

# WIN

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WOMEN IN NETWORKING

P.O. BOX 648

TACOMA, WA 98401

Thank you for being our guest at Women in Networking!

We hope you enjoyed getting to know us as much as we enjoyed meeting you and learning about your business. Attached is additional information about our organization and its members.

If you are interested in applying for membership in WIN, please complete the enclosed forms and submit with the application fee of \$100.00. The application and initiation fee may be turned in at a WIN meeting or mailed to:

Women in Networking  
Membership Committee  
P. O. Box 648  
Tacoma, WA 98401

Please make checks payable to **Women in Networking**. If you prefer, you may fax the application to Carolyn Osborne at 253-566-8871, then mail the fee to the address listed above.

The Membership Committee will review your application and may call for an interview at your place of business. After 3 or 4 weeks, you will be notified of a decision regarding your application. If accepted, dues and breakfast fees must be paid prior to setting a date for your first meeting as a new member.

If you have any questions, feel free to call your sponsor or Carolyn Osborne at 253-566-0818

We look forward to hearing from you!

WIN Membership Committee

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## Membership Information

The purpose of WIN is for you to get good business referrals that produce continuing and expanding business success.

### What can you expect from membership?

- To develop and maintain effective business relationships.
- Specific business referrals and contacts.
- Exclusive Membership.
- Advertising to support effective networking.
- Coaching and group support for efficient use of your membership.

### More Benefits!

- Publicity and PR programs to build membership.
- Speaking Opportunities
- Affiliation with community groups and events.

### What is expected of members?

- Listen carefully for opportunities to provide referrals.
- Commitment to attendance of meetings.
- Participation in WIN events and committee meetings.
- Patience.

Members of WIN are always courteous during meetings. Listen carefully to the needs members and concentrate on locating business referrals at the earliest opportunity.

Commitment to attend weekly meetings is vital to getting the most value from your membership in WIN. No more than 15 absences are permitted per year. **New members may not miss more than 3 meetings within their first 90 days.**

All members belong to at least one committee, and are expected to actively participate in meetings and events of that committee.

New members must remember to be patient! It takes time to develop relationships conducive to giving and receiving referrals. To assist you in building credibility with group members, ask your sponsor or mentor for feedback on how to improve the effectiveness of your commercials, presentations and hand outs.

### Membership Dues

Dues are \$400 per year and are collected in two installments of \$200 each on November 15th and May 15th. Dues pay for membership in WIN and weekly meeting fees. Meeting fees are approximately \$10.00 per week and cover the cost of breakfast and the meeting room. All fees are non-refundable.

### Applying for Membership

An application fee of \$100.00 is required in order for consideration by the Membership Committee. Guests may visit WIN two times before making a decision to apply for membership. Your first visit is complimentary. On your second visit, a \$10 meeting fee will be collected. The application process is not complete until a vote is cast by the membership committee and you are notified.

**Women In Networking  
Prospective Member Survey**

For: \_\_\_\_\_ Date: \_\_\_\_\_

1. What are your long and short term goals for your business?
  
2. How do you keep track of referrals given to you?
  
3. Are you consistently meeting your sales goals? If so, what do you attribute your success to?
  
4. What do you hope to gain most through membership in WIN?
  
5. What do you think you will be able to contribute to WIN members?
  
6. Do you spend the majority of your work day in our out of the office?
  
7. Are you involved with other networking organizations? Explain.
  
8. What is the most exciting part of your business?
  
9. How committed are you to attending meetings every week?

Comments:

*Please use back page or separate sheet as needed.*

## Women In Networking MEMBERSHIP APPLICATION

If selected as a member of WIN, I agree to adhere to the following requirements:

1. To actively participate in weekly commercials and presentations as assigned.
2. To provide a sufficient number of business cards for other members and the WIN card file.
3. To adhere to my assigned business category and any restrictions imposed on my category when delivering commercials, presentations and hand outs.
4. To use my best effort to support and generate referrals for members.
5. ATTENDANCE POLICY:
  - a. If you cannot attend a meeting, a representative from your firm may attend in your place.
  - b. A maximum of 15 absences allowed per calendar year.

I understand that forfeiture of membership can occur for:

- a. Delinquent Dues.
  - b. Unethical Business Practices.
  - c. Failure to Adhere to Attendance Policy.
6. We must receive your application fee (\$100) prior to processing your membership application. \*
  7. Dues are \$400 per year and are collected in two installments of \$200 each on November 15<sup>th</sup> and May 15<sup>th</sup>. Dues pay for membership in WIN and weekly meeting fees. Meeting fees are approximately \$10.00 per week and cover the cost of breakfast and the meeting room.
  8. All fees are non-refundable.
  9. Officers of WIN reserve the right to revoke this agreement at any time this member's actions are deemed detrimental to the purpose and standards of WIN or adversely affect the group's professional reputation.

I have read, understand, and agree to the terms above and submit this application for consideration of membership in Women In Networking.

\_\_\_\_\_  
Applicant Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Membership Committee Chair

\_\_\_\_\_  
Date

**Membership Committee Use**

1<sup>st</sup> Reading: \_\_\_/\_\_\_/\_\_\_      2<sup>nd</sup> Reading: \_\_\_/\_\_\_/\_\_\_

Onsite Interview? Y / N    With: \_\_\_\_\_      Date: \_\_\_/\_\_\_/\_\_\_

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

**Please Print Clearly**

Business Category: \_\_\_\_\_

Sponsor: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Business Name: \_\_\_\_\_ UBI# \_\_\_\_\_

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

Home Address: \_\_\_\_\_

Work # \_\_\_\_\_ Home # \_\_\_\_\_

Cell # \_\_\_\_\_ Email Address: \_\_\_\_\_

Website URL: \_\_\_\_\_

Nature of Business/Service: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Time in industry: \_\_\_\_\_ Time with company: \_\_\_\_\_ (Yrs/Mo)

Your participation in this business is:     Full Time     Part Time

How do you generate referrals for yourself? \_\_\_\_\_

\_\_\_\_\_

Civic, service and lead generating clubs of which you are currently a member:

\_\_\_\_\_

\_\_\_\_\_

References: Please list businesses or vendors you regularly do business with:

Name	Address	Phone#	Contact
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1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Annual Income:     under 25k     26-50k     51-99k     over 100k

I expect my participation in WIN to increase my annual income by at least \_\_\_\_\_ %

**\*PLEASE COMPLETE:**

Application:     Delivered     Faxed     Mailed       Application fee:     Attached     Mailed