



August 2015

YOUR Membership MATTERS

Referral Marketing Tip

Don't be afraid to ask for referrals. People want to give them to you, they often just don't know how or if you need them

Your happy customers and satisfied clients want to give you referrals! They want to help their friends and contacts who are struggling to find the same success they have ... but sometimes they may think you don't need their referrals or they aren't sure how to refer people to you, or they aren't sure who would be best to refer to you. Help them out by making the ask!

Reach out to a member, share with them your ideal client profile, and ask them if they know anyone who fits that description and who would benefit from working with you.



UPCOMING MEETING

August 6th
Forest Oaks
Country Club

6pm
Networking

6:15
Dinner

6:45
Member Update

7:00
Guest speaker:
Jon Hardister
Representative
NC House

RSVP: Amy
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"Profit in business comes from repeat customers, customers that boast about your project or service, and that bring their friends with them."

W. Edwards Deming



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Our Membership Director, Joanne Galo will be happy to help you follow-up with your membership prospects.

Contact: joanne.galo@firstcitizens.com
336-412-4148

Please remember to bring your business cards, special offers... for the prospective membership kits!



Presidents Message

Greetings!

NC Ranked #1 in Site Selection magazine 2015. It claims that North Carolina has the work-force, infrastructure and other assets required by enterprises competing to win! To read the full report go to www.secba.org



or like the groups Facebook page:

www.facebook.com/SoutheastBusinessAssociation

This is the month when people start to mention how hot the summer has been. Remind them about the ice storm and suddenly the temp is just right!

I look forward to seeing you at the August 6th meeting @Forest Oaks Country Club.

Grateful!

Marty