



www.mtbn.org

Visitor Information

Overview: We are a business and professional organization that promotes networking among business owners and business representatives in the local area. Belonging to Middle Tennessee Business Network (MTBN) is like having dozens of sales people working for you because all the other members carry several copies of your business cards around with them. When they meet someone new who could use your products or services they hand out your card and recommend your services. It's as simple as that!

It's simple because it's based on the proven concept of "what goes around comes around". If I help you, you'll help me and we will both benefit as a result. Would you like to increase your business by 20%, 30%, 50% or as much as 100%? You can see results like this! Many have. Some participants have added as many as 50 new clients in the first 2 years!!!*

Successful businesses depend on word-of-mouth. "Word-of-mouth" advertising is the best advertising there is. MTBN provides a structured and supportive system of giving and receiving business. It does so by providing an environment in which you will develop personal relationships with dozens of other qualified business professionals. By establishing this "formal" relationship with other people, you will have the opportunity to substantially increase your business.

EXAMPLES OF THE BENEFITS TO YOU:

1. Increased exposure to many other people and businesses.
2. Substantially increased business through referrals.
3. Tools to network more effectively: a name badge, a vinyl card holder to carry members' business cards, referral slips, marketing materials for the MTBN chapter and much, much more.
4. Participation in up to 50 networking meetings per year.
5. Quarterly reports as well as educational materials on networking, public speaking, and business.
6. Participation in business trade shows, whenever possible (where you'll have an opportunity to market your chapter and your business).
7. Guest speakers, coaches, and officials that expand your knowledge of the community as well as inform you of necessary business concerns.
8. And much, much more!!

Started in 2006, MTBN provides a positive, supportive, and structured environment for men and women to further their business through word-of-mouth marketing.

**** Networking requires commitment **** The most successful networking groups are comprised of participants who are sincerely committed to helping one another through

* Results may vary. Statistic based upon Business Network International (BNI) results. MTBN is not an official BNI group, but base the meetings on BNI meeting processes and procedures.

networking. They are a team. As a participant, you are responsible for complying with the policies and guidelines of the organization. A partial list of our policies is listed below:

POLICIES YOU SHOULD KNOW:

1. The weekly meetings last for 60 minutes. Members are expected to arrive on time and stay for the entire meeting.
2. Any professional specialty is permitted to join MTBN at the discretion of the leadership team (no part-time or seasonal businesses are allowed at this time).
3. All participants should represent their primary occupation, not a part-time or seasonal business.
4. Attendance is critical for YOUR success. If you cannot attend a meeting, please send a substitute who knows your business and can accept referrals. This will NOT count as an absence.
5. Participants are encouraged to bring bona-fide referrals and visitors to their chapter as much as possible, preferably each week.

ANNUAL MEMBERSHIP FEES: The registration fee of \$50 is payable in advance with a completed application. See the chapter Treasurer for a membership application form. If you apply to participate in our chapter your application will be reviewed by the chapter's membership committee, and you will be notified of the status before the next meeting. Checks can be made out to "MTBN".

NOTE: An application must be submitted with the registration fee. An application will not be accepted or considered without the registration fee.

Will Rogers once said; "you might be on the right track, but if you're just sitting there, you'll get run over!!!" You're on the right track because you've attended a business group that is dedicated to increasing your business through referrals.

"It's not NET-Sit or NET-EAT ...
it's NET-WORK!!!"

"If you help others get what they want,
then you can have everything you want ..."
- Zig Ziglar

MTBN Leadership Team:

Ernie Hobbs, Pres. (931) 588-1182
Tom Hambrock, Vice Pres. (931) 632-0345
Tammy Hatch, Treas. (931) 409-7575
Carl Webster, Sec. (931) 434-5577
"Deuce" Anderson, Membership (615) 995-1096

