



Thank you for your interest in becoming a new member of Strategic Networking Partners. We are a strong group of local professionals dedicated to supporting one another while helping members grow their business. We are a referral based networking group that is industry specific. What does that mean? While there may be physical customers in the room for you, we want you to approach the group as a team of people who will refer you, and you refer them. As far as being industry specific, category protected, this means that you are the only one in the room who covers that specific category. Included in this packet is a general list of categories and a small explanation of what that means. These concepts are explained in detail at the DREAM Training with our facilitator Larry Larsen.

**Process of becoming a new member:**

1. Attend at least 2 Strategic Networking Partners meetings. Preferably consecutively. We ask that you continue to attend after your application is submitted until the Steering Committee meets to vote.
2. Submit your application to our Vetter/New Member Coordinator, Marc Paquette. If he is not in attendance, please submit it to Larry Larsen. You may also submit your application via email to Marc [marc@thepaquettelawfirm.com](mailto:marc@thepaquettelawfirm.com) or Stephanie Cardona [stephanie@ffaz.us](mailto:stephanie@ffaz.us). We ask that you submit your application no later than the last Monday of the month. Any applications submitted the day of voting will be held onto, and will be voted on the following month so that proper vetting can be done.
3. Voting occurs at the Steering Committee meetings held on the first Monday of every month.
4. Once the Steering Committee votes you will receive a welcome email with more information on the next steps that will need to be completed.
5. Attend New Member Orientation.
6. Attend the meetings weekly.

**New Member Orientation:** New member orientation is mandatory within the first 30 days of your being voted in. New member orientation is presented by Deborah Pringle. Deborah will reach out to you after you are voted in to coordinate a good time for you to attend the new member orientation. This can be done in person or on zoom. You can also proactively reach out to Deborah to schedule your orientation.

Deborah Pringle - [aplgo.pringled@gmail.com](mailto:aplgo.pringled@gmail.com) (480) 343-7675

## **Strategic Networking Partners Guidelines and Rules:**

**Absences:** If you miss 5 meetings in a quarter your membership is at risk. If you miss more than 6 meetings in a row you will need to reapply. You may only reapply once.

We understand that life & work happen, we just ask that you let us know if you are unable to attend the weekly meeting for any reason. Especially if it is for more than 1 week. An extended leave of absence for medical reasons or personal reasons may be requested. Please email Stephanie Cardona at [stephanie@ffaz.us](mailto:stephanie@ffaz.us) to let her know. We will move your slide out of rotation if you miss 2 weeks or more without letting us know.

**Dues:** Dues are \$25 per month. Your dues start the day you are voted in. Dues are to be paid in **cash only** as our banking system is a ziplock bag. Dues can be paid one month at a time, or multiple months. Dues for the month are due at the first meeting of each month but can be paid anytime. Currently Susan Milliorn tracks dues and attendance. Please make your payment to her. Susan will also give a receipt for your payment. 2 or more months behind in dues must be paid by the following Monday or your spot may be opened up.

**Substitutions:** You may send an employee, business partner or other approved company representative to speak on your behalf if you are going to be absent

**Ethics and Politics:** We have a small ethics committee to help with any member that may have an issue that needs to be addressed. We ask that if you have any issues with another member that you go to the committee and fill out a grievance form. Please submit your grievance form to Jason Smith or Ethics Chair in person or via email: [jason.smith69666@gmail.com](mailto:jason.smith69666@gmail.com). They will meet to discuss the issue and then contact you with their solution or any additional questions or information needed. We ask that you refrain from discussing your issues with other members, or having “parking lot” meetings. We want this to be a positive atmosphere for all our members.

As a Member of Strategic Networking Partners Phoenix we ask that you refrain from making political or religious statements or undertones during the meeting. Please understand that Strategic Networking Partners is a neutral environment created to share and promote your business and network with other local business owners.

Understand that your membership may be terminated at any time for a breach of ethics.

### **MLM's (Multi-Level Marketing):**

If you are a member of a MLM please only promote your product or service, NOT the business opportunity. Everyone here already has a business, so we do not allow you to recruit from the group. If you are found to be recruiting from the group we will terminate your membership.

**Business Category / “Staying in Your Lane”:** When filling out your application we ask you to provide us with your industry/business classification. We will vote you in to fill the position in the group in this specific

industry. You must only promote this single business category during your commercial, on your website listing and during your presentation. The reason for this is there may be cross over with other members if you do not “stay in your lane”. For example you may work at a spa, and have been voted in as the masseuse/massage business, you may also do facials, but we already have an esthetician in the group, so you can only promote your massage business in the room. Outside of the meeting if it comes up you can tell them what other services you provide, but absolutely no promoting it in the room at the meeting. If you have questions on your specific industry/category please reach out to Larry and he will help clarify this for you.

**DREAM Mastery Training:** We require you to attend the DREAM Training within the first 90 days of your membership acceptance. This is a free training. The DREAM Training is held on the 3rd Thursday of every month. (Except November & December) It is held from 2:00pm-4:00pm via zoom. Please register here: [thedreamtraining.com/registration](http://thedreamtraining.com/registration)

D.R.E.A.M. Mastery Training is a training program for professionals who network. We want to modernize the way you think about networking, and change the way you network. Maximizing your relationship development for the most powerful referral partners.

**Speakers List:** We have 1 member of the group do a 7 minute presentation each week so that everyone can better understand their business and learn a little more about them. To get on the speakers list it is required that the following two items have been completed:

1. You have attended new member orientation
2. You have added your profile to the website

Once you have completed these items please reach out to our Program Director, Amanda Starker at [amandajstarker@gmail.com](mailto:amandajstarker@gmail.com) (714) 477-4631

**30 Second Commercial:** Each week you will be given 30 seconds to present your company's commercial. You may use this time to present your company's services, or ask for something you are looking for, (ex. We are looking for an administrative assistant, or we need a mobile mechanic, etc.) or you may use this time to announce an event that you may be having (open house, holiday event, networking, etc.). Your commercial must be not longer than 30 seconds. We do have a bell ringer that will time you out if you go over.

Items to consider including in your commercial:

- Who are you?
- What do you do (what is your unique selling proposition)?
- Who is a good referral for you?
- Catchy tagline

We are your extended sales force so you need to let us know who you would like to be introduced to.

**Website Bio and Profile:** We have a fabulous website for you to list your business contact information on. This is a critical tool for our members when they are looking for your info when referring you. There is a one-time \$25 fee (payable on the website) to add your business profile. You will complete this after you are voted in.

**Important Contact Info:**

**Facilitator/Group Leader:**

Larry Larsen

Frontier Financial of Arizona & DREAM Training Teacher

Relationship Development

(916) 715-9348

[larry@ffaz.us](mailto:larry@ffaz.us)

**Website/Administration:** Report any absences, edits to your slide, website profile listing, name tags, events, general memberships questions to Stephanie. (She is not on site, but available via email and text Mon-Thurs 9am-5pm)

Stephanie Cardona

Frontier Financial of Arizona

(760) 534-3380

[stephanie@ffaz.us](mailto:stephanie@ffaz.us)

**New Member Application Submission/Vetting**

Marc Paquette

(480) 993-6650

[marc@thepaquettelawfirm.com](mailto:marc@thepaquettelawfirm.com)

**New Member Orientation:** Deborah will reach out to you or you may proactively reach out to her to schedule your new member orientation which can be in person or via zoom.

Deborah Pringle

(480) 343-7675

[aplgo.pringled@gmail.com](mailto:aplgo.pringled@gmail.com)



## Membership Application

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

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

Industry / Business Classification: \_\_\_\_\_

Describe Your Product or Service (please be specific): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Business Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business City \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Email: \_\_\_\_\_

Personal Email: \_\_\_\_\_

Business Website: \_\_\_\_\_

How long have you lived in the Phoenix Area? \_\_\_\_\_

How long have you worked in your industry? \_\_\_\_\_

How long with your company? \_\_\_\_\_ Are you working full time or part time? \_\_\_\_\_

If part time, what percentage of your income is derived from the occupation you are applying for?

\_\_\_\_\_

Licenses or Credentials required performing in your professional classification? \_\_\_\_\_

\_\_\_\_\_

Who referred you to Strategic Networking Partners? \_\_\_\_\_

List all active Arizona Licenses you currently hold? \_\_\_\_\_

Is your company insured? \_\_\_\_\_ Type: (Liability, E&O, Etc.) \_\_\_\_\_

Is your company bonded? \_\_\_\_\_

What do you expect to receive from your membership in Strategic Networking Partners of Phoenix?

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What do you expect to contribute to Strategic Networking Partners of Phoenix?

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Do you belong to other membership based referral networking organizations, including Chambers of Commerce? If yes, please list them below.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**SNP PHX is an Industry Specific/Business Category Protected Networking Group. We are geared towards building relationships and becoming referring partners with our members.**

Members will commit to the following activities:

- Regularly provide quality referrals to other members in the group
- Have One on One meetings with fellow members
- Inviting guests to attend the meeting for a category/business in the group that is not yet filled
- Attend two meetings prior to submitting application (preferably two in a row)

Dates: \_\_\_\_\_

## Please initial the following member expectations:

I understand that monthly dues are \$25 per month and need to be paid in cash only. \_\_\_\_\_

I agree to attend new member orientation within 30 days of joining Strategic Networking Partners of Phoenix. \_\_\_\_\_

I understand there is a one-time \$25 fee for the website. I understand that my profile must be listed on the website to be added to the speakers list. \_\_\_\_\_

I agree to attend The DREAM Training within the first 90 days of becoming a member. \_\_\_\_\_

I understand that if I miss 5 meetings in a quarter my membership is at risk. In addition, if I miss more than 6 meetings in a row I will need to reapply. I understand I may only reapply once. \_\_\_\_\_

I agree that I will email Stephanie Cardona at [stephanie@ffaz.us](mailto:stephanie@ffaz.us) to let her know if I am unable to attend a meeting. \_\_\_\_\_

I will invite guests to attend the meeting for a category/business in the group that is not yet filled and encourage them to join. \_\_\_\_\_

I work full time in my official category/business and will only present my commercial and 7 minute presentation on my voted in category/business. \_\_\_\_\_

If required, I maintain a current license, accreditation and/or insurance deemed necessary to work in my category. \_\_\_\_\_

I understand my membership may be terminated at any time for a breach of ethics. \_\_\_\_\_

I understand the information on this application will be used by the Steering Committee when voting on my membership. \_\_\_\_\_

MLM Businesses (with steering committee approval) are welcome at Strategic Networking Partners to represent and sell the product or service. Representation of the business opportunity is prohibited. You may not recruit members for your team. \_\_\_\_\_

I agree to represent ONLY 1 business category as it appears on my application. \_\_\_\_\_

Signed: \_\_\_\_\_ Date: \_\_\_\_\_