

# Dallas Business Council

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Dear Prospective Member,

On behalf of the 2007 Dallas Business Council, I want to thank you for your interest in our group. We welcome you and invite you to attend up to 2 Meetings so you can experience our group and members.

The DBC was founded in 2003 by individuals who wanted to form a professional referral organization to pass good, qualified referrals to grow each others businesses. The organization distinguishes itself by:

1. Only having one member for each profession represented.
2. Having members who have long term experience in their respective businesses and an excellent track record for ethical business practices.
3. It's members passing qualified referrals (not leads!) to other members by gaining understanding of the all the businesses represented in the group.

We hope you enjoy your experience with us and invite you to explore possible membership opportunities. For your convenience, we have included our Mission statement, Vision statement, a One-Minute Manager, Group Guidelines, and an application for membership.

Again, we thank you for you attendance and look forward to having you become part of our organization.

Sincerely,

Steve Phelps  
President

## **Vision**

*The Dallas Business Council is a professional resource organization that fosters excellence and holds its members to the highest standards within their profession. The organization strives to be the first point of contact for individuals and businesses seeking professionals with experience, expertise, and ethics.*

## **Mission**

*Our mission is to promote the use of our members for individuals and businesses in the Greater Dallas area that choose to work with experts in their field. Our members promote excellence through education and knowledge. As a select group, we allow only one chair for each profession we choose to invite.*

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## Dallas Business Council *One- Minute Manager Worksheet*

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
LOCATION: \_\_\_\_\_  
LANDMARK: \_\_\_\_\_

### 3 TOP SERVICES PROVIDED:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### #1 REASON MY CLIENTS COME TO ME IS THAT I:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### 3 TYPES OF REFERRALS YOU WANT:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### ONE SPECIFIC REFERRAL I WOULD APPRECIATE THIS WEEK IS:

\_\_\_\_\_  
\_\_\_\_\_

I AM \_\_\_\_\_ WITH \_\_\_\_\_.

TAG LINE (OPTIONAL) \_\_\_\_\_.

**THANK YOU!**

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## Guidelines for Membership

### **Application**

All applicants must complete the following in order to be considered for membership:

1. You must attend at least one meeting as a visitor.
2. You must be referred into the group by an existing member.
3. You must have a minimum of 3 years experience in your respective business.
4. You must complete your membership application.
5. You must deliver the application along with applicable dues to the Vice President.

Applications will be processed in a timely manner. Upon submission, additional information may be requested by the membership committee. We reserve the right to refuse membership.

### **Attendance**

The following guidelines for attendance will be enforced:

1. Members are expected to attend meetings in person.
2. Members are allowed to miss one meeting per month for business reasons, but are encouraged to attend all meetings when possible.
3. Substitutes are allowed, but should not actively replace the member. Substitutes will count for attendance.

Cancelled meetings will be announced in advance by the Leadership team. Typical cancellations include holidays and poor weather. Currently, the DBC Meets at Steak & Ale in Addison.

### **Referrals**

Members are expected to adhere to the following with regards to referrals:

1. You must pass a minimum of 3 referrals per month
2. Each referral should be a qualified referral. The party being referred should be aware of the referral and willing to meet with the member. The use of "leads" will not be acceptable to maintain membership.

### **Probationary Period**

For new members, upon acceptance to the Dallas Business Council, you will be in a 2 month probationary period. During this time, you will be expected to:

1. Attend all meetings in person.
2. Meet with or visit all members outside of the meeting to learn about their business and inform them about yours.
3. Follow and abide by membership rules.

### **Professionalism**

The Dallas Business Council expects its members to maintain a high degree of professionalism. Multi-level marketing, selling of names, unethical behavior, and/or abuse of member relationships will not be tolerated.

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## 2007 Application for Membership

Your Name: \_\_\_\_\_

Profession: \_\_\_\_\_ Experience: \_\_\_\_\_

Business/Organization: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone : (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Brief description of goods/services your company provides: \_\_\_\_\_

\_\_\_\_\_

Your Title: \_\_\_\_\_ Referred By: \_\_\_\_\_

Years in Business (current): \_\_\_\_\_ Years in Dallas: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please tell us why you believe you would be a good addition to the Council:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Would you have any issues passing referrals to current members and passing 3 referrals per month?

\_\_\_\_\_  
\_\_\_\_\_

**Yes / No** I have included a check for my first year's dues in the amount of \$200\*.

\*Please note, once accepted, dues are non-refundable.