

NetWorks! Boise Valley Membership Application
Checks payable to: Sales Results LLC – 10331 Summerwind Drive. Boise ID 83704
Craig M. Jamieson – 208.340.9546 – craig@salesresultsllc.com

Applicant Name: _____ Title: _____

Applicant Company: _____ Years employed by this company: _____

Industry/ Products or Services: _____

Company Address: _____ City/State/Zip: _____

Years Company Has Been in Business: _____ Number of Employees: _____

Office Phone: _____ Cell Phone: _____ Email Address: _____

Please describe your responsibilities and target market: _____

Please give us a brief overview of your last 10 years employment history: _____

Please describe how you feel you will best contribute to the group: _____

Should I be extended an offer of membership, as conditions for continued membership, I agree to the following and also recognize that failure to adhere to these conditions will result in my being asked to resign my membership in the group:

1. I (or my designated alternate) will attend a minimum of 75% of all group meetings.
2. I will arrive at meetings on time. Habitual lateness will result in my being asked to resign.
3. I will provide at least 2 quality leads, updates, or referrals at each meeting with a completed group “leads form”.
4. I will use my best efforts to maximizing results for all members of the group.
5. I will respect member and lead source anonymity as the standard, not the exception, regarding any information obtained as a result of being a member of the group.
6. Members will not actively solicit business from other members without an express invitation from that member. We do encourage members to allow other members the opportunity to earn their business much as any other company would need to do.
7. I will never share information received as a result of this group with any other leads organization or individual.
8. I will not allow any other individuals access to the group’s CRM database.
9. Failure of either me or my company in conducting itself in a professional manner will result in termination of my membership. I agree to represent only **one company** and **only one industry classification** at the group and understand that a change in employment may result in a termination of my membership. First right of membership will typically fall to the party paying for dues if there is a conflict.
10. Dues are payable prior to the beginning of a new quarter. Failure to remit on time, without prior authorization, will result in my immediate termination from the group. Current dues are \$1,200 annually for Networks! Boise and are payable in advance on a quarterly schedule.
11. If membership is terminated by either party, the member will be entitled to a refund of unused dues for the remaining whole months only that they have paid in advance.

_____/_____/_____
Signature Printed Name Date

Membership Restrictions/Notes: _____

Group: _____ Approved by: _____ Dated: __/__/__

NetWorks! Boise Valley Fact Sheet

NetWorks! Boise Valley is a privately held company that is owned and operated by Craig M. Jamieson as a part of Sales Results LLC. It currently has three B2B networking groups that meet weekly 12 times per quarter. Unlike member-run groups of this nature, all group operations are borne by the owner vs. being shared as rotating responsibilities of the group members.

Who is NetWorks! best designed for? First of all, our groups are heavily slanted toward companies that are B2B vs. B2C. The person who will benefit most from participation in our groups will be an individual who is expected to generate new revenues for their company and who's compensation is at least partially based on revenue generation.

Your dues include:

- The weekly meal.
- Access to your groups' web based CRM where shared leads are uploaded weekly. A report is also generated and sent to all group members.
- Access to your groups' web based Forum which can be used for private discussion and is also a depository for the weekly lead reports as well as other reports and documentation.
- Featured spots on our website for you and your company.
- The opportunity to contribute articles to our public blog.
- We regular share information on our members and their companies (with their approval) on the three major social networks (Twitter, FaceBook, and LinkedIn).

Are dues tax deductible? We would say yes but, please confirm with your accountant. The actual cost of membership is quite low. Please consider:

- Approximately ½ of your dues are dedicated to the meal which, if you eat out once per week, you are already paying for that. The difference is that with NetWorks! it is like taking 10-20 of your best clients out to lunch or breakfast each week and they all pay their own way.
- Next take your dues and reduce those by your tax savings. **Membership in NetWorks!, for most, is really less than \$8/week or under \$100 per quarter.** For those who work on commission, that is probably \$1,000 in new sales directly tied to the group each quarter to cover that amount. Peanuts!

What can I expect? Networking is what you make of it and it does require work. You can expect ...

- To make some very profitable connections with other professionals.
- To receive 10-40 good leads weekly that you can follow-up on if they are applicable to you.
- Direct referrals and introductions from other members as you **earn that right.**

Our 90-Day Money-Back Guarantee *

We are so convinced that NetWorks! Boise Valley will exceed your expectations that we are happy to extend this money-back guarantee to all new members who complete their first quarter with us. There are conditions and these conditions are in place to ensure your success.

1. **You** must attend (you personally, not an alternate) a minimum of 9 out of the 12 meetings in the quarter and you must fully complete the 90 day quarter. You also agree to do a presentation to your group sometime during the first 6 weeks of membership.
2. You must contribute a minimum of two written leads per week including those weeks that you may be unable to attend.
3. You agree to meet with 6 members off-site to get to know each other better during this 90-day period.
4. You agree to provide the group operator with a full-profile on you suitable for our website within 10 days of start date.
5. You agree to spend one hour with Craig on-line reviewing our tools and resources within 10 days of start date.
6. You have met any and all of the other requirements for membership as are found on your membership agreement.

*Having met all of the above terms and conditions, at the end of your first 90 days of membership, if you do not feel that we have more than provided you with adequate value for your dues, just say "I would like my money back please" and we will write you a check to you or your company (whoever paid the dues) for the full dues amount paid and terminate your membership with our thanks! This request must be made in writing within 5 working days from the last meeting of your first 90 day quarter. While an explanation would be appreciated, it is not required. Partial refunds will not be given for any reason as a part of this money-back guarantee.

Sales Results LLC / Date _____ Member / Date _____