

LCN Quick Information Reference

The following bullet points cover the main information pertaining to LCN's members and meetings.

Meetings: Meetings will be held at the City of Detroit Lakes Community Room, in Detroit Lakes each Thursday from 8:00 am to 9:00 am. Changes to location/schedule will be posted in the LCN Members Only Facebook page and sent on the LCN Members' group text. Being on time is important so you don't miss the Club News!

Format: Mission statement, officer and individual department updates, community announcements, 60-second "commercials" per member/business, quick break, 10-minute presentation, referrals/Country Cash/Giveaway (Each week a gift is provided by the 10-minute presenter. \$10 value.).

60-second "Commercial": Each LCN member is given 60 seconds per meeting to speak about their business. This mini presentation is to remain focused on a business's products, services, promotions, and/or needs at this time (i.e. what referrals would be helpful from the LCN group).

10-minute Presentation: Each week, a different member will give a 10-minute presentation about their business. This time may include an overview of the company, current promotions, referral needs, audio/visual/multi-media, and/or an interactive activity for the group. Each presenter is responsible for a giveaway a gift that is worth around \$10.

Referral Slips are provided per meeting and should have an **"I" for inside referral or "O" for outside referral** written on them. An inside referral is one that is member-to-member. An outside referral is when a member is referring another member to a person/business outside of our group.

Country Cash slips are provided per meeting and these should be filled out and handed in when a member does a sale resulting in funds collected from another member or a referral that came from LCN members. Record the amount made from that sale, including date, and member name.

Absences: Each LCN member is allowed two absences without a sub per quarter. If they have a sub, that absence will not count. If a member has more than two absences without a sub in a given quarter, their spot (industry slot) will open up and they can either pay dues again to rejoin or the spot can be filled by another person from their industry.

Guests: Members are welcome to bring guests to visit LCN. Guests are allowed 2 minutes to speak about their business at the end of the 60-second commercials. Guests cannot be from industries/companies that are in direct competition with LCN member industries/companies.

Subs: Subs are given 1 minute to speak on behalf of the member they are substituting for and 2 minutes to speak about their own respective business if desired.