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Greetings Chapter Consultants! April and International Visitor month is over but we know visitors will most likely continue in May. Due to the fact that it takes most Visitors an average of three (3) weeks from their initial contact to attend, we're looking forward to a strong May as well! The best Visitor's Day reported so far is right here in San Diego. Congratulations to Jeanette Weeks and her La Jolla Chapter that had 14 Visitors at their April 25th Open House! If you know of a Chapter that had more than 14 Visitors in one meeting, please share and we will publish in a future issue.

Now, what to do with those Visitors? Hopefully you and/or the Leadership Team have invited and encouraged appropriate Visitors to join. If not, there is still time. The magic way to get Members is to. . . . **Invite them to join!** I realize this is the obvious, but. . . often times the obvious is overlooked.

One idea is to have your Chapter Director email you and/or the Membership Chair, the contact information for all Visitors. Then you can put in a follow-up call to the Chair to see how the follow-up is going. This way we know it gets done. Since everyone wins when Chapters have new Members, this seems like a good idea. In addition, you may wish to create a friendly competition between your Chapters regarding new Members. Check with your Regional Office for additional ideas along these lines.

Finally, enjoy the Chapter meetings, encourage recognition and as Ali always said: "Catch them doing something Right"!

Thank you for all that you do for our Members. To your continuing success!

Jisa

10-MINUTE TALK

During a New Member Campaign we often get asked the question: Why is Leads Club the best networking group

or "How are we different" from the competition? A few of the many ways are:

- Leads Club has the most convenient Fee Structure, still welcoming monthly, quarterly and bi-annual payments.
- Leads Club is the only structured networking organization that has you, the Chapter Consultant! Your monthly visit as a representative of the Leads Club organization keeps the Chapter connected with us. As you know, your position is foremost to assure that all Members gain the maximum benefit from their time and investment in the Leads Club advertising system.
- Leads Club encourages Lead generation by using a Reward and Recognition System. This provides better quality Leads than organizations that use negative reinforcement.
- Leads Club caps their Chapter Membership at 30, guaranteeing our Members sufficient promotional time to get to know each other.
- Leads Club further supports its Members with a structure that spotlights three (3) speakers each week. Studies show it is the frequency in which we speak that gets the instant recollection needed to identify a Lead generating opportunity.
- Leads Club Website includes numerous Resource and Incentives.

Chapter Consultant Promo

"Hello, I'm _____ your Chapter Consultant, representing _____, your Executive Director and the _____ Regional Office of LEADS CLUB.

Today we'll be discussing how Leads Club is the best.

We will review a list of what we have to offer that the competition doesn't.

KUDOS

CONGRATULATIONS TO CHAPTER CONSULTANTS WITH ANNIVERSARIES IN:

APRIL

DeAnn Plaskett - 3 yrs.
(CA - Craig)

Gabrielle Scott-Wells - 2 yrs.
(CA - Elliott)

Regina Brown - 1 yr
(CA - Hawks)

MAY

Ale Hogue - 13 yrs
(CA - Elliott)

Julie Paris - 11 yrs
(CA - Elliott)

Tessa Weeks - 6 yrs

Be helpful. When you see a person without a smile, give them yours.



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SPOTLIGHT



Hello, I'm Rhonda Johnson. I have been a Chapter Consultant with Eileen Elliott in the Los Angeles Region for two years. I am grateful to her for the opportunity to participate as a Chapter Consultant. Working with the Members in various cities has enhanced my business and my personal life. The following are my tips and suggestions:

LEADS

As a Chapter Consultant one of the most important messages I can bring to the Members is the power of a one-on-one meeting. It isn't what you know, or who you know, but how well you know them. **Better understanding assists us with more "OUTSIDE" Leads.** The process of establishing history with your professional relationships is critical to your success in networking. History builds trust and there is no better basis for a referral.

GROWTH

The growth of membership requires constant commitment and effort. Each Member needs to be willing to accept responsibility for their Chapter. It is always important to remember that, **"You have to give to receive."**

SUCCESS STORIES

- Dr. Lee Weinberg, a chiropractor with the Newport Chapter left a practice last year working for a professional group to become a sole proprietor. He had married the year before and was expecting a baby. He was very nervous to make such a giant move. I am happy to announce that his new business is a success and 90% of the business comes from Leads Club referrals. It is easy to refer Dr. Weinburg, he is a skilled practitioner with a sense of humor that puts everyone at ease.
- As for myself, as an owner of Accountable Solutions, a successful tax, bookkeeping and payroll company, with the assistance of Leads Club we have grown from processing approximately 300 returns annually to currently processing almost 1000. Thank you Leads Club!

WHAT'S NEW?

PODCASTING

What if Leads Club President, Lisa Bentson, personally showed you how to create your 30-Second Promotional? Recently Lisa sat down with Kim, a Leads Club Member in San Diego, and assisted her in developing her 30-Second Promotional. Leads Club is proud to offer this to its Members in the form of a podcast.

Some of you will be familiar with the term podcasting and, for some of you it may be a new term. A podcast is an audio file that can be played from a website or downloaded to an iPod or MP3 player. This gives you the opportunity to choose listening to it now, or listening to it later.

Podcasts can also be "broadcast" via RSS (Really Simple Syndication) feeds, allowing the end user to automatically receive podcasts from their favorite podcasters by subscribing to the podcaster's "feed."

The beauty of podcasting is that you can download the podcast to your MP3 player and take it on the road with you. Imagine going out for a daily walk or over to the gym, as you listen to educational material to help you grow your business or to relax your mind.

If you're a professional speaker, or a business or life coach, podcasting can be a perfect vehicle for you to share timely information and your expertise with the people who visit your website. Leads Club intends to do this with podcasting.

At the Leads Club website you will find a podcast page that will help you work through your 30-Second Promotional, and a number of other networking skills. Listen to them now, or download them to listen at a later time. The worksheet is there for you to use with the podcasts in developing your 30-Second Promotional.

Podcasts are just one more way Leads Club is using cutting edge technology to deliver valuable information to help you, the Members, grow your business and achieve your success.

CALLING ALL CHAPTER CONSULTANTS!!

SUCCESS! Newsletter is produced for you the Consultant. We want to be sure we are covering timely and important issues for your visits to your Chapters.

We value your input and articles on your best tips and suggestions for the following:

- Top 10-Minute Talks
- Tips on Leads Generation
- Tips on getting More Visitors
- Tips on Closing Visitors
- Successful Open Houses / Mixers
- Success Stories (Member or Chapter)
- Other ideas of Why We Are The Best
- S.O.S. questions (sticky situations)

We look forward to hearing from you and receiving your tips.

Please send your articles to successeditor@leadsclub.com. Please include a daytime number you can be reached in case of questions and a digital photo because if there is room, we want everyone to know who you are. Articles may be edited for content or space restrictions.

PROGRAM VARIATION

In your last 30-Second Promotional, in addition to telling us who you are, tell us what was the **BEST LEAD YOU EVER RECEIVED.**



~ Joy is one of the few things that is multiplied when divided. ~

Sign up to receive these weekly by visiting the Leads Club website homepage.

S.O.S

- Q:** I've been asked "What is a Chapter Consultant and why do you visit once a month." What do I tell them?
- A:** Chapter Consultant is a Liaison between the Regional Office, Leadership Teams and Members. The main purpose of a Chapter Consultant is to Motivate, Educate and Mediate within the Chapter.

As a Consultant I offer ideas and suggestions that help the Members receive maximum benefits from their Membership. I communicate on a bi-monthly basis with the Leadership team to assist them in running effective meetings each week. I visit the Chapter once a month and give a 10-Minute Presentation on a subject requested by the Team or one that presents timely and beneficial information.

I submit written reports of each visit to the Regional Office to keep them apprised of Chapter progress. I assist with Leadership Orientations and Annual Mixers. I assist in promoting Leads Club within the community and I am an additional resource if Members have concerns that were unresolved by the Team.

Call me - I'm here for you!



COMMUNICATION CORNER

for details go to:

<http://www.leadsclub.com/member/teleclass.shtml>

TELE-CLASS SCHEDULE:

Number: (620) 782-8231

Access Code: 4852#

CHAPTER CONSULTANTS:

3RD Monday - 4pm PT

- **May 15, 2006**
"Integrating Members in the Leads Club System Using One-on-One Visits and Chair Positions" presented by Laurie Versaggi & Wendy Moore
- **June 19, 2006**
"Summer Proof Your Chapter" Presented by Lisa Bentson

MEMBERS:

3RD Tuesday - 4pm PT

DATES: May 18 (Thursday), June 20, July 18, August 22, Sept 19, October 17, November 14.

NEW MEMBER ORIENTATION:

Join us for informative Tele-Classes as Rick Craig guides you through the New Member Handbook and assists you in gaining the maximum benefit from your time and investment in the Leads Club advertising system. He will spend ample time covering your 30-Second Promotional and 10-Minute Presentation. The session will be beneficial for new and existing Members.

NEW PASSWORDS:

Chapter Consultant area on web:

User name: conscious

Password: cooperation

Leadership Team area on web:

User name: business

Password: 06referrals

CHAT ROOMS:

CHAPTER CONSULTANTS:

1st Saturday each month - 10am PT

MEMBERS: Saturdays - 10am PT

SUCCESS! Newsletter is published 8 times per year. Your Top 10-Minute Talks, suggestions and articles are welcome for possible publication. Due to the online nature of the newsletter, please feel free to submit any websites that you feel would be valuable links that we can share (please keep it to Leads Club related sites).

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