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Networking Meeting Procedures

- Meeting officially begins
 - President Introduction
 - Leadership team introduction and PNA history.
 - Highlight 10 Golden Rules, with explanation of rules
 - ♣ Referral requirements (3 per month, including one-on ones)
 - ♣ Community service requirement
 - ♣ Attendance requirement.
 - ♣ Ensure all members have referral slips

(15 minutes prior to scheduled meeting time, informal networking can take place.)

- One minute commercials (possibly 2 min, if enough time)
 - Members first
 - Visiting Members (from other chapters, assuming no category conflicts)
 - Guests
- Upcoming events for chapter and PNA, work on community service project.
- Referrals and testimonials given by all members, one at a time, in structured fashion.
- Wrap up.
- One hour Meeting is officially over, casual networking.

Members can showcase their promotional items and literature at every meeting.

PNA Primary Goals

- I. Build each others' business
- II. Serve our local community
- III. Be recognized as a leading networking organization in the State
- IV. Continuously distinguish members' ideal referral sources (from clients)
- V. That PNA becomes one of each member's top 3 referral sources within one year of active membership.