Together We Build Business

Policies and Procedures

Purpose: Together We Build Business (TWB²) is a program of the Troy Area Chamber of Commerce, whose objective is to help businesses grow through bi-weekly networking meetings. The purpose of the program will be to generate new business through quality leads and referrals. This will be accomplished by strong commitment, communication, and friendship.

Membership

The TWB² group shall consist of no more than twenty-five (25) active members. These members shall be of business and/or organizations that do not directly compete. In order to be eligible for the TWB² group, one must meet the following:

- Be employed by a business or organization
- The business or organization must be a member in good standing of the Troy Area Chamber of Commerce (TACC) OR
- Non-Chamber members may participate by paying a fee for 90 days. After the 90 days, membership in the TACC is required.
- Not present direct competition to an already existing member of the TWB² group.
- Refrain from discussing other products/services that another member may represent in the group
- Have regular attendance at meetings

Obligation

- All members are expected to provide valid business leads/referrals on a regular basis. There will be no set quota, but the member will be expected to actively participate on a continuing basis.
- All members are expected to be in attendance regularly for all bi-weekly meetings. If a member has more than two (2) consecutive unexcused absences (failure to notify group member or Chamber staff), their status shall be called before the group for a vote on removal.
- More than five (5) absences by a member or alternative representative (excused or unexcused) in a calendar year will be cause for the member to have their status called before the group for a vote on removal.
- The Executive Director of the TACC will review any request for a leave of absence. A leave of absence will ensure the member that the group will not allow a competitor to join during the leave.
• Members are expected to participate in a “presentation” about themselves and their business in order to help other members learn about their company.
• Members are expected to pay any associated group fees in a timely manner.

Selection of Members

• An application of membership shall be submitted to the office of the Troy Area Chamber of Commerce. The TACC, before acceptance into a TWB² group, will review the information provided by the applicant to ensure no competition exists and that the applicant is in good standing with the Chamber. Non-Chamber members will be asked to pay the 90 day fee prior to participation in a TWB² group.
• All applicants are asked to attend one meeting before acceptance into the TWB² group.
• The applicant may be denied membership based on eligibility requirements. If competition exists (group has final approval), the applicant may be offered the chance to join other possible related groups.
• Once the applicant has been approved, the applicant will become an official member upon notification by the TACC office.
• If a member has been removed from a TWB² group, he or she will be asked to wait at least one quarter before joining another similar group.

Meeting

• Regular breakfast/lunch meetings of the TWB² groups shall take place on the day determined by the group and the TACC. The Chamber office must be notified in advance of any changes to meeting time or location.
• Meetings will be conducted with any number of TWB² group members in attendance.
• Guests will be allowed to attend two (2) TWB² group meetings.
• All guests will be asked to make a presentation as to why they are interested in the TWB² group.

Fees and Dues

• The TWB² groups are a free membership benefit to any TACC member in good standing.
• TWB² groups may impose a small meeting fee to cover the costs of providing outside beverages and food. The fee shall not exceed five dollars ($5) per meeting and the group must notify the Chamber office before charging its members.
• It will be the responsibility of the member to pay for his or her own breakfast or lunch.
• Guest will also be responsible for their own breakfast or lunch unless the individual who invited them will pick up their cost.