



Confirmation of Reservation

What is this? It is an aid to help you invite guests to your meeting and make sure they are attending.

Each member finds a power partner that they need to help grow their own business. Once that person is identified, the member finds five to ten prospects in the same category. They can be found in many places. Yelp is a great place to start. Look up the category and find five to ten who are rated with a four star or above. When identifying them the member gathers the information to be able to reach out to them. Look for their phone number, email address and name of the business owner or decision maker. You may have to call the company to identify the individual you are looking for.

Now create an email letter that can be sent to each prospect identified. (We have a sample letter to help you.) The member sends out emails to five or ten prospects all in the same category. Once they are sent, the member has two additional members as a back up in the chapter to help get these people to the meeting.

How does this work?

The first member helping to get the guest to the meeting picks up the phone and simply says something like this; "Hi, I heard (*name*) invited you to our meeting next week. I am so excited to meet you and find out more about your business! See you at our meeting." This helps the prospect understand we are serious about having them at our meeting and wanting to meet them.

The second member sends them an email basically saying the same thing and encourages them to meet him/her at the meeting that week.

Remember...this is confirming your guests are coming to the meeting by three people instead of just one. You must have this same touch AFTER the meeting as well.

They have now had three touches from three different members in the chapter. Unless they tell you they are not coming period, you will find your chapter is having two to three guests each week or every time this takes place. I have seen chapters double in size in four weeks or more.

How many of you would like to have another personal power partner in your chapter to help grow YOUR business?

This works. Why not try it!