



APPLICATION

Thank you for your interest in becoming a new member of Strategic Networking Partners. We are a strong group of local professionals dedicated to supporting one another while helping members grow their business. We are a referral based networking group that is industry specific. What does that mean? While there may be physical customers in the room for you, we want you to approach the group as a team of people who will refer to you, and you refer to them. As far as being industry specific, category protected, this means that you are the only one in the room who covers that specific category. This concept is explained more in detail at the DREAM Training with our facilitator Larry Larsen.

Process of becoming a new member:

1. Attend at least 2 Strategic Networking Partners meetings. Preferably consecutively. We ask that you continue to attend after your application is submitted until the Steering Committee meets to vote.
2. Submit your application to our Vetter/New Member Coordinator, Robin Binkley. If she is not in attendance, please submit it to Larry Larsen. You may also submit your application via email to Stephanie Cardona stephanie@ffaz.us. We ask that you submit your application no later than the last Thursday of the month. Any applications submitted the day of voting may be held onto, and be voted on the following month so that proper vetting can be done.
3. Voting occurs at the Steering Committee meetings held on the first Thursday of every month.
4. Once the Steering Committee votes you will receive a welcome email with more information on the next steps that will need to be completed.
5. Attend New Member Orientation.
6. Attend the meetings weekly.

New Member Orientation: New member orientation is mandatory within the first 60 days of your being voted in. New member orientation is held immediately following the regular meeting on the 2nd Thursday of the month each month. New member orientation is presented by Angela Johnson.

Strategic Networking Partners Guidelines and Rules:

Absences: If you miss 3 consecutive meetings, or 4 meetings in a quarter your membership is at risk. If you miss more than 6 meetings in a row you will be removed and you will need to reapply. You may only reapply once.

We understand that life & work happen, we just ask that you let us know if you are unable to attend the weekly meeting for any reason. Especially if it is for more than 1 week. An extended leave of absence for medical reasons or personal reasons may be requested. Please email Stephanie Cardona at stephanie@ffaz.us to let her know. We will move your slide out of rotation if you miss 2 weeks or more without letting us know.

Dues: Dues are \$10 per month. Your dues start the month you are voted in. Dues are to be paid in **cash only** as our banking system is a ziplock bag. Dues can be paid one month at a time, or multiple months at once. Dues for the month are due at the first meeting of each month but can be paid anytime. Currently Traci Ranic tracks dues and attendance. Please make your payment to her.

Substitutions: You may send an employee, business partner or other approved company representative to speak on your behalf if you are going to be absent.

Ethics and Politics: We have a small ethics committee to help with any member that may have an issue that needs to be addressed. We ask that if you have any issues with another member that you go to the committee and fill out a grievance form. Currently Joel Hurley is our Ethics Chair. You can reach out to him for a grievance form. Once that is filled out, you can submit the form and he will bring it to the committee for review. They will meet to discuss the issue and then contact you with their solution or any additional questions or information needed. We ask that you refrain from discussing your issues with other members, or having “parking lot” meetings. We want this to be a positive atmosphere for all our members.

Joel Hurley - Ethics Chair - admin@hmfballing.com (602) 932-5711

As a Member of Strategic Networking Partners Northern Arizona, we kindly ask that you maintain a professional environment by avoiding foul language, political statements and religious statements, or undertones during the meetings. Strategic Networking Partners is a neutral environment created to share and promote your business and network with other local business owners.

Our networking group provides an environment rich with resources and opportunities for professional interaction. However, we are not responsible for any interactions, transactions, or business decisions you choose to undertake with other members. It is your sole responsibility to conduct your own due diligence and exercise your best judgment in all dealings. By participating in our events and utilizing our resources, you acknowledge and accept that any business engagements are at your own risk.

It's important to share that we don't use the member directory for mass outreach or promotional purposes. Our community is built around authentic, relationship-based networking, and we've found that direct solicitation through the directory doesn't align with the way we operate as a group.

Understand that your membership may be terminated at any time for a breach of ethics.

MLM's (Multi-Level Marketing):

If you are a member of a MLM please only promote your product or service, NOT the business opportunity. Everyone here already has a business, so we do not allow you to recruit from the group. If you are found to be recruiting from the group we will terminate your membership.

Business Category / "Staying in Your Lane": When filling out your application we ask you to provide us with your industry/business classification. We will vote you in to fill the position in the group in this specific industry. You must only promote this single business category during your commercial, on your website listing and during your presentation. The reason for this is there may be cross over with other members if you do not "stay in your lane". For example you may work at a spa, and have been voted in as the masseuse/massage business, you may also do facials, but we already have an esthetician in the group, so you can only promote your massage business in the room. Outside of the meeting if it comes up you can tell them what other services you provide, but absolutely no promoting it in the room at the meeting. If you have questions on your specific industry/category please reach out to Larry and he will help you with this.

DREAM Mastery Training: We require you to attend the DREAM Training within the first 90 days of your membership acceptance. This is a free training. The DREAM Training is held on the 3rd Thursday of every month. (Except November & December) It is held from 2:00pm-4:00pm via zoom. Please register here: thedreamtraining.com

D.R.E.A.M. Mastery Training is a training program for professionals who network. We want to modernize the way you think about networking, and change the way you network. Maximizing your relationship development for the most powerful referral partners.

Speakers List: Each week, two members have the opportunity to give a 7-minute presentation so the group can learn more about them and their business.

To be added to the speaker schedule, members must:

- Attend New Member Orientation
- Add their profile to the website
- Be current on membership dues
- Maintain good attendance standing

After completing orientation and adding your profile, please reach out to our Program Director, Chris Einwalter, to be placed on the speaker list.

Please note: membership dues and attendance standing must remain in good status leading up to and at the time of your presentation.

Program Director, Chris Einwalter

Phone: (928) 445-2226 | Text: (623) 326-9519 | Chris.Einwalter@edwardjones.com

20 Second Commercial: Each week, you will have 20 seconds to share your company commercial. You may use this time to highlight your services, make a specific request (e.g., seeking an administrative assistant or mobile mechanic), or announce an upcoming event such as an open house or networking opportunity.

Please keep your commercial within the 20-second limit. A timekeeper will ring the bell if you go over.

Items to consider including in your commercial:

Who are you?

What do you do (what is your unique selling proposition)?

Who is a good referral for you?

Catchy tagline

We are your extended sales force so you need to let us know who you would like to be introduced to.

Website Bio and Profile: We have a fabulous website for you to list your business contact information on. This is a critical tool for our members when they are looking for your info when referring you. There is a one-time \$25 fee to add your business profile. You will complete this after you are voted in.

Important Contact Info:

Facilitator/Group Leader:

Larry Larsen - Frontier Financial of Arizona & DREAM Training Teacher

Relationship Development

(916) 715-9348

larry@ffaz.us

Website/Administration: Report any absences, edits to your slide, website profile listing, name tags, events, general memberships questions to Stephanie. (She is not on site, but available via email and text Mon-Thurs 9am-5pm)

Stephanie Cardona - Frontier Financial of Arizona

(760) 534-3380

stephanie@ffaz.us

Vetting/New Member Coordinator

Robin Binkley

(928) 379-1928

1arizonapartners@gmail.com

Ethics Chair

Joel Hurley

(602) 932-5711

admin@hmfballing.com

SNP NAZ

strategic networking partners
northern arizona

Membership Application

Applicant Name: _____

Company Name: _____

Industry / Business Classification: _____

Describe Your Product or Service (please be specific): _____

Business Phone: _____ Cell Phone: _____

Business Address: _____

Business City _____ State: _____ Zip: _____

Business Email: _____

Personal Email: _____

Business Website: _____

Social Media Links: _____

How long have you lived in the Prescott Area? _____

How long have you worked in your industry? _____

Who referred you to the group? _____

How long with your company? _____ Are you working full time or part time? _____

If part time, what percentage of your income is derived from the occupation you are applying for?

Licenses or Credentials required performing in your professional classification? _____

ROC #'s/ Contractor License Number/s ? _____

List all active Arizona Licenses you currently hold? _____

Is your company insured? _____ Type: (Liability, E&O, Etc.) _____

Is your company bonded? _____

What do you expect to receive from your membership in Strategic Networking Partners of NAZ?

What do you expect to contribute to Strategic Networking Partners of NAZ?

Do you belong to other membership based referral networking organizations, including Chambers of Commerce? If yes, please list them below.

SNP of NAZ is an Industry Specific/Business Category Protected Networking Group. We are geared towards building relationships and becoming referring partners with our members.

Members will commit to the following activities:

- Regularly provide quality referrals to other members in the group
- Have One on One meetings with fellow members
- Invite guests to attend the meeting for a category/business in the group that is **not yet filled**
- Attend two meetings prior to submitting application (preferably two in a row)

Dates: _____

If you have any additional information or references that you think may help us in our decision, please attach a separate sheet with that info.

Please initial the following member expectations:

I understand that monthly dues are \$10 per month and need to be paid in cash only. _____

I agree to attend new member orientation within 60 days of joining Strategic Networking Partners. _____

I understand there is a one-time \$25 fee for the website. I understand that my profile must be listed on the website to be added to the speakers list. _____

I agree to attend The DREAM Training within the first 90 days of becoming a member. _____

I understand that if I miss 3 consecutive meetings, or 4 meetings in a quarter my membership is at risk. Also, if I miss more than 6 meetings in a row I will need to reapply. I understand I may only reapply once. _____

I agree that I will email Stephanie Cardona at stephanie@ffaz.us to let her know if I am unable to attend a meeting. _____

I will invite guests to attend the meeting for a category/business in the group that is **not yet filled** and encourage them to join. _____

I work full time in my official category/business, and only represent that one category/business. I will only present my commercial and 7 minute presentation on my voted in category/business. _____

If required, I maintain a current license, accreditation and/or insurance deemed necessary to work in my category. _____

I understand my membership may be terminated at any time for a breach of ethics. _____

I understand the information on this application will be used by the Steering Committee when voting on my membership. _____

MLM Businesses (with steering committee approval) are welcome at Strategic Networking Partners to represent and sell the product or service. Representation of the business opportunity is prohibited. You may not recruit members for your team. _____

I understand that it is my sole responsibility to conduct my own due diligence and exercise my best judgment in all dealings. By participating in our events and utilizing our resources, I acknowledge and accept that any business engagements/contracts are at my own risk. _____

I agree not to use the member directory for solicitation or mass outreach, in order to support our relationship-based networking community. _____

I agree that I have thoroughly read and I understand all of the above rules. _____

Signed: _____ Date: _____