

## Networking Gurus Governing Rules

Last updated 1/2/09

### Statement of Purpose

The Networking Gurus Group is dedicated to the positive development of purposeful referral generation for its members within the business or consumer community in which it has direct influence and/or association by virtue of past experience or current knowledge.

### Membership Qualification

Procedure of membership: candidate must be a current GMA member, must not compete with another Networking Gurus member business, must understand Networking Gurus Governing Rules, and must submit dues payment upon approval. Application for Networking Gurus membership is reviewed and determined for eligibility by leadership team. Current group members have determining power when candidate is in possible conflicting industry. If two people are in conflict, the initial step is for the member and potential member to meet with the President and GMA liaison to determine if any conflict can be resolved and both parties can participate in the group. GMA has responsibility to maintain decorum within all groups and thus has ultimate authority over operations of all of its networking groups.

### Attendance Policy

Your continued presence and active participation are essential for the success of the Networking Gurus. You may send a substitute, such as a co-worker, friend, relative, or client to represent you and your business without loss of attendance. However, a Networking Gurus member must not exceed sending a substitute for three consecutive meetings.

More than (3) three absences per calendar quarter will result in a loss of Networking Gurus membership. A \$30 fee will be required within one week after fourth absence to reinstate a member who is otherwise in good standing. If not paid within that week, their position within the group will be forfeited.

Members are to arrive at 11:30 am for networking. The meeting is to begin promptly at 11:45 am.

### Program Procedure

At the beginning of each meeting, leadership team makes announcements, and then each member will give a "60 second commercial". One or two ten-minute presentations will be given by our predetermined speaker(s) selected from the roster of members. The vice-president will maintain a calendar of presenters, and will strive to make sure that all group members present at least once per year. It is the responsibility of the presenter to notify the vice-president if he/she will be unable to present on the scheduled date to thus find a replacement. One or both ten-minute presentations can be replaced from time to time by other opportunities such as training and sphere group networking.

### Referrals, 1+1's and Visitors

Members are asked to share any qualified referrals they might have for a member by filling out a referral form and passing information to a Networking Gurus member. Leads and referrals are to be treated in confidence among the membership and to be acted upon as soon as possible with ethical standards and consideration for the person who gave the lead. Leads/Referrals are then tallied per person per term on the roster.

Members are encouraged to meet one on one between the Guru weekly group meetings in order to build trust and learn how to help each other better.

Members are encouraged to invite potential members as a way to strengthen the networking group and GMA. Guests are permitted to attend Networking Gurus meetings twice only.

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### **Social Functions**

On a quarterly basis and at the discretion of the membership, a social function may be planned for the express purpose of getting to know other members better on a casual basis, as well as meeting prospective members who are invited guests of current members.

### **Management**

The Networking Gurus membership will elect a President, Vice President, and Secretary (if necessary) for a term of six months. The terms will commence with the first meetings in January and July. At end of six month period of leadership, the VP will acquire President Status and elections will be held for all other positions. Any expenditure totaling more than \$250.00 requires the majority vote of the group.

### **Business Category**

The business category that is listed on your application is the only activity that you may promote. Example: "Insurance Salesperson (life and health insurance)." This designation will allow other insurance people, i.e., commercial casualty insurance or private mortgage insurance or other specialty sales, to join the Networking Gurus. This category must be the same category represented through your GMA membership. There is to be only one representative per category.

### **Dues and Fees**

Dues are paid at the first meeting of each calendar quarter. Checks are to be made payable to GMA. A penalty fee of \$20 will be assessed if dues are not paid by the fifteenth of the first month of the quarter of which member is due. If not paid within one week after the fifteenth, position in the group will be forfeited. Dues for the current leadership team members will be waived during their tenure. If entering in the middle of a quarter, dues are prorated to match increment of payment. GMA charges a \$25.00 return check fee.

### **Inclement Weather Policy**

If the Guilford County School System has issued a closed school day due to inclement weather, our group meeting will thus be cancelled.

### **Dissolution of the Networking Gurus Group**

If for any reason the Networking Gurus Group is dissolved, any member who has pre-paid dues for a period greater than three months beyond the date of dissolution shall receive a prorated refund of his or her dues. Any funds left in the treasury after the distribution of pre-paid dues shall be contributed to a charitable organization. The charity shall be selected by the members of the group by majority vote. If the group is unable to decide on a charity, the funds shall be donated to the United Way.