

# Discover a whole new world of opportunities for your business



**SYNERGY**  
NETWORKING

Committed to support,  
educate and empower you  
on your business journey

# Welcome to Synergy Networking.

## We'd love to support you in growing your business...

Being a small business owner is not easy, in fact it's an absolute roller coaster for most and that's why the overwhelming majority (>80%) of small businesses close before they make it to their fifth anniversary.

Our philosophy is to create a powerful and supportive space for business owners to come together on a regular basis, to build trusted relationships and to help grow our businesses through the sharing of ideas, joint ventures and referrals. Synergy is when one plus one equals three or more and this is the magic that happens when a group of people are committed to supporting each other in business.

Membership of a Synergy Networking group gives you many benefits and entitles you to:

- Secure an exclusive business category within the group to promote your business
- Ongoing business education and ideas to help your business grow
- Access a directory of current group members
- Connect with group members, receive referrals and collaborate with fellow members
- Solve challenges by tapping into a brains trust of like-minded and trusted business owners
- Create a member profile on our website
- Attend exclusive Synergy Networking workshops, social nights and other members only events
- Receive a copy of Dale Carnegie's classic bestseller "How to win friends and influence people".

Membership is by application only as we need to ensure that any potential member is a good fit for the group, that is, they are committed to add value to the group and they have a reliable trustworthy business that other group members can recommend.

### MEETING AGENDA

- Welcome by Chairperson (7:30am)
  - Welcome guests
  - Apologies
  - Outline agenda & minutes
- 60 second elevator speeches
- Update of referrals & closed business
- I have... session - passing of referrals, opportunities or testimonials
- Guest Speaker (normally group member) 10 minute presentation
- Business discussion topic
- General Business
- I will..... (share something you are committed to doing before the next meeting to grow your business or add value to your group)
- Guests invited to share the value they got from attending the meeting
- Meeting closes (8:30am)

### To get the most value from your membership, we encourage you to:

- **Be pro-active** and take the initiative. Our regular meetings are the platform to start developing relationships with your fellow members, however 1-1 meetings at your fellow members' place of work will help to rapidly develop deeper relationships.
- **Be abundant** in your mindset and aim to add value to others. The principal of reciprocity means the more value you deliver to others in the group, the more they will give to you in return.
- **Be consistent**, do your best to attend all meetings and show up prepared and ready to add value and make a great impression on others.
- **Be a maven** and invite other business owners to visit your group and introduce them to the other members of your group.

# What you need to know about membership...

Group membership is limited to one person per industry in each chapter. Only the member's core business area can be promoted to the group. If you offer ancillary services that overlap with another member's services do not promote those services that overlap to avoid creating confusion amongst members.

## MEMBERS CODE OF ETHICS

- I will be open and honest in my dealings with members.
- I will deliver my services in a professional way, being ethical and ensure I deliver a great experience for any prospects referred to me.
- I will follow up promptly on any referrals received and keep the referrer informed on the outcome of the referral.
- I will proactively look for opportunities for my fellow members and their businesses.
- I will speak with good purpose and be positive and supportive of members and managers of our group.

Meetings are typically held in person once a fortnight, however a group may choose to meet weekly or virtually over Zoom if desired. Members are encouraged to build trusted relationships with their fellow members, share referrals and/or assist in the growth of their chapter through inviting suitable guests to attend meetings. As a courtesy to your fellow members we would ask you to send an apology prior to the meeting if you are unable to attend. Members are permitted to send a substitute to the meeting in their place if they are not able to attend. A new Chairperson is elected for the group every six months and this person has the responsibility of chairing the meetings and ensuring they run to schedule.

Anyone is welcome to visit a Synergy Networking group however, there is a membership application fee payable prior to a prospective member's third meeting. Annual membership dues are non-refundable and renewal of membership is subject to an assessment of a member's attitude, participation and value adding to the group.

## MEMBER RESPONSIBILITIES

- All members are requested to arrive 5-10 minutes prior to meeting commencement which for most groups is 7:30am. Engage with members and visitors and take an interest in their business.
- During the 60 second elevator speech, educate your fellow members about your products and services, what a great referral looks like or share a recent client success.
- During the I have... session, every member should either share a referral for another member's business or a piece of positive feedback about another member.
- Members must do their best to make the chapter meetings a positive and supportive environment ensuring members and visitors leave feeling great.
- Inviting along guests and potential new members is integral to ensuring your Chapter's success. Guests often end up becoming customers of group members, even when they do not join the chapter.

**If you would like to apply to become a member of our group, please complete the application form on the back page and email it to us at [info@synergynetworking.com.au](mailto:info@synergynetworking.com.au)**

*"The richest people in the world build networks.  
Everyone else is trained to look for work."*

**Robert Kiyosaki**

# Synergy Networking Membership Application

Your Name: \_\_\_\_\_ Job Title: \_\_\_\_\_

Business Name: \_\_\_\_\_ ABN: \_\_\_\_\_

Postal address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Years in business: \_\_\_\_\_

Email: \_\_\_\_\_ Invited by: \_\_\_\_\_

Business Category: \_\_\_\_\_ Chapter Location: \_\_\_\_\_

**I have read and am willing to abide by the Synergy Networking Code of Ethics**

**Signature:** \_\_\_\_\_ **Date:** \_\_\_ / \_\_\_ / \_\_\_

To ensure the quality of group members, we need at least two people to give a testimonial as to the quality of the product or service you provide.

Customer reference #1 - Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Description of work performed: \_\_\_\_\_

Customer reference #2 - Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Description of work performed: \_\_\_\_\_

## Membership Options

**Membership application fee paid on application: \$220 inc GST** (refunded if unsuccessful)

**Direct deposit** (use your business name as reference) to:

Synergy Networking BSB 082 356 AC 87 513 9582

**Mastercard / Visa** Name: \_\_\_\_\_ Card #: \_\_\_\_\_

Expiry Date: \_\_\_ / \_\_\_ Signature: \_\_\_\_\_

**12 months membership paid upfront: \$1100 inc GST**

**12 months membership via direct debit \$110/month** (12 month term)

(You agree to have funds available in your account on the debit date on the first of each month and acknowledge that an administration fee of \$10 will apply for any declined payments.)

**Questions? Contact us today at [info@synergynetworking.com.au](mailto:info@synergynetworking.com.au)**

Terms and conditions available online at [www.synergynetworking.com.au/terms](http://www.synergynetworking.com.au/terms)