



The

POWER NETWORKING

Organization

WE ARE: A structured business referral organization providing outstanding local and regional networking opportunities. At LBN, we practice “power networking” – the process of developing a powerful team of highly proactive referral partners who can significantly impact your sales.

OUR GOAL: To put significantly more money in your pocket by training you and your fellow LBN members how to be power networkers. Many members report that LBN members and those they refer are the single largest source of new business for their company.

HISTORY: Founded February, 1999 in Clarkston, MI. Currently over 40 Chapters and over 500 members. Now in Eaton, Genesee, Ingham, Macomb, Oakland, Shiawassee, Washtenaw and Wayne Counties. Visit www.locbusnet.com for the locations and meeting times of chapters near you.

STRUCTURE:

1. Local Chapters are composed of business professionals willing to help each other grow their businesses. They act as a part-time sales staff for each other.
2. Each member has exclusivity in their business category.
3. Members are held accountable for regular attendance, referral generation, chapter support, proper treatment of those referred.
4. Chapters meet twice a month for 1 hour to learn about each other, to share leads, and to celebrate successes. Chapters are managed by a local Officers Team, which is supported by a Regional Director.
5. Training makes the difference. Members learn what power networking is, how to find and develop effective referral partner relationships, how to become a prolific referral generator, how to support their local chapter, and how to work the LBN system.
6. Regional networking creates even greater opportunities. Use a members only intranet site to share information with everyone in LBN. Visits to other chapters are encouraged. Regional mixers broaden your reach. Industry exchanges help find referral and strategic partners.

BENEFITS:

1. Qualified leads. Some members achieve six figure results annually.
2. Introductions to potential referral partners.
3. Contacts that will help you with your business needs.
4. Increased business knowledge/understanding.
5. Increased stature in the community through association with other chapter members.
6. Improved marketing and presentation skills.
7. Friendships/mentoring relationships.

COSTS: \$35 per month paid in 6 month increments.

One-time application fee of \$50.

Low priced regional events.

FOR ADDITIONAL INFORMATION:

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