

TEN TO ENCOURAGE NETWORKING

Business Referral Group

A few point about

TO ENCOURAGE NETWORKING (T.E.N.)

TEN operates on the premise that when a small group of business people diverse companies actively exchange information, each business profits through increased sales.

Why choose TEN?

Members receive more high quality leads that result in final sales.

TEN Works because the group:

Permits only one member from each profession, trade, business or service category.

Provides a bi-weekly forum (lunch/meeting) during which members may exchange ideas and information about potential leads and issues important to them at that time.

Expects members to:

- Provide their fair share of quality leads per month.
- Keep all leads and their sources strictly confidential.
- Miss no more than 2 meetings per quarter.
- Pay dues promptly.

TEN Works for:

A diverse group of companies and individuals who sell their products and/or services to businesses, non-profit organizations and/or the public sector.

How Can You Join TEN?

You are invited to participate in one of TEN's luncheon meetings, as a guest of one of the members.

If you decide you would like to join TEN simply:

- Get an application and information about TEN's dues from any of the officers.
- Mail in the application with the initiation fee.
- If your company's category is filled, your initiation fee will be refunded

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MEMBERSHIP APPLICATION INSTRUCTION

1. Attached please find the TEN Informational Sheet, Membership Application, and Lead Confidentiality Agreement. Tri-Fold Pocket Roster, Constitution and By-Laws and a sample Lead Sheet.
2. If you are interested in joining the TEN club, please fill out the Membership Application and Lead Confidentiality Contract and forward it, with your initial fee of \$25 to our Membership Chairperson, Teresa Scicchitano-DeWall at:

Teresa Scicchitano-DeWall
2870 Curry Rd.
Schenectady, NY 12303
Tele: 518-220-4231
Fax: 518-220-4230

3. Your application will be processed as soon as all the information referenced above is received. Processing of your application is normally completed within Two (2) to three (3) weeks.
4. If for any reason your application is not accepted, your \$25 initiation fee will be refunded.
5. You are not permitted to attend any more TEN Club meetings until your application has been accepted and your quarterly dues have been paid.
6. If you have any questions, please do not hesitate to contact Teresa Scicchitano-DeWall at 518-220-4231.