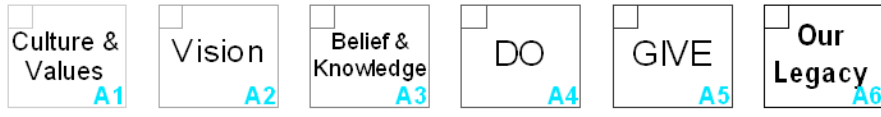


ROLES for Team Members

To create an event that achieves the stated goals for each team member there needs to be a committed team and each team member must understand and fulfill their role. To successfully accomplish this there must be an understanding of the responsibilities for each of the roles within the team.

There is a Natural Law called "3 Deep" which is creating the depth of three deep within each role. This provides for freedom and strength for the entire team. The core team member responsible for a specific role is expected to develop three other people who attend on a regular basis which can fulfill the required role if a need arises.



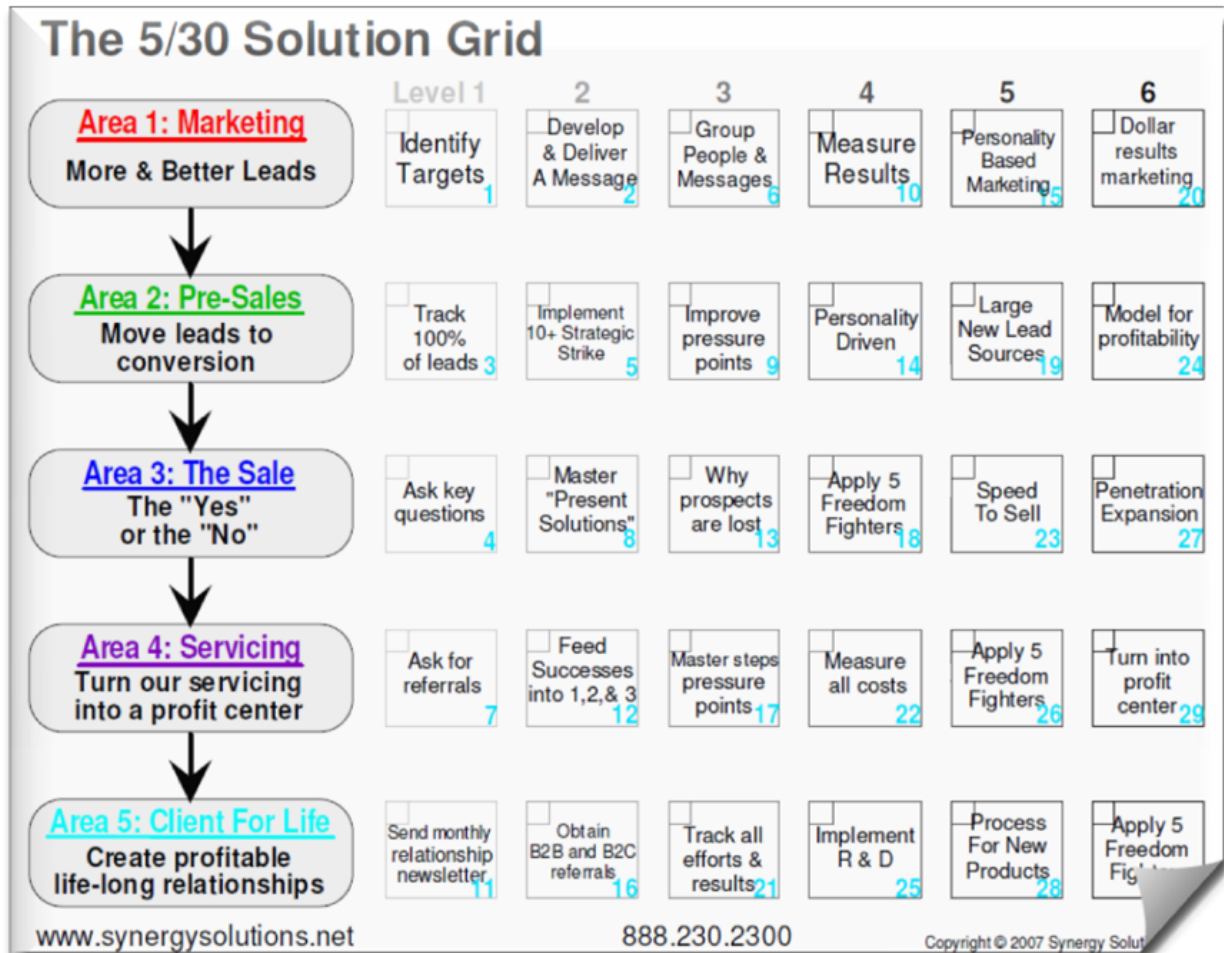
Core Members

Monthly Operations

Each leader is responsible for helping the group as a whole as well as each member of the group to achieve group and individual goals.

Area 1a: Marketing - Database - Responsible to determine the quantity and quality of the size of network / database needed to achieve specific own specific goals. _____ (5)

Area 1b: Marketing - Develop & Deliver A Message - Responsible for determining the best type of branding, marketing, messaging is needed to achieve specific goals. _____ (6)



Partnership Committee - Team of individuals who work to connect everyone in the network with one another locally and around the world. _____ (13) _____ (14)

Leadership

Chapter Founders - Individuals who founded the chapter and are committed to do everything possible to have a successful chapter.

Core Members - These are the individuals who participate in running the events on a monthly basis. Core members elect the "C" / Executive Level individual initially and then normally one new CMO a year. Normally the CMO becomes the COO and then the COO becomes the CEO so there is a three year consistency in leadership.

CEO - Chief Executive Officer - Responsible for setting the long term vision and specific plan for the next 12 months. _____ (1)

COO - Chief Operating Officer - Responsible for executing the plan for the year set by the CEO. _____ (2)

CMO - Chief Marketing Officer - Responsible for attracting the quantity and quality of members needed to achieve the overall vision for the group. _____ (3)

Treasurer - Individual will oversee any financial responsibilities of the chapter and working the plan to generate the funding for community based organizations and assisting each member to achieve their own financial goals through participation. One year term. _____ (4)

Area 2: Pre-Sales - Determining once someone raises their hands how to best help that individual achieve their goals in the shortest amount of time. _____ (7)

Area 3: The Sale - Responsible to obtaining the "Yes" and moving forward to a solution. _____ (8)

Area 4a: Servicing - Point Of Entry - Responsible to understand what the individual is really looking to accomplish and helping them build the plan as to how to best do that and what specific actions they will need to take to accomplish this. _____ (9)

Area 4b: Servicing - Overall Experience - Responsible for the overall experience of the individual once they are "in the system." _____ (10)

Area 4c: Servicing - Expansion - Responsible to assist each team member attract as many people within their network to get involved and gain benefit as a result of that involvement. _____ (11)

Area 5: Client For Life - Responsible to understand why someone dropped out of the group and to continue to assist that person to achieve their personal and professional goals for a lifetime. _____ (12)

