

ABL New Member Process

D R A F T v0.2

1. ABL Member (Sponsor) approaches potential ABL Member Business (Candidate) or non-ABL Member Business (Candidate) expresses interest in joining ABL.
2. Sponsor informs Candidate of ABL purpose and expectations:
 - a. Generate business leads for other ABL Businesses and for ABL Membership
 - b. Able to maintain regular attendance at weekly meetings (75% or more)
 - c. No conflict of interest with existing ABL Member Business Category
 - d. Not a member of another networking group.
 - e. 5 and 10 minute Speaking Opportunities on a rotating basis
 - f. 1st Meeting of the month is an ABL Business Meeting
3. Sponsor determines that Candidate has desire to join ABL; contacts ABL Vice President
4. ABL Vice President role
 - a. If possible overlap with ABL Member business, VP contacts existing ABL Member for clarification and approval
 - b. When no conflict is confirmed, Vice President schedules guest lunch to avoid two competing businesses from being Guests at the same meeting; informs Sponsor of date
 - c. Sponsor invites Candidate to ABL Lunch
5. During the lunch:
 - a. Candidate introduces themselves after member 30 second introductions.
 - b. Candidate states business name and nature of business, no solicitation of new business
 - c. ABL pays for Candidate lunch
 - d. Candidate completes ABL Membership Application
6. After the ABL Meeting, Membership Committee interviews candidate:
 - a. Good character and standing in the community and involved in the community
 - b. No conflict with existing ABL Business
 - c. Candidate intends to generate business leads for ABL Members
 - d. Candidate intends to use services from ABL Members themselves
7. At the following ABL Meeting
 - a. Candidate does not attend
 - b. Membership Committee summarizes their findings to the attending ABL Members
 - c. Membership Committee recommends "Accepting or Declining" Candidate's Application
 - d. ABL Members vote on Membership Committee's recommendation
8. After the meeting
 - a. Sponsor informs Candidate of the decision
 - b. If accepted, Candidate pays initial annual Membership dues of \$120 (or pro-rated portion, \$60 min)
 - c. Candidate begins ABL Membership at the next ABL Meeting Membership
9. Coordinator makes personal contact (phone, meeting, etc.) with the new member within the first week of receipt of membership dues
10. On-going: Membership Committee educates and integrates the new Member into ABL