.) In the space below, please write a paragraph that describes why you believe you would be an asset to our group. _____

Frequently Asked Questions

1.) What is the purpose of this group?

To help build business for each member, by (1) buying goods and services from other group members and (2) referring family members, friends and business associates to other members.

2.) What does the group do?

We meet every other Friday at 8:00am at Denny's in Boardman for about an hour. At our meetings, each member provides a 30-second "commercial" about anything to with their business. Each meeting includes a presentation of about 15 minutes by a group member, scheduled on a rotating basis. You may order anything you want from the menu at your expense.

3.) Why should I join the group?

If you are accepted for membership, you will find a new source of potential customers and positive word-of-mouth information.

4.) What is required to join the group?

Two things. First, you must complete this application so the membership review committee can consider you for membership. A first-year membership fee of \$100 is also required. Annual Renewals are \$50.

5.) Will I be asked to leave if I do not buy or refer enough goods and services to other group members?

Leads Group Mahoning Valley was established for business to business networking to increase not only revenues but profitability. Your commitment to this group is to provide referrals to other members of this group through your business and personal contacts. If a member is falling short of their commitment, their membership may become under review by the Executive Committee and then the general membership.

I have read the application in its entirety and agree to all the standards and principles that Leads Group Mahoning Valley stands for.

Signature

Date