The Power of Growing Our Networking Group





Each of us knows around 150 people that we can easily refer to our members.



TIER ONE Are people in this room

TIER TWO Are people outside this room



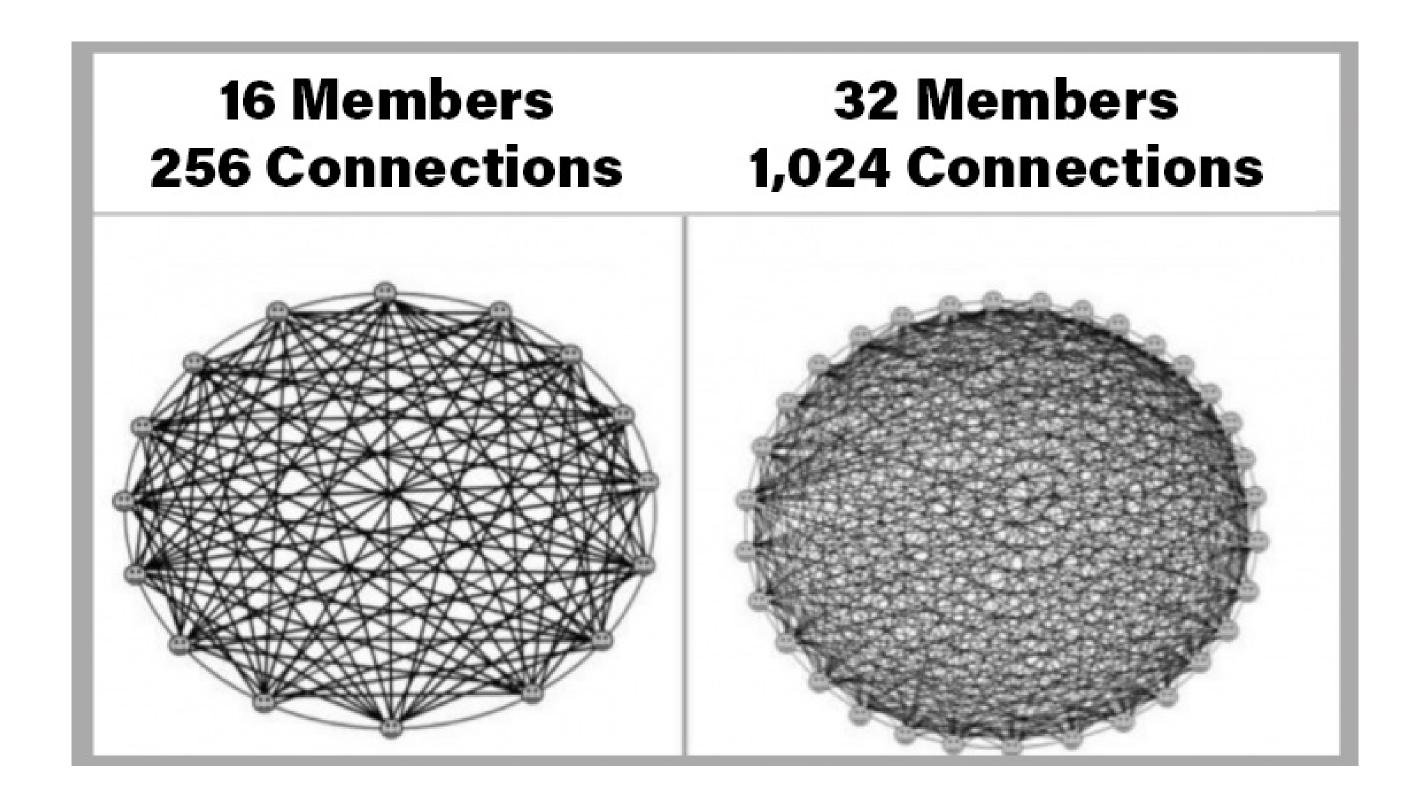
NUMBER OF TIER ONE CONNECTIONS

 $16 \times 16 = 256$

 $20 \times 20 = 400$

 $32 \times 32 = 1,024$







NUMBER OF TIER TWO INDIVIDUALS

 $16 \times 150 = 2,400$

 $20 \times 150 = 3,000$

 $32 \times 150 = 4,800$



NUMBER OF TIER TWO CONNECTIONS

and you QUADRUPLE THE CONNECTIONS



GROUPS UNDER 25 MEMBERS



Spend 80% of their time inviting and recruiting.

20% of their time building relationships & generating referrals.



Generate \$12,000 a year per member, on average.

For a group of 20 that's \$240,000 in closed business.



GROUPS OVER 25 MEMBERS



Spend 80% of their time building relationships & generating referrals.

20% of their time inviting and recruiting.



Generate \$34,000 a year per member, on average.

For a group of 25 that's \$850,000 in closed business.



For a group of 30 that's \$1,020,000 in closed business.

For a group of 40 that's \$1,360,000 in closed business.



That's 3x the number of REFERRALS



That's 3x the number of CLOSED BUSINESS



\$34,000 a year is only an AVERAGE. Imagine if that number is \$50,000 a year.



Contact Spheres

Events

Caterer
Event Planner
Florist
Jeweler
Photographer
Limousine Service

Real Estate & Finance

Attorney
CPA
Insurance
Investments
Mortgage
Realtor

Wellness

Chiropractor
Life Coach
Massage
Nutrition Products
Personal Trainer
Air/Water Purification

Property Services

Cleaning
Furniture Sales
Heating/Air Conditioning
Interior Design
Landscaping
Security Systems

Business Services

Business Coach
Cell Phones
Computers/Internet
Office Machines
Thank-You/Follow Up
Printing

Personal Services

Auto/Body Repair Errand/Delivery Media Transfer/Duplication Personal Chef Pet Sitter Travel Agent

Bigger Contact Spheres means referrals benefit more than one member.

SLIDELL NOON METWORKERS

Who is in your Contact Sphere? Who could be added to make your Contact Sphere better?

