

A “Successful Member” Mindset

Overview:

Becoming a successful member starts with our attitude towards your fellow members.

Discussion:

Our members, including us, joined this organization for one simple reason: to advance themselves by obtaining referrals. For virtually all members, this occurs. It, however, does not occur simply because we wanted it to. It happens if (and only if) we genuinely surrender ourselves to the notion that for us to get referrals we have to, at least, be willing to reciprocate.

With this in mind, here are three questions every good (or aspiring good) member needs to, not only ask, but answer in the affirmative:

- 1) Am I willing to “go the extra mile” for fellow members to get them a referral?
- 2) Am I willing to recommend the goods or services of those I sit with on a weekly basis?
- 3) Am I willing to personally rely upon those things that others in my Chapter provide?

If we cannot answer each and every one of these questions with a resounding “yes,” then we need to seriously ask ourselves one more question:

‘How can I expect those same people to use, recommend or “go the extra mile” for me if I am not willing to do it for them?’

In short, is there something so special about us that would warrant others to do things for us that we are not willing to do for them? Chances are, the answer to this is a resounding “no.” And if this is the case, it only begs the question, “What are you doing in AmSpirit Business Connections”?

This does not advocate in any way that any member leave the organization. It does advocate that everyone carefully reflect upon his or her expectations with respect to what we hope to get from AmSpirit Business Connections and what we are willing to do to get it.