

Group Meeting Agenda
(Total Time = 75 minutes)

11:30 – 11:50	Meet, greet, share activity report – Catch up with your business partners; greet visitors by getting biz card to President, having them sign Visitor sheet and introducing them to their Power Pack members - Review Activity report using myBusinessReferrals application.
11:50 – 11:55	Welcome, Mission Statement, Visitor 30 second introductions – President welcomes/ orients members and visitors at 11:50, reads Mission Statement, recognizes visitors and invites them and the member who invited them to introduce themselves and what they do. The stories should always utilize a story as this is meant to engage people into listening to what is new or intriguing about your business.
11:55 – 12:10	Inspiration & Business Development Activity (rotating members) – On a rotating basis, three members take a turn every Group Meeting with 5 minutes each to present whatever they feel will enhance the knowledge and success of the group. This could be a business skill building exercise, a story about a successful business in town, etc. The only requirement is that this inspirational/ educational activity support our Mission Statement for the group. Visual aids are encouraged.
12:10 – 12:20	Member Presentation (“Gel-y Time”) - On a rotating basis, one member takes a turn each Group Meeting with this 10 minutes to be the subject of discussion. This member brings up an issue, problem or question that is on their mind about their business while everyone else brainstorms with them offering solutions or ideas for that person to work through that issue, problem or question. This will be an effective way to build on each others knowledge, contacts and ideas for this person in a high energy environment...effectively “gelling” a solution from many minds. It will also allow this subject person to make some excellent networking contacts. The person to the right of subject member will take notes for this subject person.
12:20 – 12:40	Business Strategy Marketing Sales Training - President and Vice President will lead a strategy session and discuss marketing and sales techniques that will greatly improve your odds of generating quality referrals and sales.
12:40 – 12:45	Close Meeting/ Inspirational Thought – President closes meeting with inspirational thought of his/ her choosing
12:45 - (xx:xx)	Setup 1-on-1 Meetings - Time is spent scheduling 1-on-1 meetings with partners.