



BforB

Referrals that turn into business

BforB

Membership Application Form

1. Member Business Details

Name:

Business Name:

Postal Address:

Postcode:

Tel No: Mobile No:

Email:

Website Address:

Which business category do you wish to represent within the club?

How did you hear about BforB?

Personal Invitation Facebook LinkedIn Meetup Twitter

Networking Event Web Search Email Magazine Expo

Other (Please state)

Who introduced you?

If you are not able to attend a meeting who will attend on your behalf?

Name:

Business Name:

Tel No:

Email Address:

2. Applicant's Declaration of Membership

- a) I understand (and agree) that as a member of BforB photos are taken and used for marketing and promotional purposes including social media and that my image may be used, unless I have specifically agreed in writing with BforB that this is not the case.
- b) I will conduct all my business dealings with integrity, commitment and honesty.
- c) I will follow-up every referral that I receive and will document each referral, recommendation or introduction through the BforB referrals process.
- d) I will allow BforB and its members to distribute my business card and/or business details for the purpose of promoting my business.
- e) I agree with the membership terms at the back of this form and acknowledge that my membership is for a full calendar year.
- f) I acknowledge that the BforB Referral Academy is an online resource and training centre which I have access to and should use to maximise my results from my BforB membership.

Applicant's Signature Date:

Regional Director Date:

Business Category

3. Membership Payment Options (Membership Calendar Year)

Club Name:

Joining Fee \$99 – A one off joining fee, includes your membership kit

If requesting a "pre-launch" membership please tick

Annual Membership (Select your Payment Option):

\$1199 - Pay quarterly in 4 instalments of \$299.75
If you decide to cancel your membership during the year the balance of the year becomes payable at that point.

\$999 - Pay annually and save \$200

Fortnightly meeting fee, which includes a meal.

All joining, memberships and meeting fees are paid by BforB's Direct Debit system. I authorise BforB to charge my joining fee, membership fee and meeting fees to my card as follows:

The card I used to pay when I came as a guest for the above fees OR

I need to provide a different card (this includes if someone else paid for your invitation as a guest)

This approval remains in place while my membership is current. I acknowledge that I can change or update my card through my membership login.

Signature Date

Once your application is accepted, fees are non-refundable

Do you have any special dietary requirements?

Vegetarian Gluten Free Dairy Free

Other

4. Your KPIs

I understand that BforB has KPIs for each member of the group to achieve, each year of their membership, which maximises the results for our members. These are:

- 100% attendance - with up to 15% by representation in each year
- Minimum 1 One to One meeting with each group member in each year
- Minimum 6 genuine referrals beyond the club in each year
- Minimum 4 different guests in each year

Signature

Official Use only (comments)

Executive Team approval initial

Exec Team approved Membership Certificate

BMS updated Membership Kit

Name badge Ordered Received Payment completed

Website live



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Terms and Conditions for Membership

Please note, the Terms and Conditions are available electronically on your BforB member login to BforB's Business Management System (the BMS) and will be updated from time to time to the latest version.

1. Summary:

BforB meetings are held on a bi-weekly basis. Your attendance at each meeting is vital to develop more business for you and for your colleagues in your club.

BforB reserves the right to change, alter and vary these terms and conditions from time to time.

2. Membership Fees and Payments

You are required to pay a yearly membership fee which entitles you to be a Member of a BforB club. Fee options include:

- \$1199 – Paid quarterly in 4 installments of \$299.75.
If you decide to cancel your membership during the year the balance of the year becomes payable at that point.
- \$999 – Pay annually and save \$200

There is a one off joining fee of \$99 which includes your membership kit

The fortnightly meeting costs for your meeting including a meal are paid fortnightly.

All fees are automated and paid through BforB's automated payment supplier.

Cleared funds must be received within 5 days unless agreed otherwise with the BforB representative. Payments not made within the 5 day period will incur a debt recovery fee. Upon acceptance of your membership of BforB the yearly membership fee is non-refundable. Membership Fees are paid for BforB Australia Pty Ltd, PO Box 3187, Robina Town Centre, QLD 4230.

3. The Club Rules

The success of the club is based on regular attendance of members, mutual Understanding and the vigour provided by guests invited to meetings. Upon Your Anticipated nonattendance at a club you are asked to:

- 3.1 As soon as reasonably practicable before the meeting inform a member of the Executive Team of your inability to attend.
- 3.2 If possible arrange for someone to represent you at the meeting. Representatives can be business colleagues, business or personal Contacts, or a BforB member from another meeting club.
- 3.3 Upon finding a suitable representative, as soon as reasonably practicable, inform a member of the Executive Team of their planned attendance at the meeting. Sufficient information regarding the representative's business sector should be imparted at this stage to enable the Executive Team to assess whether the representative's business conflicts with that of another club member's business. Representatives and any guests that you invite to meetings, must always discuss potential conflicts of business with a member of the Executive Team at the beginning of the meeting.

A representative that attends in your place, and any guests you invite may, at the entire discretion of the Executive Team, be given the opportunity to promote their business to the club at the meeting. Your representative must first promote your business to the club, within the "members section" of the meeting and may then be invited to promote their business within the "guest section" of the meeting. A time lapse should always pass between the promotion of the two businesses, to add clarity and avoid confusion amongst members of the club.

The opportunity for your representative and /or guests to promote their business to the club can be restricted if the Executive Team deem there to be a business conflict with another member of the club. A representative prevented from addressing the club in such a way still represents your business on your behalf. Representative and guests may distribute their business cards to members at the meeting, but these must not be placed in the member's business card box, which is strictly for the business cards of member's alone.

Members must not be absent from more than two meetings per quarter without Representation ("**the Attendance Criteria**")

Members are required to meet with all of the club members on a one to one basis no less than once in each year of membership ("**the One to One Meeting Criteria**"). This is to enhance your mutual understanding of the businesses of your fellow club members. Upon participating in a one to one meeting you should complete a referral/progress form and hand it to a member of the Executive team.

Members are required to pass no less than 6 genuine referrals in relation to fellow club members businesses, to individuals and businesses outside of the

club in each year of membership ("**the Referral Criteria**").

Members must bring to meetings no less than 4 different guests in a year of membership ("**the Guest Criteria**"). Guests who attend but are unable to promote their business to the club due to a conflict of business with a club member do not count towards the Guest Criteria.

At each meeting there will be an opportunity for the membership present to discuss member compliance with the club rules stated above. Should the members believe a particular member is not meeting his/her obligations regarding any of the following: the Attendance Criteria; the One to One Meeting Criteria; the Referral Criteria; the Guest Criteria; any other club rule specified above, any term or condition herein members should inform the Executive Team, who will confirm whether any obligations have not been met by the member in their discretion.

Following a finding of non-compliance by the Executive Team, the executive team may vote on a majority basis on whether to serve a written notice of non-compliance to the member. No further action will be taken if the executive team vote against a notice.

If the members vote to serve the notice the Executive Team shall issue the notice as soon as reasonable practicable. If the Executive Team decide that the member has failed to rectify his/her non compliance within 2 months of receipt of notice, the Executive Team may at the next appropriate meeting vote on a majority basis on whether to either: open up that members business category so as to enable the recruitment of another by a member of the Executive Team, and given 7 days in which to serve a notice to appeal the decision, on a member of the Executive Team. Failure to serve a notice to appeal in time will result in the Executive Teams decision standing.

If a notice to appeal is correctly served by the member, the Executive Team will hear and decide upon the members appeal, as soon as reasonably practicable and implement their final decision. There is no further right to appeal the decision made by the Executive Team.

4. Training through the BforB Referral Academy & Support

An effective networking training course is provided through the online BforB Referral Academy, for you to fast track your networking ability and provide you with information about BforB. You can log into this directly through your membership access to BforB's Business Management System, the "BMS". These training courses are essential in empowering you to maximise your potential for referrals for yourself and others in the meetings.

Each member has access to a report on their individual performance against their KPIs and goals, which should be used to measure and monitor your performance. In addition each members club has an Executive Team which controls and oversees the smooth running of the club and measures and monitor's the clubs performance. If you have any questions about your performance and areas you would like to continue to improve please speak initially to your Executive Team. In addition, each club has a Local Director who works with the Executive Team to measure and monitor's the clubs performance and assist to achieve the KPIs and goals of the club.

5. Miscellaneous

Members acknowledge that any and all of the intellectual property rights including but not limited to: trade marks and trading names, whether or not registered copyrights, registered and unregistered design rights, patents, know how and all confidential information owned by BforB shall at all times remain the sole property of BforB. Members are not permitted to use any of the intellectual property rights owned by BforB without the prior written consent of BforB which may contain restrictions and limitations.

BforB has no obligation, duty or liability to any BforB members in contract, tort or otherwise, for any services or goods provided by any member of a BforB club.

BforB does not give any warranties as to the suitability of BforB members to undertake any services they may provide as a result of being a member of BforB, nor does it warrant as to the level skill and care taken by a member when providing such services.

BforB does not give any implied or express warranties as to any goods provided by members, as a result of being a BforB member.

10th January 2018