



# Candidate Backgrounder

Please return completed backgrounder to the **membership committee** for review.

**Do not mail.** A prospective member may attend three meetings as a visitor and must have a member sponsor their request for membership. We encourage prospective members to meet, one-on-one, with at least three members before submitting this form. Payment will only be required once you have accepted our invitation for membership.

Candidate's Name: \_\_\_\_\_ Today's Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Fax Number: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Personal Membership: ( ) \_\_\_\_\_ Invited by: \_\_\_\_\_

Describe Your Product or Service (be specific): \_\_\_\_\_

PBC use only: member 1-on-1: (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_ (d) \_\_\_\_\_

## Please answer all questions

1) Are you able and willing to make the commitment to arrive at our weekly meetings on time (7am) and stay through the 90 minutes and abide by the PBC Policies, guidelines and code of ethics? \_\_\_\_\_

2) Is there a colleague or individual in your company who would be willing to attend meetings on your behalf should you be unable to attend? \_\_\_\_\_

3) Are you able to and willing to give referrals? \_\_\_\_\_

4) What percentage of your business over the last year has been generated by referrals? \_\_\_\_\_

5) What percentage of your existing clients would you be willing to refer to appropriate members? \_\_\_\_\_

6) Have you ever been in a professional networking group before? Are you currently in another networking group? \_\_\_\_\_

If so, which one(s) and how long? \_\_\_\_\_

If not, why are you seeking one now? \_\_\_\_\_

7) Have you ever been in an INDUSTRY SPECIFIC networking group before? Are you currently in one? \_\_\_\_\_

If so, which one(s) and how long? \_\_\_\_\_

8) Have you ever been in a community organization before? \_\_\_\_\_

If so, which one(s) and how long? \_\_\_\_\_

REFERENCE (customer): Name: \_\_\_\_\_ Position: \_\_\_\_\_

Business: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

REFERENCE (customer): Name: \_\_\_\_\_ Position: \_\_\_\_\_

Business: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

You must attach a bio or resume.

Everything I have written is honest and accurate. Applicant's Signature: \_\_\_\_\_

*Please request a copy of the PBC policies, guidelines and code of ethics.  
Upon acceptance to Peachtree Business Connections, fees are non-refundable without exception.*



## **PBC Candidate Membership Regulations**

### **General:**

- Membership seat is held by the member not the company. We do not want to be at the mercy of a sales manager giving us the dog to replace the star. ;)
- Each member holds ONE SEAT. Overlaps are dealt with BEFORE an invitation is extended. (If a member moves from one company to another and that company is in conflict with another existing member, member changing companies will have to withdraw.)

### **Required:**

#### *Intangible*

- Sees professional networking as a valuable part of their success

#### *Tangible*

- Been in their industry for more than 1 year
- Prospects position with the company has them regularly in front of both existing customers/clients and new prospects on a weekly (if not daily) business
- For B2B: Regular interaction with senior-level decision-makers at the VP to C-Suite level
- For B2C: Regular interaction with higher-end demographic / higher-ticket sale
- Prospect is prepared to commit in writing to regular and full-meeting attendance and to help grow the group via guests and prospective members

### **Preferable:**

#### *Intangible*

- Professional networking is already a key element of both their personal and business growth strategy

#### *Tangible*

- Been in their industry for more than 3 years
- Been in sales and/or business development or been responsible for sales and/or business development for more than 5 years
- Multi-year track record of involvement in a professional networking group (general or industry specific)

### **Big Bonus:**

- Entrepreneur / Owner / Partner
- Professional / Industry recognition
- Not restricted to a territory



## **Peachtree Business Connections (PBC) Membership Policies and Guidelines**

### **Membership**

To apply for membership in the PBC, a potential new member is required to:

- a) Complete a background questionnaire/application
- b) Complete three meetings with three different current PBC members
- c) Be sponsored by at least one of the members from (b) above and
- d) Pay all dues and fees required at the time

### **Dues and Fees**

- To remain a member in good standing, all annual membership dues and fees are to be paid promptly when due.
- Refunds will not be made should a member resign from the group after paying the required annual dues. (The officers of PBC, with a majority vote, may overturn this policy on a case-by case basis should unusual circumstances deem it prudent.)
- Neither fees nor dues may be increased without an approving majority vote by all members in good standing.

### **Attendance**

- Members are requested to limit absences to no more than 3 per 6 month period, starting Oct 1<sup>st</sup> – March 31<sup>st</sup> and April 1<sup>st</sup> – Sept 30<sup>th</sup>.
- Members who provide a substitute for those meetings that they can not attend will not have an absence noted.
- A list of substitutes is maintained by the vice president and any member can provide their own substitute. (The annual measurement date begins January 1<sup>st</sup> and ends December 31<sup>st</sup>)

### **Responsibilities & Protocols**

- PBC is a professional relationship and referral organization. With that, all members are expected to conduct themselves in a professional manner.
- Should PBC members find themselves in a professional disagreement with another member over a referral or other business issue arising from the membership, it is their responsibility to:
  - a) Work with each other to find a resolution
  - b) Seek the input of a PBC officer if they are unable to find a resolution together

### **Personal Information**

- Personal information shared via the membership application, etc. is for the groups use only and will not be made available for any other purpose without the prior consent of the members.