



# MELBOURNE regional CHAMBER

## REFERRAL GROUPS

- ◆ PERSONALIZED NETWORKING ◆
- ◆ LEAD / REFERRAL GENERATION ◆
- ◆ NO DUPLICATE OR COMPETITIVE BUSINESSES IN ANY GROUP ◆
- ◆ OPEN TO CHAMBER MEMBERS ONLY ◆

### \$30 ANNUAL REFERRAL GROUP INVESTMENT

**HOW TO SELECT A REFERRAL GROUP:** Identify a group that meets at a time and location that works for you then contact the Group President listed as the contact for that group to determine if there is an opening available for your business classification. Once you find a group, complete the application on the back of this form and submit it along with payment to the Chamber. If you want to later change to another Referral Group, and a position is available with no other conflicting businesses in the group, follow the same process to move to a different Referral Group.

#### BEACH REFERRAL GROUP

*Contact:* Sue Tillman, Group President  
*Phone:* 321-544-5142  
*E-mail:* [sue@suetillman.com](mailto:sue@suetillman.com)  
*Meet:* 2<sup>nd</sup> & 4<sup>th</sup> Thursdays  
*Time:* 7:45 AM  
*Location:* Melbourne Regional Chamber  
1005 E. Strawbridge Ave., Melbourne

#### VIERA LEADS

*Contact:* Brian Spatola, Group President  
*Phone:* 321-728-1196  
*Meet:* 1<sup>st</sup> & 3<sup>rd</sup> Wednesdays  
*Time:* 8:30 AM  
*Location:* Stewart Law, 7341 Office Park Place  
Suite202, Viera, FL 32940

#### ELITE REFERRAL NETWORK

*Contact:* Rosita Cotton, Group President  
*Phone:* 321-349-6431 or 321-735-4994  
*Meet:* 2<sup>nd</sup> & 4<sup>th</sup> Wednesdays  
*Time:* 12:00 PM  
*Location:* Melbourne Regional Chamber  
1005 E. Strawbridge Ave., Melbourne

#### LEADS R' US

*Contact:* Diana Figueroa, Group President  
*Phone:* 321-259-3100  
*Meet:* 2<sup>nd</sup> & 4<sup>th</sup> Tuesdays  
*Time:* 8:30 AM  
*Location:* Melbourne Regional Chamber  
1005 E. Strawbridge Ave., Melbourne

#### ALL BREVARD LEADS REFERRAL GROUP

*Contact:* Matt Dopira, Group President  
*Phone:* 321-242-4006  
*Meet:* 2<sup>nd</sup> & 4<sup>th</sup> Wednesdays *Time:* 8:30 AM  
*Location:* 2<sup>nd</sup> Wednesday at Matt Dopira's Office- Merrill Lynch, Pierce, Fenner & Smith Inc., 6525 3<sup>rd</sup> St., Suite 505, Rockledge, 32955. 4<sup>th</sup> Wednesday at Melbourne Regional Chamber, 1005 E. Strawbridge Ave., Melbourne  
Melbourne Regional Chamber, 1005 E. Strawbridge Ave., Melbourne

**OVER**

# CHAMBER REFERRAL GROUP - GUIDELINES & APPLICATION

## REFERRAL GROUP GUIDELINES

The purpose of Chamber Referral Group is to offer networking opportunities to non-competing Chamber member businesses through the reciprocal exchange of sales referrals or leads.

1. Participants must be active members of the Melbourne Regional Chamber. If a Member drops out of the Chamber, the Member's Referral Group membership is automatically terminated and Referral Group participation must be discontinued.
2. To join a Chamber Referral Group, the Member must first complete and submit this Referral Group Application along with an annual group dues payment of \$30.00. If after applying, there are no openings for your business category in any of the four groups, your \$30 application fee will be refunded, otherwise, dues are non-refundable. Members will be invoiced for annual renewal.
3. A Member missing 3 consecutive unexcused meetings, or four meetings in a quarter, may be required by the group president to give up membership in that group. If a Member is unable to attend a meeting, it is their responsibility to inform the group president or another group member ahead of time in order to avoid an unexcused absence.
4. Membership in a Chamber Referral Group is limited to one organization in any given business classification. A Chamber Member can only belong to one Chamber Referral Group at a time.
5. Referral Group meetings are to take place at Chamber or a Member business locations only.

## REFERRAL GROUP APPLICATION

*Please Sign Me Up for the Following Group*

- BEACH REFERRAL GROUP    VIERA LEADS    LEADS R' US  
 ELITE REFERRAL NETWORK    ALL BREVARD LEADS REFERRAL GROUP

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

Organization Name: \_\_\_\_\_

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

## METHOD OF PAYMENT

- \$30 Check Enclosed    Credit Card (have chamber Staff call for card info)

**Return completed form by faxing to (321) 725-2093 or  
Email to: [Membership@MelbourneRegionalChamber.com](mailto:Membership@MelbourneRegionalChamber.com)**

**Questions? Call (321) 724-5400**

### Administration:

- Trustee Allocation;  
 Invoice & Post Paid;  
 Schedule Recurring Non-Dues Invoice;  
 Add to Projects/Committees

**OVER**

Accounting Initials: \_\_\_\_\_

Committee Liaison Reviewed: \_\_\_\_\_

Rev.5/8/2019