

BYLAWS / RULES

Attendance – I understand the following:

- Max 4 absences per quarter allowed without penalty.
- Q1: Jan/Feb/Mar
- Q2: Apr/May/Jun
- Q3: Jul/Aug/Sep
- Q4: Oct/Nov/Dec

Substitute

- Substitute: You can send a substitute = no absence. Substitute will give YOUR business commercial and not their own. They are representing your business.

Excused vs Unexcused Absence

- Excused absence: Member call/email/slack a minimum of 24 hours ahead to VP.
- Unexcused absence: No notice, or less than 24 hours notice.

Non-compliance

- Unexcused absence: 4 unexcused absences per quarter = board will discuss and vote regarding membership termination.
- Excused absence: More than 4 excused absences = \$10 penalty for every missed meeting past 4 in one quarter.

Exceptions

- Leave of absences will be decided by board on an individual basis

Dues - I understand the following:

- I agree to pay \$75 every January and July

New Members

- New members pay \$75 at time of joining, no prorating the initial \$75. This is a one-time membership fee.
- Next time dues are due, they are also due for a new member.
 - For example, if a member joins in December, he/she pays \$75 in December, then \$75 in January when dues are due.
 - If a member joins in January, he/she pays \$75 in January, then \$75 in July when dues are due.

Non-compliance

- If dues are NON paid after 45 days – your membership is revoked.

Zoom - I understand the following:

Attendance

- Members can join meetings via Zoom, however only 2 Zoom meetings per quarter are counted as attending. Additional Zoom meetings count as excused absences.
- If you join via Zoom, you don't give a commercial.

Referrals/Leads - I understand the following:

- Warm referrals are when you pass a potential clients information to another member, where the potential client is expecting to hear from the member or will be calling the member soon because you have already warmed them up to using the member's services
- Social media referrals are not warm referrals.

Warm Referrals

- I will input my warm leads into a jot form or they will not be counted.
- 1 on 1 member meetings qualify as warm lead - JotForm still needs to be filled out.
- I understand that I need to give a minimum 1 warm lead per month. No reprimand, but each lead over one gets a special raffle ticket. At end of the month, special raffle held for \$ earned from absences.

Social Media Referrals

- Social media leads: expect participation - but no “rules”
- Use slack to share leads so more than one member can comment on the same thread to “boost” the referral power.

Commercials - I understand the following:

- Each member gives a 1 minute long commercial at each meeting.
- Commercials are timed.
- If you join the meeting via Zoom, you do not give a commercial.
- No clapping after each commercial in order to save time.
- Avoiding cross talk - keep questions to one on one time.

Participation

- Each member will actively participate by holding a leadership or committee position during their membership time.

Changes To Bylaws

- Opportunity to propose changes every 6 months (Jan / July)
- A Zoom meeting will be held separate from weekly group meetings with Board and any members who wish to join, where we can discuss if we want changes, then create a proposal that will go out to all members for a majority vote.
- Changes can happen with a majority vote.
- Board = founding members: Teri, Jessica, Heather, Shauna, Tracey, Tami.