



Membership Guidelines

FBNG is a business networking group focused on providing customer referrals and leads to businesses based in Fitchburg and the surrounding area. One hour meetings are held on the 1st and 3rd Thursday of each month beginning at 8:00 am. The meetings are held at Destare located at 320 Main Street in downtown Fitchburg.

Membership fees

Membership fees as of 2010 are as follows:

3 months \$35.00
6 months \$59.00
12 months \$99.00

Types of Business represented in membership

Only one per person per occupation is allowed in FBNG to avoid conflicts or competition among members.

Guests

Guest may attend 3 meetings for free before deciding to join FBNG. If however, during that time a similar business attends and decides to join first, membership status will be based on which application and check is received first. In the case of two of the same businesses deciding to join at the same time, membership status will go to a vote to the existing members of FBNG.

Membership

Membership effective date will begin the first meeting following completion of membership application and receipt of check.

If a business is interested in joining FBNG but is unable to join because a current member is in the same business the membership application of the non member business will be kept on file for 6 months. If during that 6 month period the current member of the same business drops out of the group the application of the non member will be reviewed and contacted about possible membership.

All new applications are presented to existing membership for review of potential industry overlap (A financial planning company that also offers insurance may overlap with an insurance company). If this occurs, the existing member whose business is experiencing the overlap will be consulted. If there is a clear case of industry overlap, the existing member can seek to block the new member's application. If in the opinion of FBNG's President and Founder there is a question that the overlap exists, the final decision will be made by a membership vote.

Referrals

OUR PRIMARY PURPOSE FOR MEETING IS TO GENERATE BUSINESS LEADS FOR OTHER MEMBERS. WE DO NOT ENCOURAGE APPLICATIONS FROM INDIVIDUALS THAT ONLY SEEK TO TAKE FROM THE GROUP. YOU SHOULD STRIVE TO GIVE MORE LEADS THAN YOU GET.

THE RENEWAL OF YOUR MEMBERSHIP IS A FUNCTION OF YOUR COMMITMENT TO THE GROUP. IF YOU ARE CONTINUALLY UNABLE TO BRING BUSINESS REFERRALS TO OTHER MEMBERS OR IF YOUR OVERALL ATTENDANCE OR COMMITMENT TO THE GROUP IS BELOW GRADE, YOUR APPLICATION FOR MEMBERSHIP RENEWAL MAY BE DECLINED.

Attendance

Attendance is encouraged by all members. The focus of the FBNG is to assist members with growing their business through sharing of quality leads and an opportunity for members to market their business to other members. **If you don't attend you won't be able to contribute or benefit from being a member.**

If you are unable to attend a meeting you may send a substitute attendee in your place who will represent you and your business.

If you miss two meetings in a quarter without providing a substitute your membership renewal application may be subject to a denial.

Termination

An individual's membership in FBNG may be terminated at any time without a refund of dues if a majority of FBNG members feel there is an issue serious non-attendance or serious lack of participation"

Officers Positions

Founder & Chairman: Christopher J. Iosua

Current President: Ellen Kettle

The election for President of FBNG occurs at the end of each quarter. It is an open election among existing members.