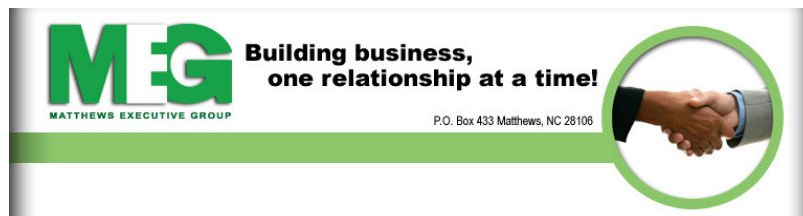


Welcome to MEG!

“MEG Works”

Intro for New Members



You'll get the best of MEG if you give the best of yourself. This includes a memorable 30-second introduction, inviting other members to meet you 1:1 throughout the year, and attending the “After-Hours” events we'll discuss in a moment.

First things first – the details!

- ✓ **MEG website is <http://megsite.org>**
 - Here you'll find all of the members listed with their contact information
- ✓ **MEG Directory**
 - Printed several times a year – great to have when you need a name or number
- ✓ **MEG Card File**
 - Add your business cards to this file; take others' cards to give referrals or leads
- ✓ **Membership**
 - Your membership in MEG is for YOU – not for your company. See our attendance policy below. It's important that you are in attendance to build the relationships with other members – it's why MEG works!
- ✓ **Attendance**
 - We allow up to 6 absences a year, but we don't encourage missing meetings. MEG works best when we all attend.
 - Meetings are the second and fourth Wednesday of each month (January thru November). Our VP will send you a reminder the Monday before, but take responsibility for your own attendance by noting them on your calendar now.
 - A substitute can attend in your place – but ONLY once per quarter. Please alert the board ahead of time to approve an alternate from your office.
 - You can “make up” up to two absences by attending after hours events.
- ✓ **Meetings**
 - There's an attendance sheet at the table by the door – please mark yourself as present when you arrive
 - Grab your nametag and start mingling! Please LEAVE your nametag at the end of each meeting. If you lose it, you'll be charged the cost to replace it

- There are NO assigned seats. Sit wherever you'd like – and sit different places throughout the year to keep things fresh. You'll meet members you are less familiar with this way.
- **Please** keep your introduction to 30-seconds. If you have an announcement about other events or opportunities, save those until the end of the meeting
- You may sign up to speak once per year, but it is not mandatory. Most members enjoy the chance to help the other members understand their business and who they are as a person. See the VP to reserve a date.
- We do give our speakers GIFTS! Please consider bringing a speaker gift each meeting. It isn't mandatory, but does give you additional opportunity to highlight your business and demonstrates generosity and gratitude!
- ✓ **Dues** are paid quarterly (January, April, July, October) or you may pay for an entire year at once. Your membership is for you as an individual and cannot be refunded or transferred once payment is made. Your company, however, can pay your membership dues for you. Dues are not pro-rated and are non-refundable for members.
- ✓ **Have a potential member in mind?** Please see the Membership Chairperson for details before inviting a guest! We ARE industry specific and discerning about who we accept.
- ✓ **Leads – Giving and Receiving**
 - MEG is NOT a leads group, but we do know a lot of business is given and received because we track the leads (see the example on the following page)
 - Leads sheets are on each table – take a moment to complete a leads sheet, leave both parts together (it's a carbon copy) and toss it into the green leads bucket as it is passed around while the speaker does his/her talk. If you do not have a lead to share, we ask that you put a dollar in the bucket. At the end of the speaker's talk, they will pull a lead from the bucket and any dollars go to the person who gave the lead. We prefer leads over dollars – just sayin'!
- ✓ **MEG 2012 Board**
 - President – Angie Mattson, Your Organized Guide
 - Past President – David Rushing, All American Relocation
 - Vice President – Michael Moore, LB&A, CPA, LLC
 - Membership – Sonya Strader, CottageCare
 - Treasurer – Kyle Donaghy, John Street Graphics
 - Events – Pam Decker, SunTrust Bank
- ✓ **History of MEG**

- MEG was established in 1992 as an offshoot from the Matthews Chamber, which continues to be a thriving organization itself.
- Henry “Hank” Donaghy was one of the founding members and continues to hold the honor of being the longest serving MEG member

✓ **What Members have to say about MEG:**

- *“The second best reward from MEG membership is the large array of talent available and willing to assist you with your business problems.”* Jim Howell
- *“This is NOT a leads group, do not expect to walk out after your first, second, or third meetings with a list of names to call. It is an organization built on trust and respect, utilizing the synergy of its membership to forward the businesses and careers of its members.”* Craig Dunn
- *“I think MEG works because it is NOT a leads club, but a group of people who are helping each other succeed in their work. The power of synergistic relationships is the basic ingredient of our success.”* Hank Donaghy
- *“MEG provides a tremendous outlet for learning about and referring proven professionals. That adds a “bonus” service to my present clients.”* Michael Moore



MATTHEWS EXECUTIVE GROUP

Referrals and Leads

For MEG Member _____

Today's Date _____

This is a

- Referral
- Lead
- Someone You Should Know
- Other _____

Contact

Name _____

Company _____

Phone _____

Email _____

Website _____

Additional Notes / Comments _____

- Use My Name
- Do Not Use My Name

From MEG Member _____

MEG Works!

← Name of the person you are referring to (MEG member)

→ choose as appropriate

← Name of the referral, lead, someone to know, or other (like a 1:1) plus other contact info. OK to say "Call or email me and I'll get you the info"

→ up to you

← Your name goes here!

MATTHEWS EXECUTIVE GROUP MEMBERSHIP PROCESS

1. NOMINATION

An active Matthews Executive Group member nominates a prospect to the Board prior to the prospect attending a meeting.

2. PROSPECT ATTENDS TWO MATTHEWS EXECUTIVE GROUP MEETINGS

After Board's approval, prospective member will attend two (2) meetings as a guest before submitting an application for membership. Breakfast at the first meeting will be paid for by MEG; the second is the responsibility of the guest.

3. APPLICATION

The Membership Chairperson or a Board Member receives completed application directly from the prospective member.

4. INTERVIEW

The Membership Chairperson conducts a personal interview with the prospective member, checks his/her references, and will present the prospect with a copy of the By-laws.

5. BOARD REVIEW

At a Board meeting, a report from the interview as well as any comments from existing members is evaluated to determine:

- A. Is the prospective member in conflict with any products or services currently being offered by a member?
- B. Does the prospective member meet the subjective and objective standards set by the Board?
- C. Does this prospect compliment another member's business?

IF NO...If prospective member is not approved on the above basis, the application is denied and cannot be moved forward. Notification will be given to the prospective member verbally by the Membership Chair.

IF YES...Board reports their approval to membership via email and the new member will attend the next regularly scheduled meeting as a member in good standing.

6. MEMBERSHIP DUES

New member dues will be \$70.00 per quarter. Dues are payable at the first meeting of the quarter or remaining months of the quarter. Checks can be made payable to Matthews Executive Group or "MEG" and handed to the current Treasurer or mailed to the PO Box listed on the invoice. Dues are not prorated for new members. Dues are based on an individual's membership, not a company. Dues are non-refundable.