

I Just Joined Midtown LeTip. Now What?

First of all, we're very happy to have you as part of our Midtown LeTip chapter. By becoming a member, you have agreed to follow the LeTip bylaws. We suggest you read them as soon as possible so you can fully enjoy the benefits membership has to offer. It is our goal as a chapter to drive business to YOU. We understand that our investment in you will reap rewards for us individually and as a whole. Your mentor is Marti Meyer. She is there to guide you and answer any questions you may have regarding your membership.

Every club has rules and regulations. Ours is no exception – except we try to have fun with everything. **Here are some things we expect from all our members:**

1. **Send out letters to 10 prospects who might benefit from LeTip within the first week of joining** (letter enclosed and on CD). Failure to do so will result in \$10 fine for each week you are delinquent. You may also choose to pass out “Free Breakfast” coupons as an incentive to attend meetings.
2. **You must attend the LeTip Network Training Seminar within the first 60 days of joining LeTip.** Topics covered include how to generate more TIPS for yourself and others, creating Power Partnerships, how to give a “killer 30 second commercial” and how to get the most out of your membership. NTS is usually held on the last Monday of each month. Your mentor will have the information for you.
3. **Pass 4 qualified TIPS per month.** A qualified business TIP means the other person is INTERESTED in the service and is EXPECTING a call from a LeTip Member. (See the sheet “How to Pass More TIPS – and Like it.”)
4. **No more than 2 unexcused and 3 total absences within a quarter.** You may have no more than 3 total absences within a quarter. If you miss 2 unexcused absences in a row, your membership will be terminated. An unexcused absence would be failure to call or email the Secretary, Jim Hunter, at 916 233-8181, consult4sight@aol.com, or the Vice President Jeff Wickliffe at 916 612-4897, jwick4896@hotmail.com Please contact Jim or if he is unavailable, Jeff, if you will be unable to attend a meeting.
5. **Sponsor at least one new member during your first year.** One of your new member requirements is to sponsor a new member within your first year with our group. This is vital to the success of our group because the more members we have the more business there is to go around. For ideas on how to invite guests, please ask your mentor chair or any of the board members.
6. **Participation in the group is the key to your success.** A list of open positions is included in the package. Please take some time to review. Your mentor will be contacting you shortly to discuss how you might like to contribute. Le Tip is not just a “flash in the pan” type organization. Our chapter has been going strong for over 15 years. We are interested in building longstanding, strong, trusting business relationships with each other. Those types of relationships take a bit of time to cultivate – please be patient. Although some new members may see an immediate influx of new business, more often than not, it usually takes some time to start seeing a return on your investment. After all, that is what your membership in Le Tip is, an investment in the future of your business. We're glad to have you in our group...welcome!