



SECRETARIES CORNER

October 2026

Resources, updates, and talking points
for chapter meetings

OVERVIEW

Secretaries Corner is your monthly guide to meeting topics, announcements, and resources that can be shared with your chapter throughout the month. Organized by week, it provides talking points and updates to help keep members informed and engaged.

Whether you're sharing important dates, highlighting Power Partners, discussing educational topics, or introducing member resources, Secretaries Corner gives you content that's ready to use and easy to incorporate into your meetings.



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Each month of Secretaries Corner is organized into four weekly segments:



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Announcements,
important dates,
and Zoom calls



WEEK 2

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and Category of
the Month



WEEK 3

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Topic



WEEK 4

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Communicare
Feature

WEEK 1

ANNOUNCEMENTS & IMPORTANT DATES

DATE	EVENT
October 9, 30	Network Training Seminar (NTS) – 9:00 AM PT
October 12	Network Training Seminar (NTS) – 3:45 PM PT
October 12	Indigenous Peoples' Day
October 31	Halloween

IMPORTANT ANNOUNCEMENTS

2026 Award Nominations Are Open!

Know a member who deserves to be recognized? 2026 LeTip Award nominations are now open. [Submit your nominations](#) and help recognize the members who stood out this year.

Save the Date: LeTip Convention 2027

Tickets are on sale now! Join us in Atlantic City, NJ, April 29–May 1, 2027. Early Bird pricing has been extended through December 1, so now is a great time to reserve your spot. Register at: convention.letip.com

New Member Support Options

We're streamlining the way members connect with Corporate for support. membership@letip.com is now the central email for member assistance.

Members can also use the **Member Support Form** included in the weekly email each week. Simply complete the form with your question or request, and our team will get you the help you need as quickly as possible.

WEEK 2

POWER PARTNERS & CATEGORY OF THE MONTH

POWER PARTNERS

Power Partners are members whose businesses naturally work well together, creating opportunities to share referrals and support one another's growth. The best Power Partner relationships are a two-way street, with both members looking for ways to help each other succeed.

Take a moment to consider: who in your chapter could be a strong Power Partner for your business, and how can you support theirs?

CATEGORY OF THE MONTH: PHOTOGRAPHY

This month, we're highlighting the Photographer category. From professional headshots and branding photos to family portraits, special events, and milestone celebrations, photographers help individuals and businesses capture the images they need for both personal and professional use.

Fall is an especially busy time for photography, with families preparing for the holidays and businesses updating their marketing materials, websites, and professional images.

This category naturally aligns with several Power Partners, creating opportunities to build referral relationships and introduce prospective members to LeTip.

Have an Open Seat? If your chapter doesn't have a Photographer, make it a goal to bring one as a guest this month!



You can earn sponsor credit by sending guests to **any** chapter across the organization.

Consider inviting professionals in the **Photography** category—or their **Power Partners**—to visit a chapter.



Digital Marketing

Business Coach

Interior Designer

Hair Stylist

Real Estate Agent

WEEK 3

EDUCATIONAL TOPIC:

AFTER THE GUEST VISIT: WHAT COMES NEXT?

A guest took the time to visit your chapter. What happens after the meeting can be just as important as what happened during it.

A good follow-up isn't about giving them another membership pitch. It's about showing them the kind of relationships they can build through LeTip.

Make it Personal

Skip the generic "It was nice meeting you" when you can. Mention something from your conversation—their business, a challenge they're working through, or someone they wanted to meet. A personal message shows that you were listening.

Follow Through

Did you offer to make an introduction, send a resource, or connect them with someone? Do it within the next day or two. This gives the guest an opportunity to experience the value of a referral relationship firsthand.

Give Them a Reason to Come Back

If there's someone in the chapter they should meet, tell them. If a member in a strong Power Partner category was absent, mention it. Give them a specific reason another visit could be valuable.

Don't Overdo the Membership Pitch

A guest doesn't need the same "Are you going to join?" message from several members. Let the appropriate chapter leadership handle the formal membership follow-up. Members can focus on continuing the conversations and connections they started at the meeting.

Remember: Not Yet Doesn't Mean Never

A guest may enjoy the meeting and still not be ready to join. Keep the relationship open. They may become a member later—or remain a valuable business connection in the meantime.

Continue the Conversation

Your follow-up doesn't have to be a membership pitch.

Pick up where your conversation at the meeting left off and look for an opportunity to strengthen the connection.

WEEK 4

LETIP COMMUNICARE FEATURE

Communicare and the LeTip Blog highlight member stories, business insights, networking tips, and chapter successes from throughout the organization.

They provide an opportunity to learn from fellow members, stay connected, and discover ideas that can help strengthen your business and chapter.

Encourage members to read the latest feature and share a takeaway with the chapter.

FEATURE *PREVIEW*

5-minute read

Topic

Better Speaker Presentation

Why read it?

Make your next presentation clearer, more engaging, and easier to remember.

Think About It

Do members know exactly what to listen and look for on your behalf?



READ MORE



letip.com/category/blogs

GETTING THE MOST FROM SECRETARIES CORNER

Secretaries Corner is designed to support your weekly meetings by providing discussion topics, educational content, important updates, and opportunities to strengthen member engagement. Each section can be shared throughout the month to help keep meetings informative, relevant, and valuable for your members.

Use Secretaries Corner in the way that works best for your chapter. Whether you share a little each week or incorporate multiple topics into your meetings, the goal is to encourage meaningful conversations, strengthen relationships, and help members get more value from their LeTip experience.



WE VALUE YOUR FEEDBACK

Do you have suggestions or ideas for Secretaries Corner? We're always looking to improve and provide content that best supports you and your chapter.

We welcome your input. Please contact us at 800.255.3847.

Thank you for being part of the LeTip community.

Looking for a discussion topic?

Past editions of Secretaries Corner are available in the [Document Library](#) and can be revisited whenever your chapter could benefit from a particular topic or resource.

