



CHAPTER CONSULTANT TELE-CLASS AGENDA
October 14, 2008

CREATING EXCITEMENT
IN OPENING NEW CHAPTERS

Benefits of new Chapters opening:

Builds momentum and pride in your Region.
Helps other Chapters grow.

How to find people to open new Chapters?

Ask for referrals from existing Chapters and Members.
Tap into your professional network.
Follow up with all leads in a prompt and professional manner.

Keeping the enthusiasm/momentum moving in the emerging process.

Provide realistic expectations for growth.
Follow up at least once a week with the Founding Director.
Promote the new Chapter to all Chapters.
Encourage the Founding Team to visit existing Chapters.

When do we open?

Number of Members or time spent in the building process.

**Mark your calendars for our next session on
November 11, at 3:00pm PT**