

CBE Member Expectation Acceptance

The Charlottesville Business Exchange philosophy states: CBE believes in the good of its members to uphold the highest of professional and personal ethics. We are driven by the ideals of honesty, integrity, sincerity and respect for each other and for those with whom we come in contact daily. We strive to provide trusted referrals to trusted business partners. We believe that through a commitment to the organization, we enhance and nurture a culture to grown each other's businesses through "word of mouth" referral.

Therefore this agreement, which rests on the foundation of our Bylaws, sets forth the value system that brings accountability to the Charlottesville Business Exchange and its members.

What you can expect from us:

- 1: Exclusivity: The core of our organization resides in the fact that we operate in a mutually exclusive environment. We define this in great detail in our Bylaws, yet it should be noted that loyalty to our members is paramount.
- 2: Trusted Advisor Relationships: We limit membership to one profession within our organization. "Relationship Builders" are the foundation upon which trust is gained.
- 3: The aspiration to provide quality, warm referrals, to grow our respective businesses: We measure this and other standards through our Member Summary activity report at the conclusion of our meeting.
- 4: Weekly meetings where we seek to grow: This includes, but is not limited to Member Focus Opportunities, Educational Moments, Guest Speakers, Small Group Brainstorming Sessions and Member Infomercials.
- 5: Professional and Social Events: Several times per year we promote professional and personal opportunities to network outside of our structured meetings.
- 6: Community Service: We support and encourage giving back to our community and members by supporting a variety of professional and personal civic endeavors.

What we expect from our Members:

1: Exclusivity: Prospective members should carefully review our roster and ascertain if a level of commitment can be given to the majority of the organization. This should be completed prior to application to our organization.

2: Attendance at our regularly scheduled events: The value of exposure cannot be understated. Attendance is addressed in our Bylaws and limited to 3 absences over a rolling 12 week period. Non-Member Substitutes are permitted to represent a member in the event of an absence.

3: Relationship Builder (RB) Initiative: New members to the organization are strongly encouraged to seek out existing members and initiate building relationships. This is the foundation upon which trusted referrals are gained.

4: Referrals: It is said that results are the final judge. Warm referrals are typically the result of commitment to the organization and are measured in our Member Summary at the conclusion of our business meetings.

5: Recruiting: We constantly strive to grow our membership in a mutually exclusive environment by growing our network of professionals. By adding quality members, we enhance the opportunity to magnify our results. Together, we are stronger.

Whereas we have reviewed the CBE Bylaws and this Partnership Agreement, by our seal, we agree and commit to the Charlottesville Business Exchange ideals and philosophy.

CBE Membership Representative

Member

Date

Date

