

Why Your Company Should

Become A Member Today

- Business Referral Network is a unique networking organization.
- We join together business professionals who are dedicated to the highest standards of quality and service.
- Our primary focus is to exchange qualified business leads.
- You will develop long lasting business relationships.
- BRN teaches members the “Art of Networking”.
- You will expand your business through quality leads.
- You will be the only business in your category..
- You will have your company listed on the Business Referral Network website.

BUSINESS REFERRAL NETWORK OF PITTSBURGH LLC

For more information
or to attend a meeting contact:

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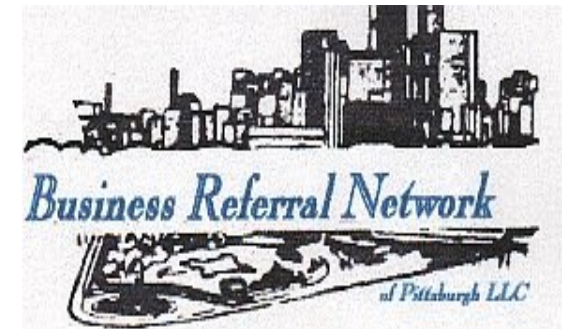
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Or

Business Referral Network
Of Pittsburgh LLC
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www.getgreatreferrals.com



Business Referral Network a structured, professional organization of focused, motivated business people; one in each classification, who are sincerely committed to developing each others businesses through quality referrals.



Organization Policies

www.getgreatreferrals.com

Organization Policies

1. Weekly meetings will be conducted in one hour and 15 minutes.
2. Each Chapter will have only one person from each professional classification. Any classification conflicts that arise will be submitted to the chapter board and BRN president for review.
3. Each Chapter will follow the designed BRN meeting format.
4. Attendance is critical. If you cannot attend you may send an alternate to represent your company.
5. If a member has two consecutive unexcused absence or 3 missed meetings in a calendar quarter their membership may be in jeopardy. The chapter board and BRN president will decide if the classification will be opened up.
6. Members should strive for a goal of a minimum of 2 referrals a month. Continual failure to provide these will result in a review by the chapter board and the BRN president. Personal coaching is available upon request at no charge.
7. Guest may attend meetings up to 2 times. After that they must join or not return.
8. Chapters will have no outside speakers.

9. Each chapter will have a leadership team. This team will consist of the following members: President, Vice President, Membership, Secretary, Treasure (only when the chapter collects money for meals), Sergeant at Arms, and some additional positions as outlined by the BRN president.

10. This team, along with past presidents should have a monthly/or bi monthly leadership meeting. The purpose is to discuss chapter business.

11. Multi-level marketing companies may join BRN only if they represent their products or services and not the business opportunity associated with their company.

12. Every November each chapter will vote on the leadership team positions for the next year.

13. If a member terminates their membership, fees are not refundable.

14. If a member wants to change their classification, they must submit a change form to the board of their chapter and the BRN president. The request will be reviewed and they will be informed of the decision.

15. In the case of a problem with a member. A written review of the situation should be submitted to the BRN president. The president will call a meeting of the Advisory Board and 3 representatives from the chapter involved. The parties involved will present their position to the representatives and Board. A decision will be reached.

Primary Officers

The President presides over all chapter meetings using the BRN designed format. He/she also serves on all committees and monthly or bimonthly leadership meetings.

The Vice President keeps the record of attendance. Chapters meet weekly so that members can maintain contact and exchange regular leads. Participation in the chapter by members is key to the success of the entire group. If you find you must be absent please let the VP know. If you cannot attend a meeting you may send a substitute. Remember, attendance is critical for you to get and receive referrals.

The Secretary tracks all qualified leads that are given and received by each member and submit the totals to BRN for the monthly "Score Board". There are 3 types of leads. A first level is when you use the products or services of a member within your Chapter. A second level lead is when you refer someone you know to a member of our chapter. The third level is when you refer someone from another chapter. It is always wise to use the Business Referral Network website at www.getgreatreferrals.com as your yellow pages. Remember those who give business leads, GET business leads."

The Membership Chair welcomes guests, encourages them to join the chapter and maintains information about BRN. Only one person from each professional classification is permitted to join a chapter. One of the many benefits of joining BRN is that you can grow your business through quality referrals. Our members have a shared belief in maintaining the highest standard of competence and service.

The Program Chair schedules the "Member Spotlights" each week where our members have the opportunity to promote their business to members efficiently, effectively and economically. We have no outside speakers. When you present your product or service to the focused, motivated members in your chapter you gain the ability to substantially increase and expand your business. Taking the "Member Spotlight" will increase awareness of your business to other networking members who will use and recommend your services once they know and trust you.