



## **The iTis Group Offers Valuable Tips** **So I Joined the Chamber...NOW WHAT?????** **(OR)**



### **How to Maximize Your Chamber Membership, for smart people, like you!**

Time is money. Right now money is short and so is time. Here are a few simple, painless ways to capitalize on your Chamber membership investment.

1. **Analyze** the reason you joined. Set clear goals and realistic expectations
2. **Think** of your money spent on membership as an investment
3. **Attend** meetings regularly and **PATRONIZE MEMBERS Businesses and organizations.**
4. **Invite** friends and co-workers to come along. If you can not make it send a representative from your company. It is great way to expose all of your employees to the Chamber. Make them feel apart, remember this is a non-profit organization. A clear way to give back to the community. Volunteerism usually aligns with all successful companies image and mission statements for inclusion
5. **Join** a committee. Work it baby! Show em' what you can do. Secret...this keeps you abreast on what is going on in the organization. You can put your talents and abilities to use- trust me- they will be appreciated!
6. **Show up** on time-you never know what you will miss
7. **Use the time** from the moment you step in the door until you leave to network. Remember networking is about connections, not just about what you can get from others. Be a resource!
8. **Pass out** business cards
9. **Provide** the doughnuts or a give-away The Chamber is always giving away goodies, why not something from your company?
10. **Give** out incentives to other members
11. **Speak up**-If you have a concern or something you want to address-you do have a platform. This is a membership not a dictatorship! We are family
12. **Do not be afraid** to speak up during meetings. Others can not use your business if they do not know who you are or what you can offer
13. Did I already mention...joining a **committee**?
14. **Offer** samples of your products or services, anyone do massages?
15. Show up on time and **stay late**. When you rush out you miss opportunities to meet others that may enhance your business and vise versa
16. **Get visible**. Go to other member's functions- which ones? All that you can make. That Karma thing is funny, ya know? Show support! Treat people the way they want to be treated. SMILE and be friendly
17. **Wear** corporate apparel to the meetings/events. Be a walking billboard
18. **Tell** others about your membership, friends of a feather, both have memberships-Recruit, great minds think...
19. **Host** a event, seminar, or a ribbon cutting ceremony/grand opening/re-opening. Art Van does it all the time!
20. **Brag!** Announce great things and happenings like promotions and mergers
21. **Sponsorship** is always available; it means visibility for you and your company, do not see a category you can afford? Get creative!
22. **Use and abuse membership booklets!** Beat em'up! Go through them and use the info as a data base or mailing list. **USE PATRONIZE MEMBERS Businesses and organizations.**
23. **Attend** all expos and tradeshow, you will find more networking contacts and more about the other members businesses
24. **Email** members monthly or once a quarter
25. **READ YOUR EMAIL!!!**
26. **RESPOND TO YOUR E-MAILS!**
27. **Do not tell negatives** to NON CHAMBER PEOPLE-we are a family no one is perfect, we are striving for excellence, our track record shows that!
28. **Expect the best from your Chamber. Your Membership IS appreciated and respected**