



Agenda Suggested for Business Referral Chapters (75 to 90 Minutes)

Open Networking & Fellowship

From arrival to meeting's start

This is when members get to know each other in a casual informal setting. Temporary name badges are issued to visitors and members that forgot their badges. Also, meals are ordered at this time if the chapter meets at a restaurant.

Opening Prayer and NIC Introduction

Approximately 5 Minutes

Meetings should start promptly at the agreed-upon time. During this time, an opening prayer is offered, guests are welcomed and announcements are made. Announcements always include the way NIC membership is funded; any new NIC services or policies and items of special interest to the chapter.

Emphasis on Referrals, Member Introductions & Business Commercials

Approx 10 - 20 Minutes

Everyone is asked to hold up a Referral Blessing Form and think about whom they can refer business to while listening to the individual commercials. Forms have been stacked with easy access at various locations on the tables. Every member and guest is then given approximately one minute to introduce themselves and talk briefly about their business. As the chapter grows to a maximum of 40 members, commercial time allowed will diminish to approximately 30 seconds.

Five Minute Business Tip Of The Week or Member Business Presentation

Approx 5 Minutes

One month in advance, members are assigned the opportunity to present a five minute business tip. Anything that helps us to be more Christ-like helps us to be better business people, especially if it is a scripturally based teaching. Some chapters may elect to use this time for a five minute member business presentation.

Business Presentation and Open Networking

Approximately 20 Minutes

At this time a member or guest is given the opportunity to give a 10-minute detailed business presentation about their business. Presentations should be scheduled one month in advance. The presentation is followed by 10 minutes of open networking where **all members and guests are encouraged to get up from where they are sitting and approach the person or persons they feel the Lord has directed them to speak with. The steps of the righteous are ordered of the Lord. (Psalms 37:2)** The top copies of newly completed referral blessing forms are passed between members at this time.

Member "Kudos" and Passing The Referral Basket

Approximately 20 Minutes

Bonding **occurs during the time of passing the referral basket.** Members and guests receive encouragement regarding the benefits of NIC participation as we talk about how we have been blessed by interaction with other members. All sharing is voluntary. As the basket is passed, members place one copy of the 3 part NIC Referral Blessing form into the basket and talk about the referral they previously passed or are passing at that time. One copy of the Referral Blessing Form will have previously been given to the member for whom they have the referral and they will have retained one copy for themselves. Most referrals celebrated will have been passed by phone and email during the previous week; others will have come to mind while listening to member commercials.

PRAISE REPORTS

Approximately 5 Minutes

This is a time when members and guests are encouraged to publically praise the Lord for blessings received.

Prayer Requests and Closing Prayer

Approximately 5 Minutes

Prayer requests not previously expressed through group email. Those desiring more time for open networking may extend their time commitment by arriving 15 minutes before the opening prayer and leaving 15 minutes after the closing prayer.