



[www.BIGNetworking.org](http://www.BIGNetworking.org)



# Business Introduction Group **B I G**

## **Mission**

BIG is a not-for-profit, non-dues paying group originated to give business owners an opportunity to meet each other on a regular basis for the potential of:

- Doing business with each other and/or
- Being introduced to a person / business who are interested in the member's services
- Improving their prospecting/sales skills

BIG will strive to attract business owners who are moral, ethical and are genuinely interested in helping other business owners meet other potential clients.

## **Membership**

A BIG Membership invitation will only be given to one business per profession. To allow for invitation to as many qualified businesses as possible, the scope of profession may be limited. Prospective members will be asked to submit their information on the BIG website at [www.BIGNetworking.org](http://www.BIGNetworking.org) along with a testimonial and the Materials Payment fee (*see below*).

## **Participation**

Participation in BIG is by invitation only. Continued invitation will be based on (*but not limited to*):

### **Regular Attendance**

BIG will meet every other week on a specific day of the week. Continued invitation will require that a business owner not miss more than two meetings in a row or more than three out of five meetings.

The reason for an attendance requirement is to attract only businesses who are serious about their commitment to the BIG mission. Follow through of commitment will also help to build trust among members and further encourage an introduction to a business in need of the member's service.

## Business Introductions

Because one of the primary missions of BIG is to help members realize introductions to others in need of their services, a minimum of one introduction is required per month and ***it must be submitted through the BIG website***. This introduction may be to themselves or a business that is not part of BIG. Meeting this requirement will be expected after one month of invitation to BIG.

Members will be asked to log on to the BIG website and send their business introduction to the member. This will allow for non-subjective accurate tracking.

## **BIG Website**

The BIG website will continue to evolve as the group matures. The BIG website address is:

[www.BIGNetworking.org](http://www.BIGNetworking.org)

Initially the website will be the place for:

1. Prospective members/visitors to sign up
2. To send and record Business Introductions given to BIG members
3. To review Business Introductions given to or received from other BIG members
4. Communication about upcoming events such as the quarterly Networking Socials

Long term the BIG website will be a place for members to advertise their services. The member can decide if they want their advertisement to be available to members only or to the public.

## **Communication**

BIG correspondence will originate from info@dngbusiness.com. Please add this e-mail to your safe senders list.

## Category Duplication Resolution

A BIG Membership invitation will only be given to one business per profession. The invitation will be offered on a first come, first serve basis to a business who completed the registration, testimonial and materials fee process. Profession overlap will be decided by the BIG facilitators and the member in the profession in question.

## **Quarterly BIG Networking Socials**

It is the goal of BIG to organize a quarterly networking social for BIG members and visitors. Networking socials are an excellent opportunity to attract new members and create business introductions with visitors.

## **Materials Fee**

BIG is a non-dues paying group, however, we do ask the members to pay a nominal amount to defray the cost of the support materials we will use to become an organized, result producing organization. See the meeting facilitator for non-refundable fee amount.

# BIG Meeting Outline - Member

Meeting Arrival	Arrive between 11:15am but no later than 11:30am
Informal Business Introductions / Networking	Business owners will have a chance to introduce themselves to each other and any visitors they have brought to attend the meeting. During this time, if the group is meeting at a restaurant the food order should be placed or food should be obtained from the food buffet.
BIG Welcome	
Formal Business Introductions	Each invited BIG member or first time guest will have one minute to: <ul style="list-style-type: none"> <li>• Introduce themselves and their business</li> <li>• Briefly explain what their business offers</li> <li>• Type of person/business they would like a Business Introduction to</li> </ul>
10 Minute Spotlight Business	Each week an invited member will have an opportunity to present their business for up to 10 minutes
Appointment Chaos	Each meeting we take this time to set up an appointment with a member outside of the BIG meeting for the purpose of getting to know the member and their business better.
Business Introduction Thank You's	<ul style="list-style-type: none"> <li>• If you have done business with a member or closed business because of an introduction from a member, we will thank the person for the introduction OR</li> <li>• Any specials / announcements</li> </ul>
Open Networking	We encourage members, when their schedules permit, to stay and network with other BIG members.