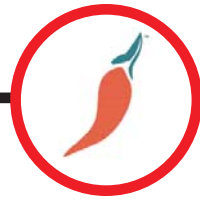


Culpeper Leadshare Exchange Group

Joining together to help small business work like big business.



Culpeper Leadshare Exchange Group is designed to assist participants in expanding their business network. **It is an active and structured system for furnishing and receiving business referrals.** Members become acquainted with each other's businesses and learn what kind of client each is seeking. Promote your business through networking and fellowship!



"I am a new member and it has been a great tool for helping me build my business!"

*Jeannette Lockwood
Creative Consulting*

BENEFITS OF MEMBERSHIP

1. Expand and grow your business with a sales force of 20 or more working for you.
2. Small investment, high return. Annual dues are \$50 and one hour per week for meetings.
3. Access to business resources: Sales/Marketing and Business training.
4. Develop lasting business relationships through fellowship.
5. Make new business contacts in a time and cost effective way with individualized company recognition.

"I started my business in 2001 and immediately joined the Culpeper Leadshare group. Through the years, I have been able to build my one-woman business into a full-time job, keeping my advertising costs to a bare minimum. Along the way, I have built strong business relationships and valuable friendships. I would strongly recommend any small business owner to join us!"

*Jannette Voorneveld
Web Weaver Web Design*

**Three Leadshare
Groups:
Wednesday,
Thursday and
Friday mornings**

See other side for Guidelines, Dues and Application Information

Leadshare Mission

Statement:

Increasing business through network referrals, while maintaining the highest standards of integrity, service & quality.

Guidelines, Dues and Application Information:

1. Applicants must be members of the **Culpeper County Chamber of Commerce** to become members of Culpeper Leadshare.
2. Members may represent only one business. A member may be a corporation, partnership, or an individual, and in business full-time.
3. Only one business representative of a profession can be accepted to avoid conflict over leads.
4. Members must be committed to learning about the businesses of other members, so that they will be able to confidently make referrals.
5. Members must attend regularly scheduled meetings or send a colleague who can represent the business to the group. A member is allowed a maximum of five absences during a membership year.
6. Members must be committed to generating at least two qualified leads per month.
7. Prospective members may attend two Leadshare meetings as a guest. (Chamber membership is not required for guests.)
8. Annual membership dues are \$50, payable upon acceptance as a member, along with an initial start-up fee of \$10. Please call the Chamber at 540-825-8628 for further information.

Are you interested in learning more about your Chamber associates and having them learn about the products and/or services you have to offer? A Leadshare group is the perfect networking opportunity and we now have three groups that meet here at the Depot.

Wednesday, 8 AM

Contact Pat Baisden at 825-8628

Thursday, 8 AM

Contact Michele White at 829-5281

Friday, 8 AM

Contact Chris Williams at 571-275-8785

Please feel free to contact one of the above if you are interested in joining a group.