

# **AmSpirit**

## **BUSINESS CONNECTIONS**

### **WHEN YOU HAVE THE BUCKET ...**

At the end of each Chapter meeting, when you have the bucket, it is your opportunity **as well as responsibility** to stand and **do two (2) things**:

- (1) **MAKE A REQUEST**: After you quickly state your name, who you work for and what you do, clearly articulate to the Chapter ...

**“A GOOD REFERRAL FOR ME IS ...”**

In so doing, it is important to remember to:

- Be as specific as possible, avoiding the terms anyone or anybody – this will empower fellow members to recognize opportunities;
- Make your request memorable and impactful – this will ensure that your message is on the minds of members beyond the end of the meeting; and
- Vary the content of your message from week to week – this will expose fellow members to various aspects of your product or service.

**AND**

- (2) **MAKE A CONTRIBUTION**: Clearly indicate to the Chapter ...

**“THIS WEEK MY CONTRIBUTION TO THE CHAPTER IS THAT I ...”**

This should be completed with **at least one (1) of the following items** that serve to benefit the Chapter or the membership:

- Have a referral (or referrals) for [member name(s)];
- Would like to thank [member name] for [deed or accomplishment];
- Would like to provide a testimonial for [member name] who [indicate circumstances];
- Brought [visitor’s name] as a guest to this Chapter; or,
- Introduced [member name] to [another individual].