

AmSpirit

BUSINESS CONNECTIONS

WHEN YOU HAVE THE BUCKET ...

At the end of each Chapter meeting, when you have the bucket, it is your opportunity *as well as responsibility* to stand and *do two (2) things*:

- (1) **MAKE A REQUEST:** After you quickly state your name, who you work for and what you do, clearly articulate to the Chapter ...

“A GOOD REFERRAL FOR ME IS ...”

In so doing, it is important to remember to:

- Be as specific as possible, avoiding the terms anyone or anybody – this will empower fellow members to recognize opportunities;
- Make your request memorable and impactful – this will ensure that your message is on the minds of members beyond the end of the meeting; and
- Vary the content of your message from week to week – this will expose fellow members to various aspects of your product or service.

AND

- (2) **MAKE A CONTRIBUTION:** Clearly indicate to the Chapter ...

“THIS WEEK MY CONTRIBUTION TO THE CHAPTER IS THAT I ...”

This should be completed with *at least one (1) of the following items* that serve to benefit the Chapter or the membership:

- Have a referral (or referrals) for [member name(s)];
- Would like to thank [member name] for [deed or accomplishment];
- Would like to provide a testimonial for [member name] who [indicate circumstances];
- Brought [visitor’s name] as a guest to this Chapter; or,
- Introduced [member name] to [another individual].