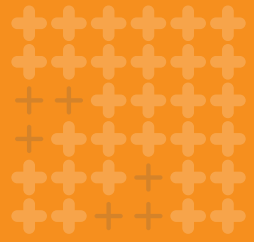




Member Success Plan

Get the most out of your membership



Week 1 – To Do's

- Received an invite to create my user ID & Password via email or created my ID via the chamber website.
- Received my new member welcome email from the Membership Manager.
- Fully completed my business profile by logging into the Members portal.
- Had my membership induction meeting with the Membership Manager.
- Membership Manager has Registered me for both 'Introductions with Impact' and 'Networking For Growth' workshops at our first meeting.
- I have submitted my MyBoard Application to (myboard@sydneyhillsbusiness.com.au) which will be approved, once I have completed my key milestones with the Chamber i.e. that I have completed member profile, both workshops and two different events streams.
- I have attended an Information session and or have booked the next.



Week 2 – To Do's

- Registered for my first Business Breakfast OR Business Lunch And Business After Five events.
- I have joined the Sydney Hills Business Chamber LinkedIn Group (FREE) and am looking to educate and contribute on this platform.



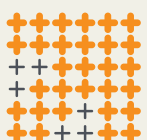
Week 3 – To Do's

- Reviewed the SHBC Website and understand the key member benefits listed in "Take the Opportunity".
- Downloaded the Chambers Mobile App "Member Plus".



Week 4 – To Do's

- I have received my SHBC name badge and now wear it at events & workshops.
- I am going to book at least one event stream into my calendar regularly.





Member Success Plan



Month 1 to 2 – Engagement

- I have attended a Business Breakfast Or Business Lunch.
- I have attended a combined Information Session & Business After 5.
- Prior to attending these events I review the connector list sent the day before the event, so I can connect with potential strategic members.
- I have used the 'Connectors' at these events to help me connect with these potential strategic connections and network in general.
- Once connecting with key people at events I am looking to at least have 1 discovery meeting with one of those connections in the week or so after the event.
- I have attended 'Introductions with Impact' and 'Networking For Growth' workshops.
- I have fully completed my member profile on the SHBC website.
- Having completed all of the above key milestones, I am aware that I am eligible to be placed in a MyBoard team and have been made aware of my applications progress.



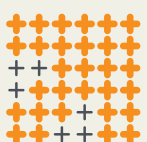
Months 3 to 6 – Building Relationships

- I regularly attend at least one event each month and it's booked in my calendar.
- I am reviewing the connector list prior to each event I book in for to connect strategically & network in general.
- I am regularly using the connectors at events to connect strategically and network in general to develop long term business relationships.
- I am regularly looking to book at least 1 discovery meeting with one of those key event connections in the week or so after the event.
- I have been placed in a MyBoard team and and it's booked in my calendar.
- I am having one-on-ones with at least 1 other MyBoard team member, on the off weeks we aren't at MyBoard.
- I have booked in and attended the other chamber workshops around, Leadership & Health, plus any new courses that are of value to me.
- I am looking to utilise the 'Member Only Benefits' in the 'Take The Opportunity' brochure I was given when I joined.
- If needed, I will contact the Membership Manager to discuss the best approach to utilise these benefits.



Months 6 to 12 – Building Business

- I regularly book into events each month and review the connectors list prior to the events.
- At events, I regularly utilise the connectors to help me strategically meet new contacts.
- I take the time to arrange discovery meetings with at least 1 new connection after the Chamber event.
- I regularly attend my MyBoard team meetings.
- I regularly have one-on-ones with my team members in the off weeks to my board.
- The above activities are a regular part of my membership and are in my calendar.





Member Success Plan



Months 6 to 12 – Building Business (Continued)

- I have taken advantage of the one-off advertising opportunity by placing flyers on tables at one of the SHBC events (Free).
- I have contributed an article to the SHBC website blog (Free).
- I am contributing content and interacting with members on the SHBC LinkedIn group (Free).
- I have used Hot Deals and or Job Postings to promote my business to members (Free).
- I have provided a gift for the card draw at an SHBC event (\$100 minimum value + other guidelines apply).
- I have provided an offer for the monthly 'NewsDesk' email marketing mail out (\$75 + other guidelines apply).
- I have provided a flyer for one of the fortnightly printed member mail outs (\$250 + other guidelines apply).



12+ Months – Moving Forward

- I regularly book into events each month and review the connectors list prior to the events.
- At events, I regularly utilise the connectors to help me strategically meet new contacts.
- I take the time to arrange discovery meetings with at least 1 new connection after the chamber event.
- I regularly attend my MyBoard team meetings.
- I regularly have one-on-ones with my team members in the off weeks to my board.
- The above activities are a regular part of my membership and are in my calendar.
- I have attended a number of SHBC major events i.e. Chairman's lunch, ½ Day Sales & Marketing Seminar, Celebrate Women in Business Lunch & Major speakers event on top of my standard event attendance.
- I have identified potential referral partners at SHBC and am regularly meeting & exploring business opportunities with them.
- I am possibly planning to host a Business Breakfast, Lunch or a Business After 5 in the next 12 months, I may do this solo or with other member businesses.
- I am possibly looking to be involved in Leadership, either with my MyBoard team or even the Board of the Chamber if the opportunity exists.
- I am possibly looking at becoming a Support Partner to the Chamber in the upcoming year ahead if the opportunity exists and is a fit for my business.
- I am possibly looking at becoming a Sponsor to the Chamber in the upcoming year ahead, if the opportunity exists and is a fit for my business.

