

### REFERRAL GROUP BENEFITS

- Personalized networking
- Lead / referral generation
- No duplicate or competitive business in any group
- Open to chamber partners only

**\$45 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 to determine if there is an opening available for your business classification. Once you find a group, email [partnership@melbourneregionalchamber.com](mailto:partnership@melbourneregionalchamber.com) or call the MRC at (321) 724-5400. 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.

## Chamber Referral Group - Guidelines

### REFERRAL GROUP GUIDELINES

**The purpose of chamber referral group is to offer networking opportunities to non-competing chamber partner businesses through the reciprocal exchange of sales referrals or leads.**

1. Participants must be active partners of the Melbourne Regional Chamber. If a partner drops out of the chamber, the partner's referral group partnership is automatically terminated and referral group participation must be discontinued.
2. To join a chamber referral group, the partner must first complete and submit this referral group application along with an annual group dues payment of \$45. If after applying, there are no openings for your business category in any of the four groups, your \$45 application fee will be refunded; otherwise, dues are non-refundable. Partners will be invoiced for annual renewal.
3. A partner missing three 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 partner 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. Partnership in a chamber referral group is limited to one organization in any given business classification. A chamber partner can only belong to one chamber referral group at a time.
5. Referral group meetings are to take place virtually or at chamber or partner's business locations only.