

Welcome to Arlington Council

Congratulations on joining us for today's networking breakfast. We hope that you make valuable contacts as well as enjoy today's program. The Arlington Council meets the last Wednesday of every month (except December.)

To maximize your business networking success, we would like to offer a few Arlington Council guidelines and suggestions

15 second Introduction: All breakfast attendees have the opportunity to do a 15 second commercial. The key phrase is **15 seconds**. In the interest of time, it is imperative that we all adhere to the 15 second time frame. We recommend that you announce your name, your company name and your company tagline. Please do not make announcements during this time. Save this for the announcements part of the agenda.

Company Literature: We have a designated literature table to allow all members to display their information. Please refrain from placing your literature on the tables as we reserve this space for the guest speaker and spotlight speaker.

Announcements: We reserve this time for Chamber business and events relevant to Arlington Council members. An Arlington Council member can make an announcement. However it must be pre-approved by the Board prior to the breakfast date. Please email the announcement to me so I can circulate it for Board review and approval.

Door Prizes: We encourage you to bring a door prize and attach your business card and literature. This is an excellent way to get additional exposure for your business when we give these away.

Membership policy: We invite all visitors to join us for two breakfasts or luncheons while deciding whether to join the Arlington Council. Membership fees are \$35.00 annually and you can enjoy lunch/breakfast for half price the day you join.

Spotlight Speaker: All members are invited to sign up to be a spotlight speaker. The spotlight speaker has the opportunity to do a five minute presentation at a scheduled breakfast. The sign-up list is available during breakfast and is a first come first serve list. "Tips for Effective Spotlight Presentations" are available @ www.SouthCouncil.org Click on the Resource tab.

Get Involved: The key to successful networking is to get involved. I recommend that you schedule the Arlington Council breakfasts like a sales appointment; you never want to miss one. You'll see the benefits of involvement and regular attendance quickly as you build business relationships, promote your business and serve your community. You can also sign-up for a committee or volunteer for a special event. The more you put into your Arlington Council, the more you will get from it.

Have a fantastic 2009!

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